

Kevin Januszewski, Jason Borgstrom, and I recently met with Albert and Laura Palmer. Palmer Wireless was sold to Arvig. Albert and Laura are the area managers. The school district approved a 20-year lease of about 3,600 sq ft (60'x60') of property North of the Primary School to Palmers in 2013 for the placement of a cell tower. Palmers are seeking to extend the lease by 10 years to accommodate a contract with AT&T. We have reached a tentative agreement with Palmers/Arvig and recommend board approval.

The school district will receive \$3,800 in revenue sharing from Palmer for 2018. The lease agreement provides that we receive 20% of revenue for antennas not owned by Palmer/Arvig. The school district also receives wireless Internet services on our busses and outdoor sporting fields in addition to a backup Internet service for the district office under the terms of the lease. The parties determined the value of these services to be about \$5,400 per year.

If the lease is extended and Palmer/Arvig can provide an antenna on the tower for AT&T:

- The School District's annual revenue share will increase by \$4,800 to \$8,600.
- Palmer/Arvig will update the wireless service and equipment on our busses making the speed 10 times faster.
- The updated wireless bus service will also expand the range of our busses' Internet service to nationwide. The additional range will be beneficial when we rejoin the Mississippi 8 Conference in the Fall of 2019.

Three documents, prepared by Palmer Wireless, are attached, which describe the proposal. The district's legal counsel has reviewed the lease agreement. **I recommend extending the Land Lease With Option with Palmer Towers/Arvig as presented.**