

An Authorized Vendor of American Tower Corporation



Dear

Thank you for taking the time to discuss the current status of this site. As I mentioned, Metro PCS has left this site and American Tower (ATC) will be losing Sprint, the only remaining tenant, in the coming months. Sometimes tenants leave as a result of carrier consolidation for which we have no control other times the carrier network gets realigned and occasionally, a site that used to be integral is no longer needed. American Tower will continue to pay the rent, insurance, maintenance and other costs associated with the site for now, but this is not a sustainable situation so we are presenting a few options for your consideration.

Additionally, the carriers have been price sensitive for some time now and ATC has responded in an effort to keep them on their towers. In addition to lowering their rents, they also conceded to reduce the escalation to 2%/year. ATC would like to get the Landlord escalations in line with what the tenants are paying so we don't further the gap. In response for these concessions, ATC is requesting rent reductions from their Landlords on their negative margin sites.

ATC **is not** in favor of removing the tower or terminating the lease. There are costs associated with its removal; they, and you would both lose the possibility for future revenue. The objective is to eliminate the negative margin so these sites don't become a target for decommissioning.

Option 1: The loss of Metro and Sprint will create a negative margin so with this first option you agree to abate the rent by 50% and reduce the escalator to 2%/year. Once American Tower secures a 2nd tenant, they will reinstate your rent and offer you an additional \$150/mo for as long as the subtenant remains – this would apply to the 2nd and all future subtenants. They recognize they are asking a lot during this difficult period so will also offer a \$10,000 one-time fee to offset any immediate financial hardship.

American Tower has one of the best sales teams in the industry and they believe that with the advent of 5G, the carriers continued commitment to invest in their networks as technology continues to evolve, the continuation of Connect America and FirstNet deployments, Wireless Internet Service Providers (WISP's) blanketing the countryside, *and with more time*, they can secure subtenants.

Option 2: Not everyone is in a position to a 50% rent abatement so the second option would be to reduce the rent by 25% and abate the escalation in full. Once American Tower secures the 1st tenant, they will reinstate the escalator at 2%/yr and once the 2nd tenant installs, they will offer you an additional \$100/mo for as long as the subtenant remains – this would apply to all future subtenants. Additionally, they will offer a \$5,000 one-time fee

Option 3: Reduce the rent by 15% and fully abate the escalation. Once American Tower secures the 1st tenant, they will reinstate the escalator at 2%/yr and once the 2nd tenant installs, they will offer you an additional \$100/mo for as long as the subtenant remains – this would apply to all future subtenants. Additionally, they will offer a \$3,000 one-time fee

I appreciate your time and consideration and I will be in touch with you next week. In the meantime, if you have any questions, please contact me at the number below.

Sincerely,

Lease Consultant Tower Alliance, LLC/on behalf of American Tower