

*Firmly Anchored in Midair: The Handbook of Wireless Site Acquisition and Permitting*, a culmination of John Rowe's thirty-five years of expertise in the telecommunications industry, is the authoritative go-to manual for training site acquisition, zoning agents, and local government relations specialists to secure real estate entitlements for wireless facilities development.

In forty years since the birth of cell phones, a transformation of virtually every aspect of our civilization has taken place, from the physical assimilation of cell sites into the landscape to a convergence of multiple technologies and services into our phones. Technology has revolutionized the cell phone into a smartphone. Phones can now be used to send and receive electronic mail, take and transmit color photographs and live video, show movies and live sports, manage time, browse the internet, and operate as remote controls, flashlights, compasses, alarm clocks, stopwatches, automated banking, calendars and, on occasion, as telephones. Millions of applications have been developed to take advantage of the computing and communications power of smartphones throughout the world.

This book is a replication of Section III of *Firmly Anchored in Midair* (second printing, 2018). As such, the comments below describe changes in this book from the original, entire Handbook:

- ▶ The book reviews, dedication, foreword, preface, original introduction, abbreviations, appendices, notes (unrelated to this excerpt), and index have been removed in this excerpt but can be found at [www.telecombirddogs.com](http://www.telecombirddogs.com) or at [book.telecombirddogs.com](http://book.telecombirddogs.com).
- ▶ The original Part One opening has become this excerpt book's new Introduction.
- ▶ Content in other Sections and Chapters cross-referenced in this excerpt for related reading is not available in this book but can be found in the original book, the relevant excerpt book, or the Telecom Birddogs LLC Firmly Anchored in Midair online training at [www.TelecomBirddogs.com](http://www.TelecomBirddogs.com).
- ▶ The page numbers of the content in this book replicate those in the original, entire book.
- ▶ **Section VII: Essential Function #13** has been added to this book

Currently, our culture is the midst of an unprecedented explosion in the demand for wireless system capacity. 5G (fifth generation) wireless is dramatically increasing the number of commercial mobile base stations in the US and around the world, as well as decreasing the size of many antenna installations and their associated equipment near the antennas, resulting from massive utilization of fiber optic transport systems to remotely connect with network facilities. As a result, rules and regulations for siting wireless facilities have experienced transition. *Firmly Anchored in Midair* provides a comprehensive view of the present and future for wireless industry facility expansion and has proven to be an indispensable resource for many industry professionals involved in all aspects of deployment, seasoned veterans and novices alike.

**FirmlyAnchoredinMidair.com**  
**TelecomBirddogs.com**



FIRMLY ANCHORED IN MIDAIR Project Estimator Training: Site Selection Analytics

Rowe

# FIRMLY ANCHORED in Midair



THE HANDBOOK OF  
WIRELESS SITE ACQUISITION  
AND PERMITTING

**Wireless Site Selection**

Project Estimator Training

**SITE SELECTION  
ANALYTICS**

LEVEL

**3**

John M. Rowe