



Crown Castle  
701 13th Street NW  
Suite 810  
Washington, DC 20005

February 14, 2024

Hampton City Council  
22 Lincoln Street  
8th Floor, City Hall  
Hampton, VA 23669

Dear Members of the Hampton City Council,

On behalf of Crown Castle Fiber LLC (“Crown Castle”), please accept this letter as testimony in support of our bid for a nonexclusive small cell franchise.

Crown Castle owns and operates the nation’s most comprehensive portfolio of communications infrastructure, including towers, fiber, and small cells. We have been building these networks for over 25 years, and we provide cell coverage for over 95 percent of the Commonwealth’s population. So whenever you make a cell phone call, use an app on your phone, or stream music and video, you may in fact be using Crown Castle’s infrastructure.

The proposed franchise agreement would allow Crown Castle to install and maintain small cells for the purpose of wireless telecommunications services throughout the City of Hampton. Small cells are low-powered antennas often placed on structures in the right of way like streetlights and utility poles. Better connectivity is critical for finding information about jobs, completing schoolwork and accessing healthcare and public resources. Next generation connectivity will also serve as an important economic boost. It’s anticipated that the build out of 5G will [generate](#) over \$1.6 billion in GDP and 4,600 new jobs in Hampton’s congressional district over the next ten years.

We hope you will approve our bid and enable Crown Castle to improve connectivity throughout Hampton, unlocking the benefits of more robust mobile broadband for residents and businesses alike.

Thank you for your consideration.

Sincerely,  
Ashley Greenspan

A handwritten signature in black ink that reads 'Ashley Greenspan'.

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