



Kenneth Dunn
120 So. Riverside Plaza, Suite 1800
Chicago, Illinois 60606

Ross Beutow
100 North Appleton Street
Appleton, WI 54911

September 12, 2017

As discussed on the phone, Sprint has identified network coverage issues in your area and is prepared to provide infrastructure in the form of one (1) small cell located on the Roof of the East stair tower of the Red Ramp at 134 Superior St. to better serve the downtown Businesses, Shoppers, and commercial tenants, as well as the surrounding area. The purpose of this letter is to outline the agreed upon terms that will be further documented in a lease agreement. Please note that this letter does not create a binding agreement between the parties but rather is intended to document Owner interest such that further resources can be dedicated to the deployment of this infrastructure.

Property

Coordinates of Record (COR)	Sprint Candidate ID	Building
44.26112800, -88.40739200	ML90XSH07E	Red Ramp (134 Superior St.)

Terms

Lease Area – Roof of East Stair tower
Lease Term – 30 years; Initial Term 5 years with five (5) additional five (5) years terms
Rental Amount – \$1,200 annually with power included (payable on monthly basis)

Please review the above terms and if they are acceptable, sign below and return this form to kdunn@mobilite.com or reach me by phone at (260)570-8862. Once the document has been executed, I will be back in contact to discuss the next steps from agreement to installation design. If you have any questions, please feel free to contact me utilizing the information above.

Sincerely,

Kenneth Dunn

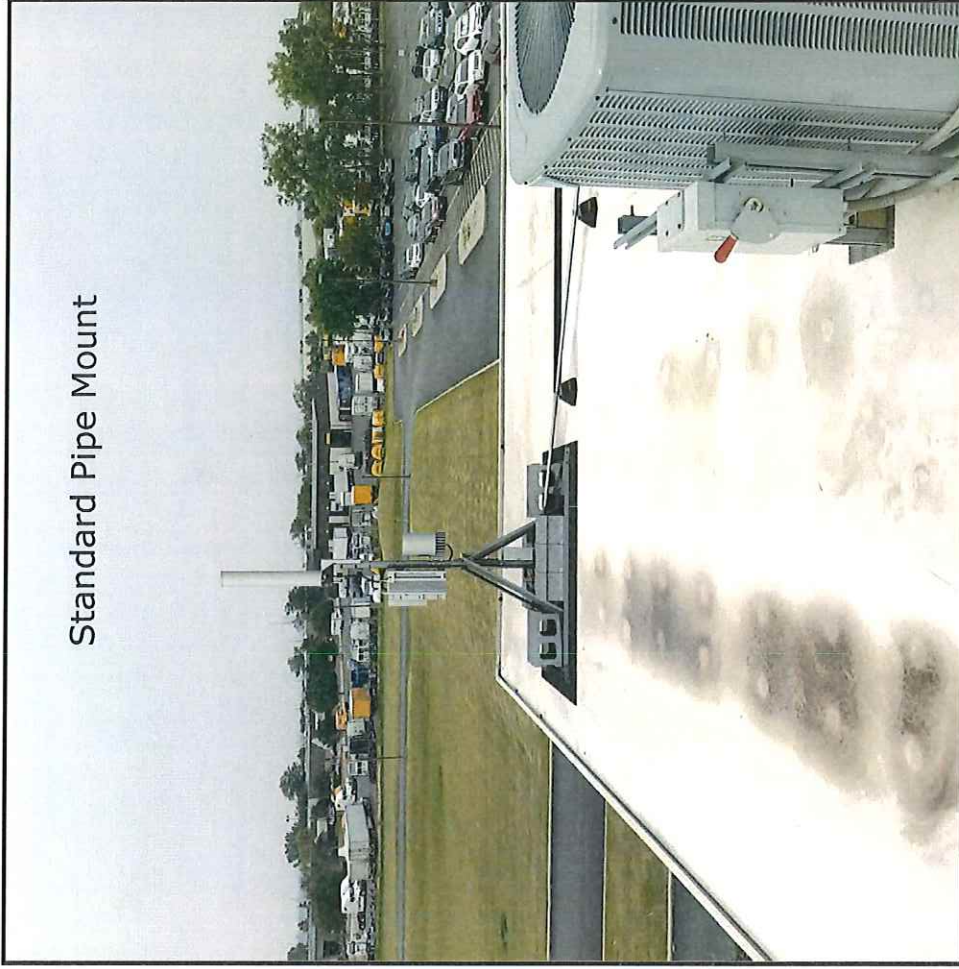
Sign

Print

Date



Standard Pipe Mount



Date: 08/11/17

Page: 2 of 3

Photo Simulation Proposal

This photographic simulation is intended as a visual guide only. It is not to be used for construction purposes, and should be used for aesthetic consideration for the proposed installation.

Site ID: N/A
Candidate ID: N/A
Pole Type: ROOF MOUNT
Location: N/A

Paula Vandehey

From: Kenneth Dunn <KDunn@mobilitie.com>
Sent: Wednesday, September 13, 2017 10:19 AM
To: Ross Buetow
Cc: Paula Vandehey
Subject: RE: Sprint Small Cell Collocation

I will check with the Local Mobilitie Representative Brentt to see if he would be available to attend the meeting.

Please see the answers to the questions below in Red.

Thanks,

Kenneth Dunn | NRE Permitting Manager
kdunn@mobilitie.com



260 570 8862 mobile |
www.mobilitie.com

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From: Ross Buetow [mailto:Ross.Buetow@Appleton.org]
Sent: Wednesday, September 13, 2017 9:50 AM
To: Kenneth Dunn <KDunn@mobilitie.com>
Cc: Paula Vandehey <Paula.Vandehey@Appleton.org>
Subject: RE: Sprint Small Cell Collocation

Ken,

We will be presenting your request to our Municipal Services Committee at their next meeting, scheduled for **4:30 p.m. on Monday, September 25, 2017**. The meeting will be held in our Council Chambers located on the 6th floor of the City Center Building, 100 N. Appleton Street. I would encourage someone from your organization to attend the meeting in case the Committee members have questions.

I do have a few questions in the meantime:

1. Can you provide detailed specifications for the equipment to be installed (i.e. base dimensions, height of equipment, total weight, power requirements, etc...)? – Giving specific equipment at this time would not be possible because until we do a Field Verify (which we wouldn't plan to do until we have a LOI signed) we won't know which specific equipment will be needed for that situation. In general though, the sled is roughly 5 foot by 5 foot and the equipment is generally between 50 and 100 pounds.

2. How do you obtain power to feed this equipment and how is payment for power typically arranged? – Generally to limit construction costs and impact, we prefer to tie into the building's existing electrical system. The equipment is low power, usually running between \$10 - \$25 a month depending on electrical cost in the area and is included in the rent we pay.
3. What type of access do you need to maintain the equipment and how frequently? – Sprint Prefers 24 access to the equipment so that they can limit downtime if equipment fails but they will work within the confines the property owner allows.
4. How are your Lease Terms and Rental amounts determined? Are they negotiable? – We have been given general limits we can stay within in regards to the LOI. I believe more flexibility will be available during full lease negotiations. At this time we are simply looking for a signed LOI so that we can put further resources into the site. If you have a specific rental rate or term you are thinking about let me know and I'll see if it would be acceptable.

Please let me know if you have any questions for us.

Thank you,

Ross Buetow

Deputy Director / City Engineer
City of Appleton
Department of Public Works
Phone: 920-832-6485
e-mail: ross.buetow@appleton.org

From: Kenneth Dunn [<mailto:KDunn@mobilitie.com>]
Sent: Tuesday, September 12, 2017 8:37 AM
To: Ross Buetow <Ross.Buetow@Appleton.org>
Subject: Sprint Small Cell Collocation

Mr. Buetow,

As discussed on the phone this morning please find attached the Letter of Interest as well as Photo sims of what the sled and equipment look like. Please let me know if you need any additional information and once you know better, a timeline on the process to get the LOI approved and signed.

Thank,

Kenneth Dunn | NRE Permitting Manager
kdunn@mobilitie.com



260 570 8862 mobile |
www.mobilitie.com

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