

October 31, 2013

RE: Tower in Benton County, AR proposed by AT&T

Below please find a map of towers in the area of a proposed site by AT&T.

The proposed location proposed is 1/3 mil east of Harris Road on Hwy 264 in Benton County at 15124 E. Highway 264. The property is owned by Carl Ray McGarrah and Eliza Wood.

AT&T's Engineering group issues requests for towers based on their analysis of coverage needs and service complaints taking into account topography, existing structures that would pose obstacles as well as environmental factors. These "search areas" are given to field personnel with the understanding that it is not always possible to procure that exact location desired. They have a certain amount of wiggle room designated as a "search radius." The original search area for this site as north and east of its final locale but was situated in a more residential area. After exhaustive efforts, this location was chosen due to its proximity to residential, the topographic advantage of the site and its access. As always, AT&T directs us to present collocation opportunities first as long as those sites are within the designated search area.

The nearest tower site is 1 mi away (shown as SBA AR21825 on the map), which fails to meet the coverage objectives of AT&T's engineering. (As stated, the original target was a 1/2 mi radius from a site that was 1/2 mile from this. We are essentially sitting on the very edge of engineer-stipulated search area.) The next nearest site consists of 3 different towers, shown as Clark towers and ATC 300411 on the map. AT&T is an existing tenant on the ATC 300411 site. All other tower or suitable structures in the general vicinity are 4+ miles away. As a result, collocation was not a feasibility on this particular site.

AT&T has a partnership with tower companies to build the sites for them, once approved. In some cases, AT&T builds the tower themselves but in either event, the towers are built to accommodate at least 3 carriers (including AT&T) and the ground space that is leased is adequate to house the equipment. This tower will be no exception. AT&T has a collocation department in its headquarters and has negotiated Master License Agreements with all major competitors (Verizon, T-Mobile, Sprint, US Cellular, etc) In the event a tower company builds the site for AT&T, the collocation opportunities are just as applicable since the tower company's revenue is based on carrier collocation.

