



Haverhill

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To Whom It May Concern:

The Town of Lancaster was very pleased with the selection of AP Wireless as its vendor for cellular tower lease assignments. The transaction was made administratively simple and funds were received expeditiously.

The Town of Lancaster used the proceeds from the lease assignment to start funding its retiree health insurance obligations, also known as its "Other Post Employment Benefits Trust." The funds are invested with an anticipated rate of return between 7-9%. The overall transaction was a "win-win" since the Town did not have the expertise to manage the site(s) in this ever changing industry but was able to use the proceeds in a manner that turned the 1-time revenue, into a recurring revenue source due to continuous investment income.

I was very impressed with the responsiveness and communication from the AP Wireless Team. I would highly recommend working with them in the future.

Orlando Pacheco
Purchasing Agent/Energy Manager
City of Haverhill
(Former Town Administrator-Lancaster, MA)