



# Global Tower Partners

## Rail Right of Way Tower Collocation/Development

- Global Tower Partners (Global Tower) is the preferred developer of wireless communications towers and the telecommunications marketing representative for Norfolk Southern Railway (NS), Canadian National (CN), OmniTRAX, Patriot Rail Corp., Regional Rail, and Morristown & Erie Railway. The managed portfolio has grown to include approximately 28,000 miles of railroad rights of way (ROW) in over 40 states.
- GTP continues to grow its portfolio of railroad property through agreements with Class 1, regional and short-line operators. Since the inception of GTP's Railroad Development Division last year, the tower company continues to construct and lease a significant pipeline of towers on railroad property.
- Global Tower purchased the assets from CitySwitch, LLC in 2010 including the following:
  - All existing collocation Towers on NS ROW previously developed by CitySwitch
  - Management of existing NS wireless collocations on NS ROW
  - ROWs are located in major markets such as Baltimore, Chicago, New Orleans, Kansas City, Cincinnati, Pittsburg, Ann Arbor, Norfolk, Louisville and Atlanta
  - Fiber has already been brought to the NS ROW



# Build-Out Accelerates the Economy

## Accelerating Build Out Rail Right of Way

- Build Towers in high barrier RF search rings where coverage is needed
- ROW: a unique option for site development – Single landowner, efficient development process
- Obtain economies of scale and timing via large scale tower development in industrial context
- ROW is less intrusive and may be only option
- Fiber in place in NS ROW - available to users

## ROW Tower Builds Are Economic Drivers

- Every 1,000 new towers equals at least \$300m in construction value for the US Economy=jobs
- ROW towers are accretive to that \$300m because they often enable towers that would not otherwise be built
- ROW tower builds contribute to economic activity to the benefit of regional businesses
- Accelerates high speed rural broadband expansion
- ROW tower builds contribute to growth and development of rail industry given discretionary use for railroad communication purposes (PTC, MW, VHF, BCP/MCP, Fiber)

## Global Tower: Innovation & Growth

- Rail ROW Platform Will Drive New Tower Builds
- Improvement in railroad communications penetration
- Coordination between railroad C&S initiatives and wireless carrier LTE deployments



# Opportunities to Reduce Barriers

## Opportunity to Reduce Barriers

- Building Towers on ROW can resolve impacted 106 reviews by bringing constituents to a solve
- Success story: FCC assist on Bristow site where a stealth tower on a ROW site near Civil War battle field was a good solve for all constituents
- FCC can help create awareness of Rail ROW as practical option for large scale tower builds