



The Corporation of the Town of Tecumseh

Information & Communication Services

To: Mayor and Members of Council

From: Shaun Fuerth, Director Information & Communication Services

Date to Council: September 24, 2019

Report Number: ICS-2019-02

Subject: Telus Amending Agreement

Recommendations

It is recommended:

That the proposal by Telus Communications Company to amend the current site licencing agreement with the Town be accepted.

And that the Mayor and Clerk be authorized to execute a "Third Licence Amending Agreement" to amend the Licence Agreements dated November 1, 1999, and January 16, 2014 between the Corporation of the Town of Tecumseh (**Town**) and Telus Communications Inc. (**Telus**) and such further other documents necessary to give effect to amending the said Licence Agreement.

Background

In 1999 the Town entered into a 15 year licence agreement (three 5-year terms) with Clearnet (now Telus Communications Company) and Family Tradition Foods (now Bonduelle Ontario Inc.) authorizing the installation of six cellular phone antennae affixed to the rooftop of the water tower at 12900 Tecumseh Rd. East. In 2008, this agreement was amended to recognize the installation of six additional antennae.

Current compensation and credits addressed in this agreement in favour of the Town include:

Annual lease payment	\$ 29,533
Monthly airtime credit	<u>\$ 15,000</u>
Total annual payments and credits (value to Town)	<u>\$ 44,533</u>
Payments and credits over 5 year term 2014-19 (value to Town)	\$ 222,665
25 replacement phones at each term renewal (est. value)	<u>\$ 7,500</u>
Total value of agreement over 5 year term	<u>\$ 230,165</u>

Comments

This agreement expires on October 31, 2019. Telus is desirous in continuing with this agreement for a 5-year term (from 2019 through to 2024). Telus has confirmed that the frequencies used with the equipment will not interfere with any of the current or planned installations located on the water tower (example: SCADA radios and emergency services radios).

Telus has offered at 10% increase in the annual lease payment which will now be \$32,486 per year for the next 5 years.

All articles of the original agreement (1999) and amending agreement (2008) not identified in the attached renewal proposal remain in effect

Consultations

Financial Services
Corporate Services & Clerk
Environmental Services (Water Division)

Financial Implications

The Town will receive annual payments of \$32,486 and annual airtime credits totalling \$15,000. Total value to the Town over the 5-year term including hardware replacement is \$247,430. These amounts are reflected in the current budget.

Annual lease payment	\$ 32,486
Monthly airtime credit	<u>\$ 15,000</u>
Total annual payments and credits (value to Town)	<u>\$ 47,486</u>
Payments and credits over 5 year term 2014-19 (value to Town)	\$ 237,430
25 replacement phones at each term renewal (or equivalent)	<u>\$ 10,000</u>
Total value of agreement over 5 year term	<u>\$ 247,430</u>

Link to Strategic Priorities

Applicable	2019-22 Strategic Priorities
<input type="checkbox"/>	Make the Town of Tecumseh an even better place to live, work and invest through a shared vision for our residents and newcomers.
<input type="checkbox"/>	Ensure that Tecumseh's current and future growth is built upon the principles of sustainability and strategic decision-making.
<input type="checkbox"/>	Integrate the principles of health and wellness into all of Tecumseh's plans and priorities.
<input checked="" type="checkbox"/>	Steward the Town's "continuous improvement" approach to municipal service delivery to residents and businesses.
<input checked="" type="checkbox"/>	Demonstrate the Town's leadership role in the community by promoting good governance and community engagement, by bringing together organizations serving the Town and the region to pursue common goals.

Communications

Not applicable ☒

Website ☐

Social Media ☐

News Release ☐

Local Newspaper ☐

This report has been reviewed by Senior Administration as indicated below and recommended for submission by the Chief Administrative Officer.

Prepared by:

Shaun Fuerth, BCS
Director Information & Communication Services

Recommended by:

Margaret Misek-Evans, MCIP, RPP
Chief Administrative Officer

Attachment Number	Attachment Name
1	Telus Agreement