

Randolph County Commissioners/Council

June 14, 2021

The Randolph County Commissioners and Council met in a joint meeting at 6:30 PM in the Commissioners and Council Room in the Courthouse with the following members present: Board of Commissioners Vice President Tom Chalfant and Gary Girton, Council members present President Gary Friend, David Lenkendorf, Rick Brown and Missy Williams. Also present was Randolph County Auditor Laura J Martin and County Attorney Meeks Cockerill.

Gary Friend, Council President presided over the meeting.

Pledge of Allegiance

Tower King Proposal

Gary asked the two Gentlemen please introduce yourself.

I am Grant Phillips

I am Derek McGrew and I own a company called CelluSite.

Tom said do you want to just tell us a little bit about how this all came together with the committee.

Grant said we were contacted some time ago, I think you guys had been currently engaged with another vendor for 300-foot towers throughout the county, I think there is two or three of them and through the process a member of your team, I think it was Jim Byrd actually at the time had reached out and we sit down with the technology committee and discussed the need for rural area coverage and my company Tower King has been around, I started in the early 80's, we have upward of 100 towers in our portfolio, we build maintain. Some of our user's governments, FM's all kind of new technology, that's our business model Tower King is to own telecommunications, either we buy them or we build them and we of course draw customers such as cellular, internet, as I mentioned to generate revenue. Our business model essentially, a tower is like an apartment complex, we just rent space on the tower and through our expertise, we have done stuff like this for several counties and it is a good way for us to help you guys do what you need to do and save time, market the towers and bring in revenue.

Gary said do you market the towers for counties?

Grant said I do, I actually don't per say for counties but what I have done in the past, I worked with the counties toward their E911 system, so we have built towers for counties and then we own the tower and lease space to them for their equipment. Primarily we work with, we market tower space for a small wind tower company who needs the presents of a larger tower company like ours to really be effective, market to the big carriers but that is usually the folks that come after us to market their sites, smaller tower co's.

Tom said do you work with other rural counties similar to Randolph County?

Derick said I do, yes.

Tom said could you give us an idea if we have marketable sites, can you rent space on our 300-foot towers?

Derick said those are nice assets built, of course our goal is to always get customers on towers, at the end of the day that is our main job.

Gary Friend said Dave is the Council's technology committee representative, Dave do you have anything to add?

Dave said you had a proposal that you presented, do you have a copy of that tonight for everybody?

Grant said I do not have a copy for everybody.

Dave said you may want to go over that.

Grant said I can pass that around if that would help.

Laura said I can go make copies.

Gary said Laura is going to go make some copies. I have some questions. We started this over a year and a half ago and we had another vendor that were going to put tower up to bring broadband to Randolph County, it seems to have hit a lot of mud and I don't understand why. I certainly don't put a lot of money into something that is going to be antiquated tomorrow. Where do we need to go? I don't know where to go, I am not an IT or internet specialist. I don't want to spend the money just to satisfy today, where are we going tomorrow and how are we going to get there. We've got three, you have the proposal to build one. What kind of company hooks up with us to say we will network your county for us. Here is what you need. With nobody involved, just a strict tower company that markets the airways. Part of this all started, it was made pretty clear to the Commissioner's and Council before we even bonded the E911 towers that we wanted this joint project. But the end part of this thing is flat stuck, why?

Grant said I don't have the exact answer to that because we're brought in and have had some great conversations and you ask where do we go from here and that is where Derek and I have stepped in. So, where do we go? The first thing we have to identify is the need. The need in the area and that was, to get to that point through the great folks on your technology committee, we have kind of been brain storming, what is the next step. That is to meet with the local internet companies such as New Lisbon Telephone Company and Watch Communications because they are already around the county on different counties. I own a tower in Union City, they have equipment on that tower. Also, to find out where to fill the voids, where can we provide the most coverage and that question presides with the ISP's. We use their guidance then to identify

areas to put a tower for internet and then Derek and I review that site location and approximate area where we feel we could get additional revenue from cellular phone carriers. The conversation ultimately starts with the IPS's because they know where the actual coverage is.

Dave said Gary Girton and I and a couple of others met with Grant and Derek back on the 26th of May. We have identified definitely we all know the north west corner, no question. There is potentially maybe three or four other towers that need to be identified yet.

Grant said based on the coverage map and the existing towers in the area and a little input from us and the internet companies, there is probably a need for more than just one tower.

Dave said we even got into the detail on even a solid leg tower or a tower with guides and I think it came out of that meeting that maybe the tower with guides may be a good approach to our problem. What we are thinking if we could do one now to move forward with the north west part of this county and then down the road try to identify the rest of the needs over the areas and that is why I wanted to see the proposed estimate.

Gary said I think it is \$230,000.00, somewhere in there give or take.

Dave said yes, but details is what I wanted to see.

Gary said we need to know how many towers we need, who is going to give us the expertise to say we are going to spend \$230,000.00 on this tower, do we need 8 more at \$230,000.00.

Grant said that is a good question and that will be answered by the local internet companies. At this point of the game, the local internet companies are the actual users of the towers so we kind of have to find out from them where the demand, where the need, where the dead areas of high-speed internet are.

Gary said nothing says that they have to actually provide internet if its low volume?

Grant said correct.

Gary said that is not what we told the people of Randolph County when we bonded this whole thing out a year and a half ago.

Grant said to make you feel better, if I were an internet company and I were offered space, I don't know what the financial details would be, they would rent space from you but at the end of the day they are a for profit business and their business is soliciting money so I would think that they certainly would be very, they would jump on this opportunity. I can't speak for them but I think it would happen.

Gary said ISP provider would go on towers and compete with each other or would they get a territorial lock, would there be a price guarantee for residents of Randolph County or would there be a battle back and forth.

Grant said I don't have the answer regarding pricing but I do have towers that I own personally where multiple IPS's co-exist on the same tower.

Gary said what kind of company helps Randolph County market our towers? Somebody like you?

Grant said correct, yes.

Gary said what kind of fee comes along with that?

Grant said we spelled it out in our proposal.

Dave said once Laura gets those copies, it's on there.

Gary Girtton said going back to one of your original questions about where we were originally, the county supposedly there some propagation work done and then there were four sites, there were four areas where it was projected out to that point to locate four towers in the county. When you get into studying, like what Dave and I and different ones, this isn't true. Locating four towers is what were wanting to do here.

Grant said I jumped into this with out knowing a lot of what's going on and have been brought up to speed and it looks to me like they took the square of Randolph County and said 4-corners that will take care of it and the data they had that I seen early on about cellular internet, none of it stacked up to my personal experience and then talking to local ISP's that had a better understanding of the FCC's involvement in providing rural internet, it didn't look like they had done enough research on those aspects either. The are companies that give a bunch of money to make sure that area gets covered, the question is do we, we don't need to double cover and spend where others are legally or federally required to spend. As all this kind of comes to light, it became obvious that the four towers and those locations were not the right choice. We have better information and better people at the table to hopefully investigate where the need is and go there as opposed to four corners look good. That is my take on where we are at right now.

Gary Girtton said there was some indication of locating those four towers, there was a possibility that they might not even be able to get somebody to come and put up equipment. There is just not that many people that we talked to because of trees and other issues.

Gary Friend said I want to get it right, I don't have a problem backing up, when we had Pyramid here they said there would be no problem what so ever. When we took our vote and that vendor sit there and said he'll make it happen and it's not happening.

Dave said I think we were sold a bill of goods is what happened, they had no business being in broadband.

Gary Friend said I just want to make the right moves, I don't have a problem really with the proposal.

Gary Girton said that's why the committee backed out and backed up and said wait let's stop, lets regroup.

Gary Friend said does anybody have any idea how many towers we may need to pull this off properly?

Gary Girton said no.

Grant said the conversation on the table has been one to four. We know the one we've looked at, we don't know 100%, we've looked at the map and said there isn't any towers here, but again it boils down to sitting at the table with the internet guys.

Gary Friend asked could there be a battle between people that have towers that they just won't let us on, so there is no competition. Can we get into an issue like that?

Derek said no likely.

Grant said it is going to encourage people to allow people to use existing towers.

Tom asked how would this interface with buried fiber?

Grant said it depends, there has been a lot of talk of fiber, government funded fiber, I don't know exactly where those paths are or where they go but at the end of the day the nice thing is it still could market, so does the customer want to go with fiber even though its there or do they want to go with what is cheaper. I don't know the routes, I don't know where their going but again we come into the ability to compete and get the lower prices for the customer.

Derek said the nice thing about the cell tower is there are a lot of roads, how many years is it going to take for fiber to get down those really rural roads.

Tom said we have a unique situation because we're building windmills so in those areas we are going to have fiber, hopefully we will have conduit in all those places, right now we have about 70,000 feet but hopefully we might have maybe 25, 30 miles of conduit that you can use fiber with and that would probably be in more rural areas and nobody would ever do this commercially. You hate to duplicate or be redundant where we don't have too because it's expensive.

Derek said that is why you need TowerKing with Cellusite, our goal is to get additional users on the towers, so in the event something happens we get cellular users to create more revenue. Nothing is set in stone, I can't guarantee all these towers will get carriers on them but we can certainly try our best to use our name.

Gary Friend asked on the reoccurring charges that are on here can we recoup that cost from fees on our tours if the county owns them.

Grant said in what way, putting a customer on the tower.

Gary said yes, if we own the tower, these reoccurring costs are going to be ours, right?

Grant said correct.

Gary said how do we get that money back, can we get it from renting out our towers, is that feasible to get that kind of money.

Grant said I think so, yes definitely.

Derek said you just need one carrier to take care of that cost. One carrier per tower will take care of that easily.

Gary said how much would we need twenty years from now for maintenance on the tower that we own.

Grant said that is hard to predict this far out, these are solid leg, solid steel towers, were we going tubular towers, not to say the free-standing tower, the one tower we proposed is a guide tower but solid steel legs and the nice thing about solid steel legs is that you don't get moisture inside the tube, so that greatly increases the life of the towers. I would say if the tower is maintained properly it should last longer than the question you ask, longer than 20 years.

Gary asked who maintains the tower, we do?

Grant said you, yes.

Derek said I recommend anyone like a county who owns a tower to contact somebody who is in the industry to do the maintenance for you that way they can do the whole inspections and guide tensioning anything you might need.

Rick said we were talking about towers that you own and people buying space to put wireless internet on. Now we are going to something we own. I guess I lost the transition there.

Derek said the proposal on the table is for the county to own these towers that we are developing for you. Grant owns towers himself and these towers will go into the TowerKing portfolio to be marketed to bring carriers onto those towers. You still own it, TowerKing just manages it.

Gary said what is the management fee?

Grant said there is no management fee until we get somebody on the tower. Let's say we get a carrier on the tower then we would essentially keep 40% and 60% to the county and that would be our fee.

Gary said we would need two of them to pay the recurring cost?

Grant said no, the average carrier pays on my towers, on all towers \$2000.00 a month at least. So, you are well ahead with one carrier on the tower.

Missy said I know nothing about this, was not in on the committee meetings at all. I just researched it a lot myself and learned a lot of positive things about your company by the way. I guess by talking to other cities and towns and even counties in southern Indiana, really from Indianapolis down. Our you willing to build these towers and you own them, we don't own them and we don't have to worry about maintenance and you do them. Have you done that across the state before?

Grant said I have.

Missy said that seems to appeal to me personally. I am glad we slowed down on this process because I learned so much in the last three-day last week from cities and towns and counties in southern Indiana who have gone way to fast and that connectivity is going nowhere. Especially in the spring and summer when the leaves are on the trees like we run into. Would you be willing to put the tower up and you own it and maintain?

Grant said yes, that would be something that we would need to go back to our team and discuss but the benefit of that is that the county doesn't have the maintenance and of course the money up front to build it. I know that there was some grant money possibly on the table and things like that. That's a very good question, I think that is good conversation. But I would have to go back to our team and look at that.

Missy said I noticed a lot of them did have guide wires, the ones coming back. I didn't notice that much before, didn't understand that much about solid towers versus guidewires but their all over.

Grant said personally myself I like guide towers because their cheaper, you can build really strong guide towers.

Tom said what is the rent difference between if you got this waste ground that's easy for farming and your putting guidewires out, your going to be paying the landowner more for that inconvenience.

Grant said it could be a little bit more but people see cell tower leases as cell tower leases and sometimes that's fortunate and sometimes its not. That is something I would be doing is negotiating a lease with the landowner and yes let's say we are taking up 4 acres, we are really not taking up 4 acres, we are taking up 1/2 an acre and you can drive around the guidewires if your farming. That is one of the things I do, is I look for pasture ground which it wouldn't matter at all because the cows can walk around it just fine.

Tom said how close do you have to hone into a location 100 feet, 1/4 mile? When you're seeing sites that you want do you have much variation or does it have to be right where it needs to be?

Grant said it is hard to answer that having already talked to companies, typically the industry, I have ½ mile radius to look. Rural, flat, not a lot of trees.

Gary said I like Missy's question, it was on my mind, thanks for bringing it up, it was a good one. If we were to pay for a tower buy one in Randolph County and you guys work with us and start building towers, would you buy it back? What if we don't want to own the assets at all but we want to bring internet to Randolph County, that's our goal is rural internet. Do we need the asset, do we want the asset? If we don't buy an asset are we going to get anything done?

Grant said that is another good question and I think off the top of my head, speaking for right now to buy a tower with no revenue on it probably isn't on my list things to do. We have so many towers that we are building everywhere for carriers, now if there was a carrier on it or we knew something like that, yea we would be interested in buying that cash flow but if there is nobody on the tower then unfortunately to us and many others a naked tower just doesn't have the value. Even though there is a substantial cost in building that tower, it's all about the cash flow.

Missy said I look at that Gary like you do, if they build the tower, we could bet that they're going to want the carriers on that tower. They don't get paid until they put those carriers on there. We don't care how many carriers, we'd like them to put Sprint, AT&T, Verizon, we'd like them to put the big 7, I think that is what you guys call it now, we want those big 7 on there but that's their problem, not our problem.

Gary Girtton said the issue comes in here though, were trying to service our county, we are trying to service the residents the best we can, until we get them fully serviced in the next couple of years because we know that the possibility in eight to ten years or maybe a little longer that fiber is going to be more available then wireless is. That is why to me in the research I have done, all I have listened to and meetings I've been in. Were looking at what we can do for the residents and businesses in this county in the next three to four years or two to three years. Were trying to get it in here as soon as possible. Because we are really lagging right now. We can go and build a tower where we need it for as many residents and as many businesses as we can and then when we come along and get a person who is able to market to a company to put their equipment on there and rent, that's a plus but to me providing a service to the people in the county for residents as well as business's in the wireless area is our number one objective and I think that was the feeling of the committee.

Dave said it was.

Rick said what kind of internet speeds and packages are we looking at here, because depending on what were getting, are we getting something that is going to last. You said something about fiber coming in maybe five years down the road, are we in a hurry to get something done just to get something done or can we wait a couple of years and get the top of the line product.

Gary Girtton said we are trying to hurry to get service to the community.

Rick said what kind of money are you going to spend to do that when you might wait, I guess I would want to know what kind internet speeds or packages or programs were getting from the wireless.

Gary Girtton said that could be figured.

Grant said I don't have an answer to that, I am not the wireless guys, from what I've seen today a lot of the internet companies, I don't know about Watch or New Lisbon, whoever would use this tower, I don't know what technology they would utilize but the wireless has come a long way in the last couple of years, they are utilizing almost solar technology and cell phone is LTE equipment. I don't want to put words in anyone's mouth but the speeds can be very impressive. Much more than the average home would need per user. But again, that is going to come down to what Watch uses on the tower to provide the customer with internet.

Rick said I too want to agree to something that is going to benefit our citizens and our business, that's why were here. At the same time, we want to make sure we get a good product.

Dave said right now fiber is running about \$40,000.00 a mile and if that is the case, I can't see that in Randolph County. It may come down over the years, we may be talking 5, 10 years. I think we are doing a disservice to the residents of Randolph County if we wait that long.

Gary said what is it going to take to get you folks to partner up with us. If we were to get one tower in, what would get you inspired to come and get a couple more in here?

Grant said money.

Gary said how much? If we take the first step, can we get you to work with us?

Grant said yes, absolutely. I am always willing to work and do what's best for the county too. I've got lots of hours, the lord has blessed me, thank you but I am happy to work with you guys. And a point there, we want to make sure that we put the carrier on there. In our marketing draw here in this description we have on page 3, that is why we don't collect anything until we bring somebody on the tower and we intentionally do that because we want to work like the tower is our own, that's why it's 40% because that is a fair chunk and of course we have our name on the table, our contacts, the things we do behind the scenes to get carriers on towers and we don't get paid until somebody gets on the tower.

Gary said this is Commissioner's business about the companies, but on the fiscal side, the Council side, I want to see a third-party independent such as you who doesn't have a stake in this game out here, that doesn't have an ISP, that don't own any of that, therefore there can't be any unintended bias on how this thing goes. I want somebody in here myself willing to put some money up funding wise that gets us a third party that gets Randolph County a step forward beyond our 911 towers which are coming along. Those three towers right there, you can automatically market when their done, I believe. Am I wrong about that Chris?

Gary Girtton said 225, 230 feet and lower is the marketing point.

Tom said you can't go higher than 230, you can't sell that space?

Gary Girton said that is what we put the towers up for. I ask the company today in a meeting, exactly where that footage was and that was the number they gave us.

Grant said 250 to 300 is full of your equipment?

Gary said yes.

Tom said we have something at 300 feet, right?

Gary Girton said 300 foot down to 225 to 230.

Tom said we've got equipment of that whole range.

Chris said we are taking the top. We will have the radios, the microwave dishes, the schools radio system on two of the three.

Tom said that is going to take 80 feet?

Chris said it sounds like it is going to take 50 feet.

Grant said to be clear, the equipment that ISP uses versus public safety is essentially different.

Derek said typically users only take up ten feet of upper space, whether it be Verizon or.

Gary said how far is the reach 250 foot up? If you are ten miles away is that too far?

Grant said that is going to be a question for the IPS's and with a point to point dish, clear shot of the tower it could be, I think they could get that ten miles but again, I don't want to put words into anyone's mouth because I am not the wireless internet provider.

Gary said can you go over what we are thinking about buying really quick?

Grant said on page 1, we can always talk taller towers, in my business before I begin with what you are buying, in my business if I have a customer that wants 200 feet and I am in a rural area, I like to build a 340-foot tower. Why, 340 foot because when you go to a 350 or above it changes and it is just money saved, there is no more line on the tower and that way I have this height above and below where that customer wants to go. We can always talk different heights of towers but for this plan here in talking with the technology committee the ISP's themselves were pretty happy around 250 feet so that would allow a carrier around 235 to 240.

Gary said what is the difference in price to go to a 300?

Grant said I wish we didn't have this Covid back log of everything because the price of towers is up 20 to 40% on steel so I don't have an exact answer on that today, I would have to go back and look but you are looking at maybe \$60,000.00 a tower and again I am just ball parking right now.

Missy said what is the price difference between tubular tower and guidewire tower?

Grant said a 250-foot tower probably to get a good loading on it for the internet equipment and cellular, maybe \$100,000.00 more for the same tower. I mean those 300's you guys built were probably pretty expensive I imagine.

Gary said I don't know the price off the top of my head.

Grant said I would guess a range between \$250,000 and \$300,000. Either way into a self-support tower I like to think \$1000.00 a foot average. On a normal day with concrete, steel, the galvanizing, erection, everything about \$1000.00 a foot. As we describe here what we have laid out here, Derek has been doing site position for many, many years. How many years you been doing site now?

Derek said 20 plus.

Grant said my father actually started working with Derek years ago and I think Derek probably done over 2000 sites for us, so he handles all of our site acquisitions, zoning, leasing, he is a real expert at that.

Derek said we first started saying we were going to work with the wireless internet companies, there are two for sure, maybe a third that will talk to you and try to see where the open laps are for their needs and we know that we want to be where is best for the county. We will work with them and see where their coverages are and where they need it the most and place the site, we are not charging you for that. Site candidate package is something that I put together which is just basically and information package of who the property owner is, what it's zoned, what their taxes are, personal ID and that sort of thing. It is just an information package of the property we end up moving forward with. I will put together something at first and I am not sure exactly who is going select the property at the end, I typically go and get three, I get three properties for each project and then the customer picks from the three. We will work with internet companies, with those three properties to figure out which one is best and then I will put together the information package. Once we decide which property, we move to the lease, that is the negotiation of the lease and the legalize of the language within the lease, typically the landowner, probably three out of four use and attorney so I negotiate directly with the attorney. The Lease option is kind of an estimate basically saying we'll option the property so that we have time to get through all the rest of this list of things, we will option the property for probably three years, which it never takes that long but it is always good to be safe to have an option run out on a property when your ready to build, you still want to have the property under option. Zoning I will prepare a presentation which will go along with the site plan. I looked at the zoning ordinance and I have a pretty good idea of what kind of property we are going to be looking at. Any big properties are going to be necessary to the county setbacks. I coordinate the building permit which is done after again some of these things that Grant is going to talk about. Project management is really

Grant and I will both be part of that, that is coordinating all of what we just talked about and really it is most of, more than anything else, it's everything below here. Which is coordinating all of the environmental zone, I am not going to steel Grants thunder but that's along with project management is involved in. Title report just to make sure that we have the right person signing the lease and there's no covenant that prevents the tower from going on the property. Makes sure there are no breaks in the chain of title, that sort of thing. I think pretty much the rest of this is Grant.

Grant said what Derek has outlined there is the initial stage of us going out, meeting land owners, finding land owners that are interested in presenting to you folks, we have land owners that are interested in leasing ground, our goal is to get the cheapest rent rate, of course we are not going to rake anyone over the coals but we something that is economical and makes sense, that's fair for everybody. We've gone over the zoning and set up stage is there any questions before I go into the construction side of things?

Gary Girtton said the first potential tower site in the northwest will be owned by Purdue University.

Grant said we don't know exactly yet because we haven't heard from the internet companies, where they need to be.

Gary Girtton said the information we've got from one of the companies, that general area would be a good site.

Derek said I remember that being pointed out in our first meeting and hopefully that works out but if we can't come to a viable lease agreement then it might be wise to look at some other properties.

Gary Girtton said I understand that. One of the companies indicated that would be a site they would be interested in.

Grant said after Derek has produced his site package, what we do then is run an FAA to make sure the FAA doesn't have any issues, that is the first thing we want to do, we don't want to go all the way through zoning and all this stuff to find out that the FAA won't allow us to build. Then after that we will follow up with the zoning and once the zoning is complete we'll then start our NEPA/SHPO and archeological surveys and those are required by FCC law where we have to protect native tribes, we have to protect endangered species, all that fun stuff is under the NEPA/SHPO and the archeological survey. We also do a FAA phase I, the big thing there is where a company will call landowners and do a full interview, just to make sure there weren't any batteries or oil factories or anything like that on the properties.

Gary said EPA.

Grant said exactly EPA stuff. Then of course we do the site survey and CD's over the construction drawing, I'm sure you've seen something like that, the site CD's that I've seen previously were kind of generic where I'd like to see on these sites something more concrete so

we know exactly what each site is because every site is slightly different. So, the survey and cd's will show survey, legal descriptions and of course the plan where the tower is going, the compound layout all that stuff. The tower foundation design of course that's also included as part of the tower itself and these towers I'm looking at are big towers. I talked to the tower designer's and to add another carrier on to a 250-foot tower, to add another carrier onto that design loading is a fraction of the overall cost. A very small fraction, could be between five or six thousand dollars depending on where it goes on the tower, so it makes sense to build a tower heavy duty now, but we also don't want to go to heavy duty because we don't want to just throw money out the window building this tower that could hold up a mac truck. But, this is a nice multi carrier tower. Seventeen thousand was the fabrication of the tower and the erection, these are just estimating, a lot of this has changed substantially because of Covid but I just wanted to let you know this is a ball park price. A 60 x 60 fence and compound, I don't think you need any larger than that. We lease 100 x 100 in case we need to make things bigger but today 60 x 60 is plenty. Access is a 600 AMP 6 gang meter base, I think that is important to have 600 AMP service, the carriers never draw 600 AMP's but to have that availability that's one of those things that cost just a little bit more up front to do it right, 6 gang meter base is nice because you will have 6 panels there ready. Whenever a customer wants to come, there is power available. Then of course the power installs at the bottom, that is a rough estimate to get power from the road back to the site and it most likely would be underground. Start to finish we the site, we supply you with a site, we go through the zoning, we do all the compliance that is required and then we build the tower, the tower then would be ready for Watch Communications or whoever to put their internet on the tower.

Gary said if we approve this tonight, when will it be up?

Grant said we get asked that question every day. NEPA/SHPO takes four months and then you have zoning and all that. Building the tower. Nine months to a year. Speeding some of those things up by, before we go to zoning, we could start the NEPA/SHPO to kind of push the schedule up a little but I never do that personally because if I get denied and I went through all that, its money wasted but given this is a county project it is probably going to bid well to the county and the people out there that need the internet. But nine months to a year on a good day with a tail wind.

Derek said that is very fast by the way. Most of the carriers I work for forecast at least two years.

Gary said is there any percentage that if we build it, it sits empty?

Grant said yes.

Derek said yes.

Gary said what is the percentage?

Grant said if I were a betting man, I would bet that it doesn't. But, yes there is a chance, I know towers that have been sitting on route 31 with nothing on them for twenty years, maybe two,

there is not a lot of them. I developed, back when I first started in this industry, it used to be cell towers to cell towers because wall street liked to see towers go into the air and the company I was working for at the time just built them just to build them and every single one of those towers, there is twenty of them in Parke County and each and every one of them has at least one to three tenants on them.

Derek said we don't want to come here today and sell you the world because truthfully you should be looking at this worst-case scenario you don't get anybody on the tower. We want that 40% and that is our goal, that is what we do but at the end of the day.

Grant said and just for conversation sake it is not the big 7 anymore, it's the big 4 now unfortunately. Some of them are gone now. The other three are gone.

Gary said who are the big four?

Grant said Verizon, AT&T, T Mobile and the one most people don't know, that are just now launching their network is Dish Network is now your fourth cellular provider.

Derek said you still have Cricket, Rebel, Metro but they're not their own, they are a subset of T Mobile but they are also included. The big four run the show, the other ones just tag along.

Dave said we are pretty sure that the one in the north west part of the county will have a provider on it, because there is a need up there. Going down the road I don't know about the three or four others we've talked about. Definitely the south east part of the county is under served. I do know they put a new tower up on 227 just south of Greenville Pike.

Gary asked Meeks do you see anything with the scope of this project that we need to concern ourselves with.

Rick said that is my question, with what we started with to, we changed direction is there any issues?

Meeks said not from my perspective. You sign a contract.

Gary said Dave you are on the committee, what do you think?

Dave said as a committee member, I would highly recommend that we move forward with at least the north west corner with TowerKing but I would like to sit down with TowerKing and talk about any further, maybe you be a player at building those towers because we would supply the first one and then we would also be supplying three emergency towers potentially to let you have the 40%.

Gary said we may even sell you one back at cost.

Grant said we will talk about that. We definitely need to sit down with the ISP, even regarding the first one, while we have that conversation about the tower in the northwest, at the same time we need to have the conversation well else.

Gary said can you speak with the Commissioner's on being a liaison for this county?

Grant said that is included in the first item, we don't charge anything for that.

Gary said you will address all of our towers, our need, not just this tower, you are willing to address the need that we have?

Grant said correct.

Gary said that is a good deal.

Grant said we work with, is Watch really telling us the need because we are not ISP's.

Gary said really you need a conduit to them?

Grant said exactly.

Dave said one thing I did want to bring up, I know Ceann's been in contact with Ernie and I talked to him today and the state has committed \$250,000,000 effective July 1, they have no direction yet.

Gary asked Grant do you write grants?

Grant said we don't write grants but I have seen a lot of counties, I haven't built for those counties who have got this money because it goes to ISP's but I have got a lot of business, ISP's on my towers and you made a good point there because the money being spent it is just crazy. If there are grant opportunities available.

Ceann said the grants have to come from the providers is what the grant is saying, Watch or New Lisbon.

Grant said I didn't know exactly how it is going to be declared or how the state set forth.

Ceann said right now everything is still evolving, they are still trying to figure it out.

Dave said he did mention today that if you could make a case of need with the Governor's office showing an under served area, which he and I were laughing about today, were actually number 1 in the state, that is absurd. He said if we could make a case we might be able to apply for a grant which might help. At this point you cannot rely on that.

Gary asked Council, do you have anything further to add?

Missy said I think we have to serve people. We want to get it right but there is a farm community out there that doesn't have internet connectivity and there is major industry in Randolph County, agricultural facilities and anything else.

Rick said I am not against it, that is why we were elected to serve the folks the best we can but when we say that, I use the term best that we can and that is what I meant, we need to do the best that we can for them for the money, because that is what we are elected to do also and I agree we need to serve the public and I agree with you we need to get it right and we need to get it right the first time because to me this is one of those things that if it is not done right the first time, you pay for it the rest the time. The only other concern I have is I can't remember in my mind when the previous company, how much we were into them as far as obligations, monies and all that. I did not want to have to face a backlash, saying hey you agreed with us to do this and now.

Gary said the way we split the funding there was a double project going on, we used special EDIT to bond out for the 911 towers, then we increased \$400,000.00 more which is what we were doing on broadband.

Rick said I couldn't remember off the top of my head, I just didn't want to get in more legal issues.

Missy said the thing is once you build those towers as far as giving out data, that is up to the provider, they are going to switch out that equipment.

Rick said the consumer will drive that.

Gary said Tom, before the Council goes into voting do you want to discuss anything on the Commissioners you and Gary?

Tom said I think I know Gary's opinion on this, I would entertain a motion Gary.

Gary Girton said before you go on, I think the reason where the committee is coming from my perspective. Their looking at all these individual items that are on this sheet, their going to go over these, were not hiring them to go out here and build us a tower and then we have to take care of all the rest of it. Their going to do this investigating, their going to put this together and here is how much it is going to cost for each item, were not paying them \$150,000.00 or \$270,000.00, were paying them for these items. If we get to the point that this is not panning out, were done with them. Were not buying a package.

Gary Friend said do we have a line item detail?

Gary Girton well it says but, in a sense, that's a little better than some of the other things.

Gary Friend said itemized is always great.

Gary Girton said it is and we have options here for putting together a package or itemize it out.

Gary Friend said the Commissioner's should move first on this.

Gary Girton made a motion to approve the agreement with TowerKing. Tom seconded. All aye votes. Motion carried.

Gary Friend asked if any Council would like to make a motion?

Dave Lenkendofer made a motion to approve TowerKing as the supplier of the tower. Missy seconded.

Gary Friend said before we go any further, I have one question. The only variable is the tower and the steel, all of the fees and what not are solid right?

Grant said we have approximate prices there for a reason, given today's environment, this is an approximate price.

Gary Friend said I know that on commodities, but your fees and your management labor should be fixed to this agreement. Right?

Grant said the project management and construction management; the other ones is all up to vendors. We are not going to come in and charge you more.

Gary Friend said I understand commodity costs but that which is not commodity should be fixed right here. When your charging us for project management it should be \$8,500.00 like you said, right?

Grant said yes.

Gary said I don't have anything further, does anyone have anything further before we vote. Hearing none all those in favor signify by saying aye.

All aye votes. Motion carried.

Gary Friend said do we want to use windfarm funding? We allocated \$400,000.00 from windfarm on the first projects.

Tom said did you want that to be part of your motion Gary?

Gary Girton said that is what we discussed.

Dave said we allocated \$400,000.00 from special EDIT on the first project.

Laura said Angela can speak on that.

Angela said actually the minutes indicated that a decision was not made that night, part of the team said windfarm and part of the team said EDIT. Special LIT is off the table. It will take everything we have and a bit more to finish what we have started.

Dave made a motion we approve TowerKing's proposal monies received from windfarm to pay for it. Missy seconded. All aye votes. Motion carried.

Gary made a motion to finance the TowerKing's proposal from windfarm. Tom seconded. All aye voted. Motion carried.

Council Business
Ordinance 2021-06

ORDINANCE NO. 2021-06
AN ORDINANCE TO AMEND SALARY ORDINANCE NO. 2020-15
AMENDING RANDOLPH COUNTY'S PROSECUTING ATTORNEY OFFICE BUDGET

WHEREAS: There have been changes in the 2021 Salary Ordinance with regard to the Randolph County's Prosecuting Attorney Office Budget. It is necessary to amend the 2021 Salary Ordinance and to add the following salary to the Salary Ordinance effective with the paid date of June 18, 2021 as follows:

PROSECUTING ATTORNEY OFFICE
PART-TIME EMPLOYEES
\$14.00 PER HOUR

IT IS THEREFORE ORDAINED BY THE COUNTY COUNCIL OF RANDOLPH COUNTY INDIANA
THAT:

SECTION 1. Ordinance No. 2020-15, 2021 Salary Ordinance pertaining to Randolph County's PROSECUTING ATTORNEY OFFICE BUDGET shall be amended to read as follows:
PROSECUTING ATTORNEY OFFICE
PART-TIME EMPLOYEES
\$14.00 PER HOUR

Dave made a motion to pass the second reading Ordinance 2021-06. Missy seconded. All aye votes. Motion carried.

Gary said Laura put the third reading on the agenda for our July meeting.

Gary said the dates for the walk through at the 4-H grounds is June 24th and July 8th .

Angela Lowe - \$27,000.00 paid to procure rebar

Angela asked do you have any way of getting back the \$27,000.00 that we paid to procure the rebar for the towers we were going to do.

Gary Friend said I have no idea, that would be Commissioner's.

Tom said where is the rebar, Chris do you know?

Chris said I don't know if that was sold with the package or what.

Laura said it was not included.

Gary Girton said it was not.

Chris said I have no idea where the rebar is, what I understood was when we bought the tower we bought the rebar as well, so I don't know where the rebar is.

Gary Girton said the rebar did not go with the towers, so it has to be somewhere. We will have to get a hold of Pyramid and find out. Gary Bates.

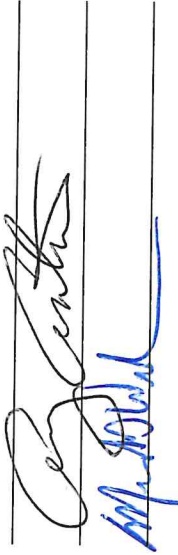
Adjournment

Rick made a motion to adjourn the Council. Missy seconded. All aye votes. Motion carried.

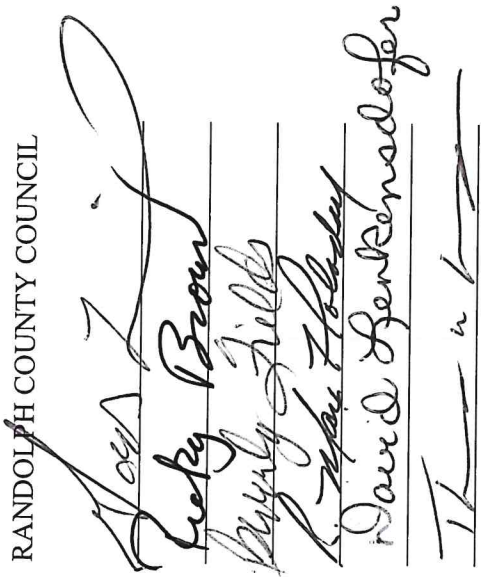
Gary made a motion to adjourn the Commissioner's meeting. Tom seconded. All aye votes. Motion carried.

Reviewed & signed this 19 day of July, 2021 Reviewed & signed this 3 day of August, 2021

RANDOLPH COUNTY COMMISSIONERS



RANDOLPH COUNTY COUNCIL



ATTEST: 
Laura J Martijx, Auditor of Randolph County