We Are Solutions
CROWN CASTLE

State of New York Telecommunications Site Manager Agreement

Available for Collocation:
Towers, Rooftops, Water Tanks, ROWs

State of New York Telecommunications Site Manager Agreement

- Commenced August 25, 1997
- Crown Castle provides marketing, engineering, development, management and licensing services to the State for State-owned structures, rooftops and other properties

Success to Date

Since 1997, Crown Castle has collocated over 1,250 antennas by all wireless providers and developed 72 wireless infrastructure sites, including 27 new State-owned towers

Benefits to the State of New York

- *Tens of millions of dollars revenue*
- *Additional state infrastructure resources for public safety and public communications purposes*
- *Win-win-win solution*

Rooftops and Broadband Acceleration

Rooftop Solutions

Rooftop Solutions

- *Historically Important Component in Solving Wireless Operator Needs*
- *The Evolution of Wireless Network Design is Trending Toward More Sites at Lower Heights*
- *Rooftops Provide Ideal Urban/Suburban Locations*

Why a Rooftop Partnership Makes Sense

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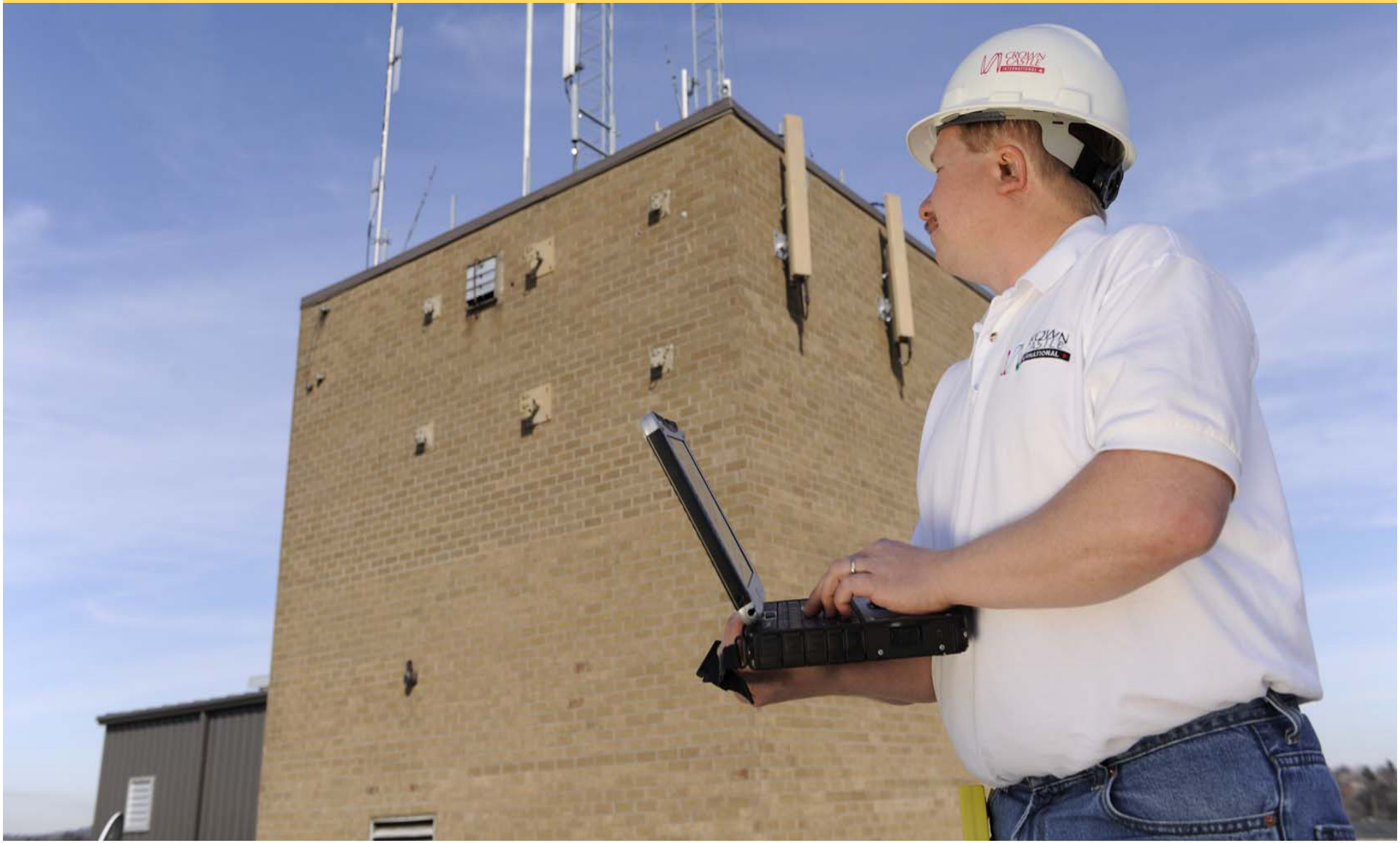
Rooftops have not traditionally been a carrier's first choice

- *Difficult to Get Started*
- *Difficult to Contract*
- *Access Issues*
- *Added Regulatory Hurdles*
  - *Section 106 Review:*
    - *Equipment Replacement*
    - *Stealth Installations*
- *Siting Issues Can Be Problematic*

Why a Rooftop Partnership Makes Sense

- *Incremental revenue source, no cost*
- *Minimal time commitment, Crown Castle will:*
  - *Market the site*
  - *Negotiate the contract with the carriers*
  - *Manage the carrier's installation*
  - *Maintain the integrity and compliance of the rooftop site*
- *Equipment rarely takes up any building occupancy*
- *Carriers actively seeking rooftop space for coverage/capacity*
- *New Market Entrants*

Site Integrity Management



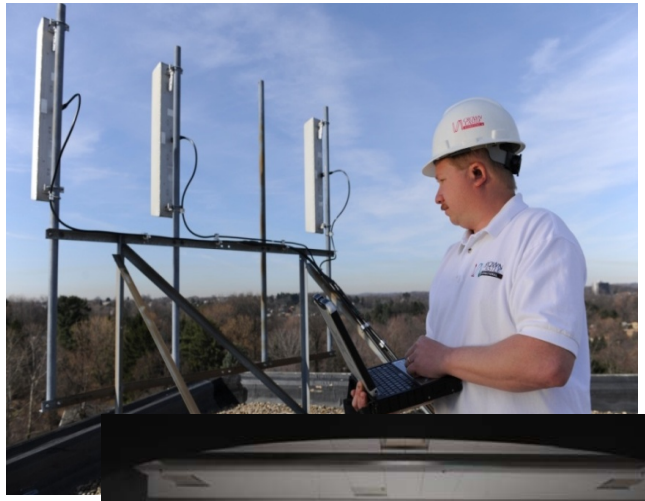
Site Integrity Management

Equipment Installation Management

- Our Construction & Project Managers coordinate with carriers throughout installation
- Construction oversight before, during and after installation

Rooftop Site Maintenance

- Customer Equipment Database – confirmed inspections/photos
- Site Inspection Tool – managing site maintenance & conditions

Network Operations Center (NOC)

- Staffed 7x24
- Ready access to our employees at all times
- Technician & service personnel dispatch
- Incident management and analysis