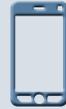


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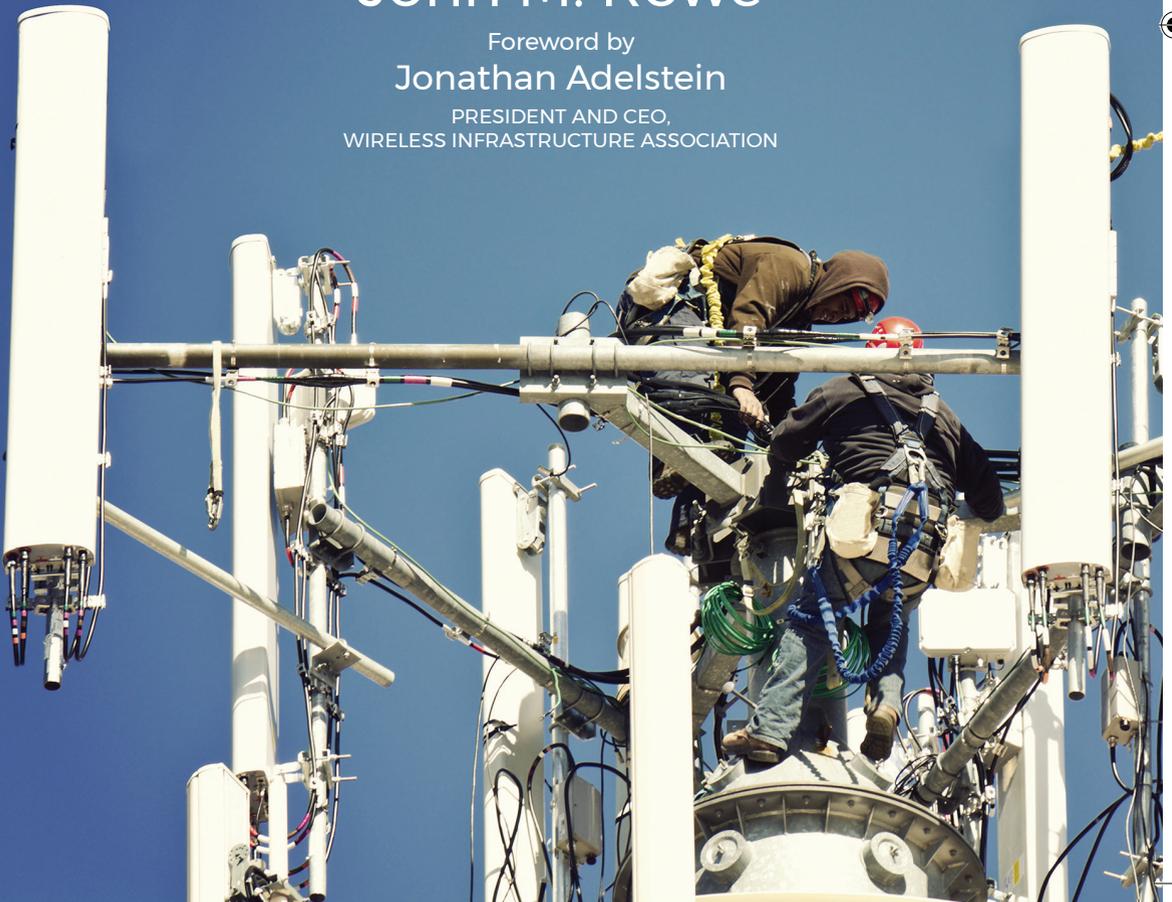
THE HANDBOOK OF WIRELESS SITE ACQUISITION AND PERMITTING

John M. Rowe

Foreword by

Jonathan Adelstein

PRESIDENT AND CEO,
WIRELESS INFRASTRUCTURE ASSOCIATION



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Edited by Kelly Anne Lenkevich



Centennial, Colorado

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Part One

Introduction to Wireless Site Acquisition and Permitting

Part One is the first half of the story about how to select wireless infrastructure facility locations. Part Two will take the selected site and prepare it for implementation. Capital budgeting precedes Part One activities. Construction takes over after Part Two.

The Section I dialogue starts with an explanation of the importance of infrastructure in the commercial mobile services or wireless industry and gravitates to a discussion of the environment in which the site acquisition role exists. Twelve qualifications and fifteen essential functions are provided for the role of site acquisition. Detailed milestones are presented that cast light on the typical tasks and outcomes derived from site acquisition projects. Some background concerning how wireless systems are designed and the types of components that make up wireless infrastructure help portray the texture of wireless facilities. Finally, the search area design translates to an assignment for site acquisition activities to commence.

Section II focuses on what the site acquisition consultant does with an assignment once it is received. Initially, the information contained with a search area assignment is reviewed and analyzed. Existing structures are considered. The search area is mapped to isolate existing structures and favorable zoning and to determine property ownership. Environmental factors are considered. The zone-ability, constructability, and lease-ability of potential locations are evaluated. Conversations and negotiations with property owners of qualified locations complete the site search due diligence process. Next, the most desirable options will be documented.

Section III completes the first half of the story. The search area report is a compilation of feasibility data that allows pertinent members of the project team to decide which location to develop. Upon site selection, an in-depth report of due diligence information collected for the chosen property is compiled by the site acquisition consultant for distribution to the project team. At this point the first half of the story and the introduction to wireless site acquisition is complete.

Part Two

Wireless Site Development

The opening section of Part Two addresses the process of initiating project development activities leading toward the procurement of the real estate entitlements needed to prepare a location for construction or implementation of wireless facility infrastructure. Interim work is necessary to secure initial rights to survey the property, conduct due diligence regarding the property's title or ownership status, develop drawings, and account for environmental considerations. To facilitate the project team's due diligence efforts, the site acquisition consultant coordinates a group visitation to the selected development location with the property owner.

Section V is exclusively devoted to space agreements that need to be negotiated to secure real estate entitlement space and occupancy rights from the property or existing structure owner. I will talk about preliminary property rights, considerations for leasing property, collocation agreements, and standard wireless industry leasing provisions. Often, additional agreements, waivers, and other documents

are drafted and signed by parties related in some way to the property owner's interest in the property. These additional documents help to secure the wireless site developer's desired interest in the property and quality real estate entitlements. I will briefly discuss the choice to purchase property instead of leasing it. Finally, some attention to closing and documenting the leasing process finishes this section.

Section VI explores the procurement of local permit rights necessary for construction and facility operation. These rights are land-use or zoning permission and building permits. I will discuss making applications, planning staff and building department review of applications, and governing bodies involved in granting final permit approvals. Part of the permitting process involves public hearings. Our discussion includes topics typically the subject of local inquiry about wireless facilities along with providing support resources and strategies for responding to inquiries.

Section VII, "Real Estate Entitlement Completion," is a wrap up elaborating three perspectives: a project management point of view, the importance of close-out documentation, and the types of inquiries that may follow completion of the site acquisition and permitting phase of a wireless infrastructure project.