



January 6, 2026

Bryan T. Healy  
Village Manager  
Village of Croton-on-Hudson  
1 Van Wyck Street  
Croton-on-Hudson, N.Y. 10520

***RE: Village of Croton-on-Hudson: Engagement for Cable Franchise Negotiations with Verizon***

Dear Bryan:

Thank you and the Croton-on-Hudson Board of Trustees for considering our law firm to assist the Village in cable franchise negotiations with Verizon. This engagement is made pursuant to the Proposal to Perform Cable Franchise Negotiations (“Proposal”) dated January 6, 2026. In addition to the project benefits, scope of services, and professional background of our firm, the Proposal includes a cost of services on a flat fee basis. In accordance with our normal practice, I would like to outline our fee arrangement for this project.

Our firm’s standard flat fee to negotiate a cable franchise agreement with Verizon on behalf of the Village is \$11,900. Given our firm’s relationship with the Village, however, we are pleased to offer a 10% discount on the flat fee such that the fee for the Village is \$10,710. We bill in three installments, with one-third of the fee due at the beginning of the project, one-third in the middle of the project, and the final one-third upon provision of the final franchise agreement and accompanying documents to the Village. If the terms of this engagement are acceptable, please have the appropriate person sign this letter and email a copy back to me. Thank you for your consideration.

Sincerely yours,

Accepted on Behalf of the Village of Croton-on-Hudson:

Signature: \_\_\_\_\_

Michael D. Roberts

Print: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_