

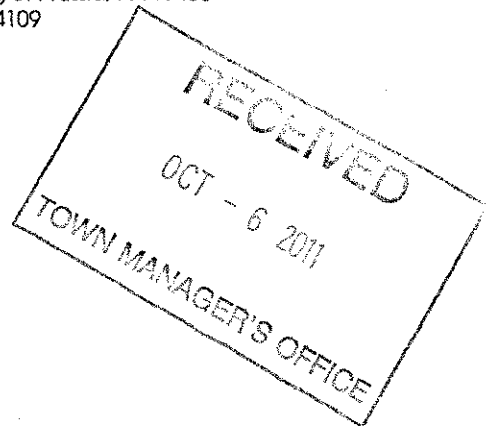


Corporate Headquarters:
 2415 Campus, Suite 200, Irvine, CA 92612
 Phone 949-809-4999 / Fax 949-809-3919
 Philadelphia Office:
 200 N. Warner Road, Suite 215, King of Prussia, PA 19406
 Phone 610-992-4101 / Fax 610-992-4109

TTC

October 5, 2011

Clifford M. Graviet
 Town Manager
 Town of Bethany Beach
 214 Garfield Parkway
 Bethany Beach, DE 19930



RE: Proposed AT&T Mobility Site on Collins Street Water Tank

Dear Mr. Graviet,

As you are aware, AT&T and its predecessor companies have been attempting to find a suitable location for a site to provide wireless coverage to the Town of Bethany Beach for a number of years. In the past, AT&T's representatives have inquired whether the town would be willing to consider leasing space on the water tank located on Collins Street and we have received responses from the town that it was not interested.

I am writing to once again ask if the town would be willing to reconsider its prior position and open discussions about the possibility of leasing space to AT&T on the Collins Street water tank for wireless antennas. We believe that there would be considerably less impact to the community if we are able to construct a wireless base station on an existing structure as opposed to attempting to build a new tall structure. Given the configuration of AT&T's other existing cell sites in the area, the Collins Street tank is the only existing structure of sufficient height in the right location to work effectively within AT&T's network.

AT&T is interested in leasing space for up to twelve (12) antennas on the tank and approximately 12' by 20' of ground space near the tank for its equipment. The ground equipment would be housed in a shelter and connected to the antennas by coaxial cable. Those cables can be painted or shrouded to match the tank to minimize the visual impact. AT&T is offering annual rental in the amount of \$26,400, payable in monthly installments of \$2,200.

AT&T has successfully installed wireless sites on hundreds, if not thousands, of water tanks across the country, including a number of locations in Delaware. I have attached a copy of AT&T's form lease agreement to give you an indication of the terms that such an agreement normally contains. Certainly, the terms of any agreement would need to be negotiated with the town's representatives.

Please let me know if you need any additional information to fully evaluate this proposal. I can be reached on my mobile phone at (610) 316-5024. Since this is a relatively brief outline, AT&T representatives would certainly be willing to attend a Town Council work session or regular meeting to answer any questions that members of the council might have about this proposal. Thank you in advance for your consideration. I look forward to hearing from you.

Sincerely,

Michael Schmidt
 Project Director, Site Acquisition