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March 5, 2020

Board of Adjustment – Dane County
City-County Building, Room 357
210 Martin Luther King Jr Blvd
Madison, WI 53703

**RE: Dane County Board of Adjustment Administrative Appeal #3703 re Zoning and Land Regulation
decision on Conditional Use Permit 2481 ;
*SBA Telecommunications Tower Site WI21150-A (Knickmeier Farms) located at County Road A & I-90 Egerton,
WI 53534 ("Existing SBA Cell Tower")***

To Board of Adjustment:

My name is Kent Meier, and I am the Site Marking Manager for SBA Communications Corporation ("SBA") in Wisconsin. I have been in this position for 9 years. It is my job to interact with carriers in the State of Wisconsin, such as AT&T and I regularly discuss with carriers all tenant issues, including but not limited to new equipment, centerline placement of equipment on the cell tower, leases, and other related matters. Therefore, I maintain an open line of communication with AT&T for the Existing SBA Cell Tower.

AT&T has been a tenant on the Existing SBA Cell Tower since October 2000. For almost 20 years we have worked with AT&T to effectuate any required network improvements at the Existing SBA Cell Tower including seven equipment amendment upgrades over the last 13 years. In fact, AT&T signed a lease amendment less than two years ago to upgrade their equipment at the Existing SBA Cell Tower, including an upgrade to add FirstNet services equipment on the Existing SBA Tower. At no time during those negotiations did AT&T ask for a reduction in rent. In fact, they accepted the increase in rent for the additional loading.

As I have previously advised, SBA most certainly can accommodate further additional equipment for AT&T on the Existing SBA Cell Tower, including 5G. As a matter of fact, the Existing SBA Cell Tower site is a self-support tower and it is designed to handle a very heavy load of equipment. Accordingly, there is ample structural capacity for the Existing SBA Cell Tower to handle more equipment as SBA constructed the Existing SBA Cell Tower to house multiple tenants.

On June 28, 2019, I sent an email to my contact at AT&T, Tom Ryan, to discuss the current rent rates and additional equipment upgrades on the Existing SBA Cell Tower further. A copy of my 2019 email exchange with Mr. Ryan is submitted herewith for reference. Despite having some preliminary discussions, AT&T has never made any specific request for modification of rent, equipment upgrades, or any other change at this site. SBA remains willing to discuss this site further and negotiate in good faith.

Sincerely,

Kent Meier
Site Marketing Manager, Wisconsin