

## City of Janesville Enters into LOI with Viridian Partners

At the November 10th City Council Meeting, the City Council voted to enter into a Letter of Intent with Viridian Partners to further explore the potential development of a data center on the property.

### What is a Letter of Intent (LOI)?

An LOI is used to confirm serious interest between parties before moving into any binding agreements or detailed due diligence. As a precursor to any contractual obligations, the LOI allows both parties to of information, align project goals, and establish a framework for negotiation.

It is not a contract, but rather an opportunity for the sharing of information and conversations that could lead to framing a contract.

Feature	LOI	Contract
Purpose	Expresses intent	Creates legal obligations
Binding?	No	Yes
Level of Detail	High-level terms	Full, finalized terms
Legal Effect	Framework for negotiation	Enforceable agreement
Typical Next Step	Draft and sign a definitive agreement	Performance of contract terms