

**COUNTY OF MILWAUKEE  
INTEROFFICE COMMUNICATION**

**DATE:** February 6, 2012

**TO:** Lee Holloway, Chairperson, County Board of Supervisors  
Michael Mayo, Sr., Chairperson, Transportation, Public Works & Transit Committee

**FROM:** Frank Busalacchi, Director, Department of Transportation

**SUBJECT:** **AUTHORIZATION TO ENTER INTO LETTER AGREEMENTS WITH TELECOMMUNICATION COMPANIES THAT SUBSCRIBE TO THE DISTRIBUTED ANTENNA SYSTEM (DAS) AT GENERAL MITCHELL INTERNATIONAL AIRPORT (GMIA)**

**POLICY**

County Board approval is required to for the execution of certain agreements at General Mitchell International Airport (GMIA).

**BACKGROUND**

On December 16, 2004 Milwaukee County entered into Airport Agreement No. CN-1455 with Sprint Spectrum, L.P. for the installation, operation, management and maintenance of the WI-FI Service Concession in the terminal building at GMIA. On October 5, 2007 the agreement was assigned to Concourse Communications SSP, LLC, a subsidiary of Boingo Wireless, Inc. due to an asset purchase agreement. The agreement was for an initial term of five (5) years beginning on March 1, 2005, and ending on February 28, 2010. The agreement could be renewed for one additional five (5) year term subject to the mutual agreement of both parties.

On February 4, 2010 (File No. 06-276(a)(b)) the Milwaukee County Board authorized extending Airport Agreement No. CN.1455 for an additional five year renewal term, effective March 1, 2011 and ending on February 28, 2016 with one additional five year option beginning March 1, 2016 and ending on February 28, 2021. The Board authorized these agreement extensions because Concourse was to upgrade the existing WI-FI and install a distributed antenna system (DAS) to enhance the wireless telecommunication reception in the terminal building.

Concourse is now in the process of installing the DAS due to Concourse signing a Carrier Access Agreement with AT&T. Since the DAS will be utilized only by telecommunication companies to supply voice and data to their wireless subscribers, the Carrier Access Agreement is structured so that each subscriber reimburses Concourse a proportionate share of the total costs of building the DAS based on the number of DAS subscribers. Typically businesses amortize costs over a ten year period. Concourse expects the DAS installation to be completed in summer 2012. Since the final option term of Airport Agreement No. CN-1455 expires on February 28, 2021, Concourse cannot guarantee a ten year amortization term for its subscribers. Upon the expiration of Airport Agreement No. CN-1455, the DAS becomes the property of Milwaukee County. Verizon is requesting that Milwaukee County give Verizon an assurance that Verizon will have access to the DAS for a full ten year period in order to fully amortize its investment costs in the DAS.

**RECOMMENDATION**

Airport staff recommends that subject to the review of the Milwaukee County Office of the Corporation Counsel, the Airport Director be authorized to execute Letter Agreements with current and future DAS subscribers that grant the subscribers a full ten year access to the GMIA DAS, beginning with the date of the carrier's access to the DAS, in order for the carriers to be able to fully amortize their financial investments in the DAS.

**FISCAL NOTE**

DAS revenues will be approximately \$36,000 in 2012, and approximately \$72,000 for each year thereafter. There is no effect on Milwaukee County tax levy.

Prepared by: Kathy Nelson, Airport Properties Manager

Approved by:



C. Barry Bateman  
Airport Director

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Frank Busalacchi  
Director, Department of Transportation