

TWILIGHT PARK  
HAINES FALLS, NEW YORK 12436

DR. ALLAN M. LANS  
PRESIDENT, BOARD OF DIRECTORS

November 10, 2010

Dear Fellow Cottagers,

I am writing to update you on the status of the Board's ongoing evaluation of the AT&T cell tower proposal. First, I want to thank all of you who have offered your comments on the AT&T proposal to me directly or via the blog on our website. I am pleased that email communications and our website allow us to keep in contact outside the summer season, and have allowed Cottagers to weigh in on this important topic. Your comments and diverse perspectives have been helpful to the Board and to me in framing all of the issues we need to collectively work through. I'll discuss some of these below in this letter.

I suggest the following schedule for our further consideration of the AT&T proposal if the Cottager community is interested in doing so: we could plan to convene a meeting of available Cottagers and some outside parties, including an AT&T representative, the attorney that currently is advising the Board, and perhaps one or two others who can help us collectively better understand the health and aesthetic concerns we might have with respect to a cell tower placement in the Park. That meeting could take place shortly after the opening of the Park for the 2011 summer season.

Our goal in the interim should be to work together to find a consensus view among our Cottagers, if at all possible. In my view, a close vote outcome on an issue like this could be as divisive as a lopsided vote outcome that leaves some of our Cottagers feeling marginalized. Issues that have the potential to evoke strong feelings among our Cottagers demand careful Board consideration and analysis, and the Board cannot avoid dealing with a difficult issue simply because Cottagers feel strongly on one side or another about the issue. At the end of the day, we are a community of neighbors, and it is important that we be patient and open with each other as we work through the relevant issues associated with this proposal.

Next, I want to report on the progress of our discussions and analysis on this topic. As before, we have made no commitments, signed no contracts and have not concluded anything with respect to the AT&T proposal other than that we need to give the proposal due consideration and analysis. We have identified and engaged an attorney who specializes in cell tower leases to assist the Board in fully understanding how such arrangements are customarily reached, and what points of negotiation require particular attention. At this point, because there has not been any decision about whether to go forward with AT&T, the scope of our attorney's engagement is limited to simply helping the Board evaluate the AT&T proposal.

Since the date of my prior letter to you, I have again asked AT&T to float a helium balloon 60 feet above the site AT&T has asked us to consider for a cell tower, and I expect that will be in place shortly. I have also requested that AT&T make one of its representatives available to the Cottagers to answer their questions in detail at a time and location when we can bring all or most of our Cottagers together, and AT&T has agreed to do that.

During the past several weekends, I have also made several trips to the Park (quite beautiful during the just-ended foliage season) and met with Nathan to evaluate other possible locations in the Park for a cell tower. Finally, I have visited the cell towers at Hunter Mountain to look at the structures and to evaluate the noise level of the generators at the base of those towers. Although the Hunter Mountain cell towers are quite a bit taller than the tower being proposed for the Park, I was unable to discern any generator noise more than five feet away from the generator.

Let me turn now to some of the themes that have emerged in the correspondence directed to me and that appear to animate some of the blog discussions. In my prior letter, I identified and addressed the health and aesthetic concerns that the Board is continuing to evaluate. Here are some other questions raised by Cottagers:

*“What would the Twilight Park Founding Fathers Have Done?”* Several Cottagers have cited historical writings from the early days of the Park to support the argument that the concept of a cell tower runs counter to the philosophy embraced by early Cottagers. I question how much weight we can give to what I call the “Founding Fathers” argument. It seems unreasonable to try to project onto Cottagers from 122 years ago a reaction to a specific kind of technology. What we do know is that the Park has evolved substantially from its earliest days when hotels and their activities dominated summer life in the Park.

We also know that over time, early Cottagers made peace with technological innovations, such as automobiles, electricity and landline telephones, and incorporated those innovations into their evolving concept of Twilight Park. Later on, Cottagers rejected the sale of alcohol in the Park, and became open to Cottage winterization as a way of transforming the Park from simply a summer community to a potential year-round retreat. Even more recently, Cottagers weary of spotty and unreliable TV reception have incorporated cable or satellite TV -- and even cable Internet service -- into their Cottage life.

My takeaway from all of this is that the history of Twilight Park reflects a willingness of Cottagers to incorporate into Park life technological advances that make it easier for Cottagers and their families to use their Cottages in fuller ways than was possible before such technology.

*“Just Say No.”* Another recurring theme I have read is that if we simply say “no” to AT&T’s proposal, AT&T will place the tower in a location far away or will give up on the idea of placing a cell tower in our area altogether. Although I haven’t asked AT&T

this specific question, I am under the strong impression that AT&T already has decided it wants to place a cell tower in the Haines Falls area, and that decision was what prompted AT&T to contact us in the first place this past summer. So I don't believe that AT&T will just give up on its plan if we reject its proposal.

Moreover, given that there already are two cell towers on Hunter Mountain, I don't think that a third cell tower on Hunter Mountain is what AT&T has in mind. In fact, I anticipate that if we reject AT&T's proposal outright, it is more likely that AT&T's next step will be to approach our neighbors in Haines Falls with similar proposals. It would be unfortunate if we shut down discussions with AT&T only to later find that AT&T was able to negotiate a lease to erect a cell tower somewhere along Route 23-A in Haines Falls that is even more visible to Cottagers than where the current AT&T proposal would be located.

Another variable we cannot control if AT&T constructs a cell tower outside the Park would be the height of the cell tower. The water tank location identified by AT&T is considered optimal by AT&T because it provides the broadest range of coverage with a 60-foot tower. Other cell towers we have visited range from 120-180 feet tall. The additional height apparently becomes necessary if the cell tower is located in a sub-optimal location. So we need to be mindful that if we flatly reject AT&T's proposal, we may also lose control over the location and height of any cell tower AT&T might subsequently construct in the Haines Falls area.

This doesn't mean, of course, that we therefore need to accept AT&T's proposal. It does mean, however, that our best hope of controlling the location and size of any cell tower affecting our views is to work with AT&T in developing a site that works for AT&T and that is least offensive to our Cottagers. Conversely, if we simply walk away from AT&T, we need to be ready for the possibility that AT&T will construct a nearby cell tower at a height and in a location that we would find equally – or more -- unappealing.

*“We Don't Need Cell Service in the Park.”* Many of the comments addressing cell phones specifically (apart from the issue of cell tower placement) question whether it is even necessary or appropriate to encourage cell phone use in the Park – even if cell service within the Park becomes more widely available. While I think it would be fine to develop a policy encouraging Cottagers and their guests to minimize cell phone usage while in group settings at the Pool or at Clubhouse events such as drop-in dinners, I think it would be short-sighted for any of us to believe that the use or prevalence of cell phones is a fad or that it cannot enhance our time or experience while at Twilight.

Cell phones are versatile communications devices that offer more options for doing business or conducting social interactions than voice-only landline phones. For example, Blackberrys and similar PDAs (personal digital assistants) allow workers to remain in contact with their office and customers from outside the office. If the availability of reliable cell service means that Cottagers can spend more time in their Twilight homes and away from the office, isn't that a positive contribution to our

Twilight community life? Also keep in mind that the primary use of cell phones by the under-30 demographic is text-messaging – rather than traditional voice-calling. So, whatever one's opinion of the phenomenon, it's a fact of contemporary life that even when on vacation with their family at Twilight, adolescents and young adults want to stay in touch with their peers by text-messaging on their cell phones.

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I hope this letter finds you all well, and is helpful to you in understanding the process and substance of our evaluation of the AT&T proposal, and what should happen next. I continue to encourage all interested Cottagers to share their views and concerns. On behalf of the Board, we remain committed to continuing our deliberative process in a way that is both transparent and constructive.

As always, you can contact me at [drallan.lans@verizon.net](mailto:drallan.lans@verizon.net).

With my best personal regards,



Dr. Allan M. Lans