

Good afternoon. I spoke to a few folks internally briefly regarding this. As Mountain, LTD notes in their letter, this is just a general letter of intent and you'll be able to negotiate and discuss all of these items. We've reviewed documents from Mountain, LTD several times.

- Lease Term: 5-year terms are fairly typical with the option to either renew or renegotiate every 5 years.
 - Your attorney will likely be involved in the lease agreement and can review the renewal terms to protect your long-term interests, but that's something that can be discussed later.
- Lease Area (100' by 100'): This is a ton of space on the ground for what will likely be around a 12' by 30' building. This item likely deserves more discussion, and was the only item that alarmed me a little, but is again something that can be discussed later.
 - It's conservatively a 20' by 40' ground level structure if you include stoops and a potential generator.
 - I think you'd just want them to propose on your site what area they need and figure out the actual size you're willing to give them afterwards.
 - There's a few reasons they could want extra space (one example would be so they have space for a temporary tower to relocate their antennas to during tank rehabilitation), but I'd try to find out.
 - Likely, you'll want to set aside space for a temporary tower that all providers (and you for any municipal antennas that end up on the tower) can use rather than each provider.
- Rent Amount: We generally don't comment too much on the monthly rent as it's so site and location specific. We have clients who range between \$20,000 through \$70,000 per year per provider in rental income.
- Term Escalator: 10% per Term is fairly typical, but with inflation these days that may no longer be appropriate.
 - Again, your attorney will be involved in the lease agreement and should be able to set you up to be able to terminate the lease after any 5-year term if the rent no longer seems appropriate.