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12/18/2018

Todd Slatin  
Director, Division of Central Purchasing  
Lexington-Fayette Urban County Government  
200 East Main Street, Room 338  
Lexington, KY 40507

**RE: Letter of Intent Pursuant to LFUCG Bid #165-2018 Telecommunications Franchise**

Dear Mr. Slatin:

Please accept ATC Outdoor DAS, LLC's ("ATC") Letter of Intent ("LOI") accompanied by the enclosed \$500 check to serve the requirements of Lexington-Fayette Urban County Government's ("LFUCG") Bid #165-2018 (the "Bid"). By submitting this LOI, ATC, the global leader of wireless infrastructure intends to enter into negotiations with LFUCG for a mutually agreeable non-exclusive franchise agreement for the privilege of constructing, erecting, operating and/or maintaining a telecommunication system upon, though, along, under and over the public streets, alleys, avenues, public roads, highways, sidewalks, and other public ways (the "ROW") within LFUCG's boundaries.

ATC's expertise and commitment to state-of-the-art wireless infrastructure is evidenced by the 57,000 wireless communication assets it owns, operates and maintains nationwide; 11 within LFUCG's boundaries. This long-standing relationship between ATC and LFUCG has proved beneficial to both parties. Thus, as technology progresses and LFUCG expands, ATC anticipates further infrastructure investment including but not limited to vertical infrastructure, fiber, electricity and wireless nodes within LFUCG's ROW. Negotiating a franchise to work within LFUCG's ROW is the first milestone ATC needs to achieve in its investment plan. Once complete, ATC will move forward with infrastructure investment benefiting ATC, LFUCG and its many businesses and citizens.

This LOI is not an official offer nor is it intended to bind or commit either party of any legal duties or obligations. Further, this LOI is not meant to be a definitive statement that an agreement will be reached. Instead, both parties acknowledge that this LOI merely allows the parties to begin discussions of entering into a non-exclusive franchise to access LFUCG's ROW subject to applicable federal, state and local laws.

ATC looks forward to growing its partnership with LFUCG. If LFUCG should have any questions or if there is more information required for a complete Bid, please contact me at your earliest convenience. Upon delivery, please confirm receipt of this letter.



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CORPORATION

Sincerely

Neil Bora

Business Development Manager, Municipalities  
American Tower Corporation

(enclosure)