

Inside Towers

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Peppering the Wireless Industry with Capital



Peppertree Capital

Peppertree Capital Management is a major player in the wireless industry world, especially with their most recent investment of \$80 million in equity and debt financing in Blue Sky Towers. Peppertree Capital has founded or invested in 20 companies, thus far and they don't plan on slowing down. Cleveland Business reported that, "The need for more wireless infrastructure is clear, said Ryan D. Lepene, managing director of Peppertree Capital. 'Every one of the sites that you build is capacity-constrained,' he said, citing how the number of people using wireless devices has surged. 'As more users demand more from their phones, that means they're pinging the tower more,' Lepene said. 'The carriers can't solve their network issues fast enough.'"



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FirstNet Tells IWCE They Will Deliver

There's been a lot of discussion about FirstNet and a lot of people believe this is just a dream that will never quite make it to reality. But at IWCE 2014 in Las Vegas last week, FirstNet's General Manager Bill D'Agostino told the crowd, "We will deliver this network for public safety." According to Urgent Communications, "D'Agostino, who is approaching the one-year anniversary of his hiring with FirstNet, said that the organization has made significant strides during this period, but there is a lot of work to be done. Developing solid plans—such as the comprehensive roadmap approved by the FirstNet board earlier this month—to meet the myriad challenges faced by the organization is critical, he said. Of course, most members of the wireless industry think a public network would be a great thing, but that it's highly unlikely to happen due to lack of government resources, which is why FirstNet is considering partnering with major tower companies like American Tower. "These partnerships will bring much-needed assets to the table that will help FirstNet deploy the network and bolster ongoing operations," he said. "We simply must harness the collective value of those assets and expertise, so that our costs remain low and our pricing brings unmatched value to our customer base." (Source: Urgent Communications)

FCC Proposes \$29K Fine for Employer That Jammed Employee Cell Phones

R&N Manufacturing, Ltd. has been fined \$29,250 by the FCC for using technology that interferes with cell phone towers and jams the connection between the cell phone and the tower. According to the FCC's Notice of Apparent Liability for Forfeiture, "This illegal operation caused actual interference to cellular and Personal Communications Service (PCS) communications in the surrounding



area, creating potential public safety risks. We conclude that RNM is apparently liable for forfeiture in the amount of twenty-nine thousand two hundred and fifty dollars (\$29,250).” This type of cell tower jamming technology is not legal in the United States because, “Jammers are not only designed to impede authorized communications and thereby interfere with the rights of legitimate spectrum users and the general public, they also are inherently unsafe. For example, jammers can disrupt critical public safety communications, placing first responders like law enforcement and firefighting personnel—as well as the public they are charged with protecting—at great risk,” the FCC explained.

Massachusetts’s Tower Collapses Causing Major Outages

Thankfully, no one was on top of this tower when intense winds and heavy rain knocked down a radio tower in North Adams, MA. The tower was located on top of Florida Mountain and caused major interruption of cell and internet services in the area. According to Boston.com the North Adams Police Department could still receive 911 calls from phones, regardless of whether they were in service. A portable tower and transmitter are being installed to provide communications for the city of approximately 13,500 residents. North Adams Mayor Richard Alcombright said Sunday night that emergency service for police, fire and EMTs is up and running and crews are working to restore service by sometime Monday.

Cell Tower Lease Expert Launches Airwave Advisors to Help Landlords



Cell tower lease expert, Nick Foster, announced the launch of Airwave Advisors, a company that will focus on helping cell tower landlords to maximize opportunities with their cell tower leases. Mr. Foster previously worked with nationwide commercial real estate firm Cassidy Turley and led the company’s Cell Site Services Group. Mr. Foster will serve as President and founder of Airwave Advisors based out of San Diego, California. “As competition between cell phone companies intensifies, landlords will be contacted with new cell tower offers on an increasingly frequent basis,” Mr. Foster said. “Likewise, property owners with existing towers may be approached by the cell phone company to make minor changes, when in fact they are implementing upgrades that should entitle the landlord to more rent.” Airwave Advisors will help landlords to make sure they are not getting taken advantage of by their cell tower tenants.

FCC Chairman Wheeler Makes Statement on Channel Sharing Pilot Project

Recently, we’ve discussed the FCC’s plan to put TV stations on the same band of spectrum in order to free up space for more mobile technology to take place. On March 28, 2014 Chairman Wheeler made this statement regarding channel sharing, “Los Angeles stations KLCS and KJLA have provided real world evidence that channel sharing presents a significant opportunity for broadcasters to continue their existing business on shared spectrum and take home a check for spectrum they voluntarily relinquish in the incentive auction. By demonstrating the feasibility of combining multiple HD streams onto a single channel or combining one or two HD streams with several SD programs, the pilot project has made a compelling case for channel sharing. In business, it is very rare to be able to have your cake and eat it too. It is my hope that broadcasters closely study the channel sharing pilot project report as they consider the once-in-a-lifetime opportunity offered by the upcoming incentive auction.”

X Band High Gain Power Amplifiers with High Linearity Performance from Pasternack

Pasternack Enterprises, Inc. is an industry leading manufacturer and supplier of RF, microwave and millimeter wave products who introduced a new family of coaxial X band high gain power amplifiers.



These RF amplifiers are typically used as driver amplifiers or high power output amplifiers in a wide variety of commercial, industrial and military applications including telecom infrastructure, test instrumentation, fixed microwave backhaul, radar systems, communication systems, satellite communications and commercial avionics, according to the company's press release. "The rapid growth of our active components offering signifies a new company strategy to further expand our reach in the RF industry", says Michael Rachlin, Active RF/microwave Products Manager at Pasternack. "Our new X-band power amplifiers represent the first installment toward the execution of this strategic direction."

Deals are being put together. Let's visit.



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Tower Ticker

Symbol	Last Sale	Change	% Change	Share Volume	Market
AMT	\$81.88	0.25	▼ 0.32%	1,472,619	NYSE
CCI	\$73.78	0.83	▼ 1.11%	1,913,779	NYSE
SBAC	\$90.96	1.29	▼ 1.40%	1,557,041	NASDAQ
TMUS	\$33.04	0.44	▲ 1.35%	3,704,957	NYSE
VZ	\$47.57	0.15	▲ 0.32%	19,983,283	DualListed
S	\$9.19	0.10	▼ 1.08%	10,222,587	NYSE
T	\$35.08	0.00	▲ 0.00%	30,095,028	NYSE

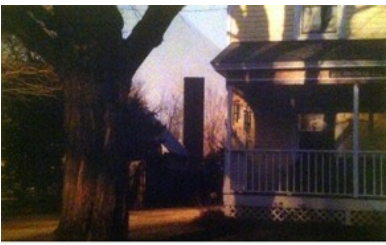
Information as of 4:00pm ET 03/31/2014

Crown Castle International Corp. Receives Positive Rating from Morgan Stanley

Crown Castle International Corp.'s stock had its "positive" rating restated by investment analysts at Morgan Stanley in a note issued to investors on Thursday, Analyst Ratings Net reports. The analysts wrote, "Crown Castle has lagged the market, and the sector, due to investor concerns regarding carrier consolidation, fewer catalysts after consecutive years of significant industry consolidation, slower growth, and treatment of prepaid rent. However, we continue to see robust leasing trends in the United States, with four national carriers competing on network quality, and believe that strong results will lead to another year of 'beat and raise' quarters. Meanwhile, the tower operators have effectively termed out their lease terms with Sprint and T-Mobile to ~6 to 8 years."

Zoning and Moaning

Verizon Cell Tower Approved in Massachusetts after Very Minor Redesign



After updating their original design to a 105 foot square 'faux smokestack' back in January of this year, officials in Dalton, MA officially issued Verizon the permit to begin construction of the tower. According to Verizon, the tower will fill a gap in coverage and provide their LTE service to an area that has lacking high speed wireless data access. Doing business as Pittsfield Cellular Telephone Co., the town initially approved

Verizon's special permit application to construct a circular design at the same location on July 18, 2013. The proximity of the round smokestack to a local Mill would've been more aesthetically pleasing, however, Verizon deemed the project too cost prohibitive. When Verizon gathered estimates for the round faux smokestack, the lowest estimate came in at around \$700,000. With their modified proposal, with the square smokestack comes in around \$310,000.

Phillipstown Board Discusses Income-Generating Tower in Used-to-be-Landfill

At a town board meeting last week in Phillipstown, New York, board members began the decision making process if the installation of a cell phone tower near the town's old landfill would be a good idea. The monopole tower would be at least 150-feet tall and could handle at least five carriers, plus equipment for the town. Vincent Xavier, site development manager for Homeland Towers, said that AT&T has identified a cellphone "dead zone" or "hole" near the town government-owned landfill. No longer used for trash deposits, the landfill now serves as the Phillipstown recycling center. "The need is definitely there" for a cell tower in that spot, Xavier informed the board. "Otherwise AT&T wouldn't be spending the money" to get one. "It would mean monthly income for the town, which we are desperate for, plus a free generator," Supervisor Richard Shea observed, although the amount of revenue from use of the site was not specified. He also noted that any visual impact and related effects would have to be evaluated.

Connecticut Church Approves Cell Tower, Despite Local Opposition



The Grace United Methodist Church council in Fairfield, Connecticut voted to enter into a lease with AT&T so that they can move ahead with plans to build a cell tower on church property. The tower is bringing a lot of opposition mainly because it is 250 feet from the local middle school. "This was a difficult decision and one which the council took with the greatest of care," said

Grace United Methodist pastor Kun Sam Cho said in a statement. "I pray that we all will continue to show concern for one another and respectfully accept the decision that was made. We have a wealthy abundance of giving, hard-working lay leaders and council members, and an engaged, caring congregation, we are struggling, however, to maintain our property and nursery school, and to adequately minister to those in need." Many residents are concerned about the potential health risks of the tower being so close to the school, especially when a state statute specifies that a cell tower cannot be within 250 feet of a school. That statute however, can be overridden by the Connecticut Siting Council. Residents are also concerned about their property values dropping as a result of the tower. "Property values will go down," local resident Krissy Dorn said. "This is a community; it's a neighborhood. It's not meant to be an industrial park." Residential neighborhoods aren't industrial parks, the demand for high speed wireless data in residential areas is MUCH higher. High speed wireless is more or less a 'utility' now in the sense that it's necessary for most people and their day to day activities. Think of cell towers as the modern day equivalent of the utility poles that carry power lines. We just have to accept them as a part of the modern landscape.

Tower Tribe

LBA Group COO Retiring, Wireless Vet and Long-Time Executive to Succeed Him



Yesterday, LBA Group, Inc, announced that the company's President and Chief Operating Officer, Jerry Brown will retire. Brown has been with the company for nine years and has played a key role in leading LBA through significant and successful growth. Wireless industry veteran and LBA Vice President of Sales, Mike Britner is being elevated to VP of Sales and COO, effective April 1, 2014. Company CEO Lawrence Behr will resume the role of President. "Mike brings a wealth of experience in the wireless industry and we welcome him into his new, expanded role," said Behr. Behr is confident that these latest moves will keep the company on a successful path of growth and profitability. In retirement, Brown will continue his relationship with LBA as an independent sales representative for some specialized products and services. (Source: LBA Group)

Tower Talk

UK Phone Network Shuts Down Tower Technology Leaving Users Without Signal

It's understandable to be without mobile service when an accident has occurred, or a major weather catastrophe brings down a tower like in the story above but this wasn't the case with Ovivo Mobile in the United Kingdom. "We are very sad to announce that for reasons beyond our control, Ovivo Mobile is closing down on the evening of Wednesday 19 March 2014," the company said in a statement. "We'd like to thank each and every one of you for your support and friendship over the last two years." However, the company didn't tell the customers ahead of time. They just shut off the equipment on the towers and left over 50,000 users without a signal...oops.