



A Tower Acquisition Case Study

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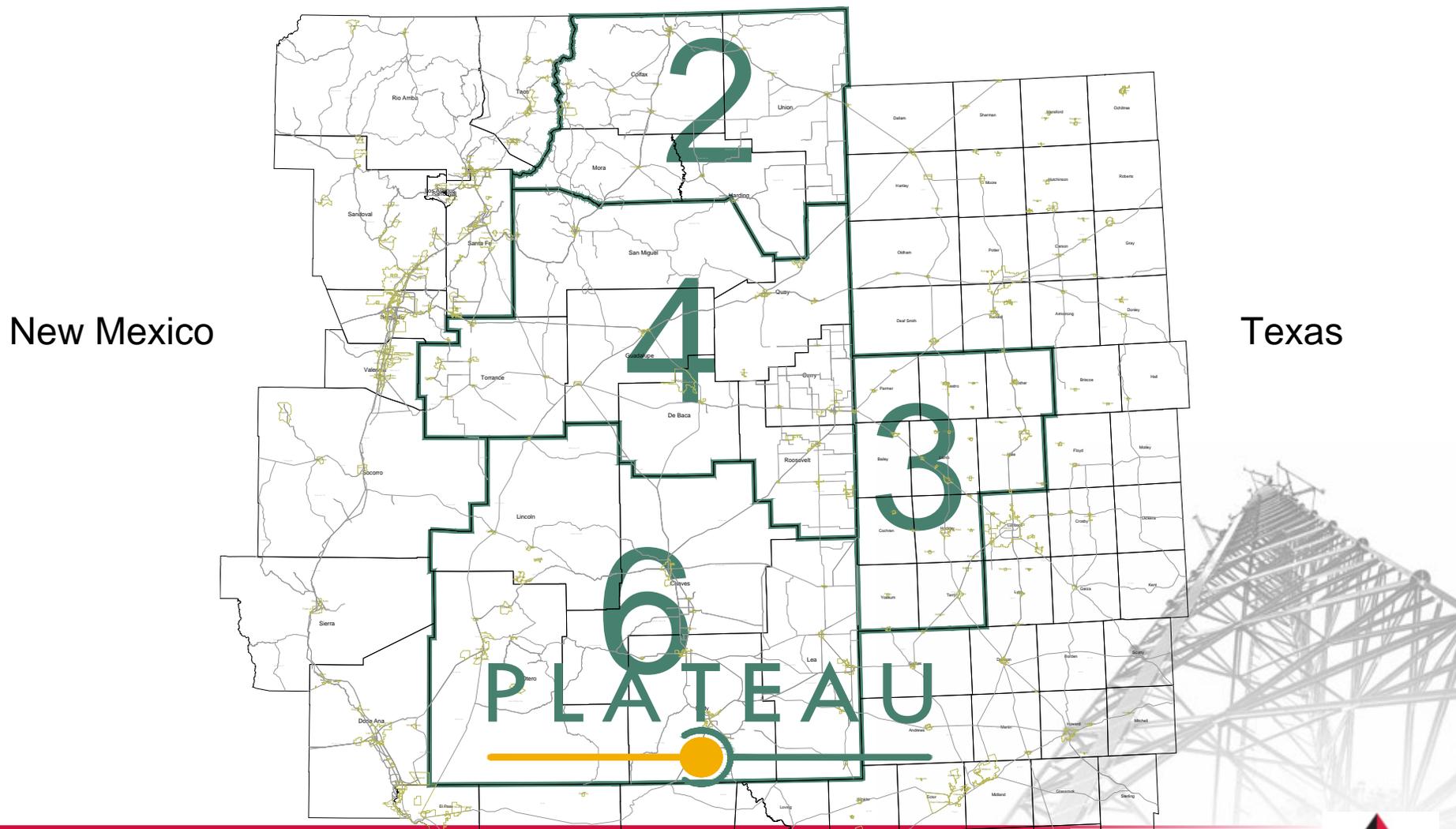
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AMERICAN TOWER®

HERMAN & WHITEAKER, LLC

Portfolio Location



Win-Win-Win Transaction

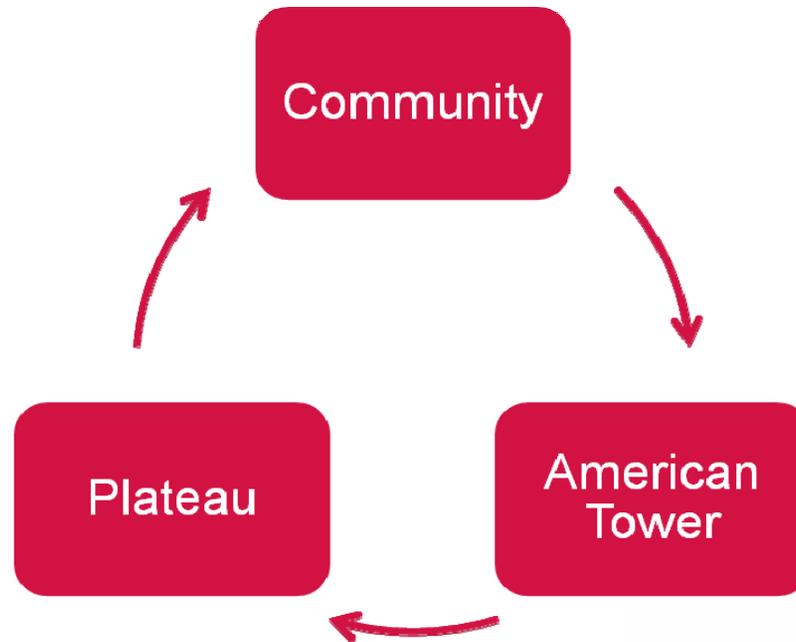
Single Tenant



Multiple Tenants



Win-Win-Win Transaction



- **Plateau** sells latent assets; can reinvest proceeds
- **American Tower** maximizes collocation
- **Community** gains the Broadband advantage



Build, Acquire, Maintain NEPA Compliant Sites

- Compliance is part of the American Tower make-ready model
 - Our customers require compliance verification prior to each installation
- Step-wise approach to verifying compliance file is complete
 - Confirm tower facility specifications and location details
 - Identify date of original tower construction and subsequent “substantial” modifications
 - Review existing FCC NEPA compliance report
 - Request additional NEPA documentation from Seller, Seller’s environmental consultant, or installed customer as needed
 - Engage the FCC to discuss methods of curing significant data gaps
 - Carry out FCC-approved curative plan, which may involve working with other local, state, and federal NEPA and Section 106 stakeholders



Acquisitions: NEPA Compliance Review Criteria

Wilderness Areas/Wildlife Preserves	<ul style="list-style-type: none">•USGS data•National Park Service data•USFWS data•US Forestry Service data
Protected species	<ul style="list-style-type: none">•USFWS T&E species data and Siting Guidelines•State DNR T&E species data•Informal Biological Assessment completed by a qualified professional
Historic and cultural Resources	<ul style="list-style-type: none">•Records research, field investigation, reporting and consultation to the standard defined in the 2004 Historic Review NPA
Protected wetlands	<ul style="list-style-type: none">•National Wetlands Inventory and State Freshwater Wetlands maps•Soil survey maps•Field assess for wetlands indicators
Flood hazard areas	<ul style="list-style-type: none">•FEMA FIRM identifying subject site•Correspondence with local Flood Hazard Mgmt. Authority
RF emissions and high intensity white lights	<ul style="list-style-type: none">•Carrier emissions data•High intensity white lights generally not used



NEPA Compliance Curative Action

- Worked cooperatively with the FCC, New Mexico SHPO, and Texas SHPO
- The FCC was our compass throughout the process
- A consistent, repeatable curative approach is needed for all Twilight Towers

