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## MEMORANDUM

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TO: Mayor Walker and the Councilors  
FROM: Edward Yost, Technology Services Manager  
SUBJECT: **Approve Cellular Tower Site Marketing Agreement with Crescendo Capital Partners**  
DATE: January 10, 2023

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### **Background:**

In August of 2022, Rick Nornes, on behalf of Crescendo Capital Partners, contacted the City to establish a marketing partnership regarding the tower located at the City Hall parking lot. Staff worked with the City Attorney to vet and revise the contract, which is attached. The contract will enable Crescendo Capital Marketing to market the tower to potential cellular tower tenant(s) on behalf of the City. The term of the agreement is 15 years which will coincide with the existing AT&T lease agreement. Lease revenue will be split equally between the City and Crescendo Capital Partners after third party expenses have been paid for. There is no cost to the City to enter into this agreement.

### **Recommendation:**

Staff recommends that the City Council approve the Cellular Tower Site Marketing Agreement with Crescendo Capital Partners.