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Inside Towers

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Verizon, AT&T Poised For Expansion

While the telecom giants share much in common, company executives are leading the providers towards separate areas of expansion. Currently, each company holds one-third of wireless subscribers in the United States, and has made several recent acquisitions that will affect the future direction of each company.

Historically, Verizon and AT&T have made the majority of their profits with contracts designed to increase switching costs and reduce customer turnover. The stable cash flow provided by this type of contract enables each company to provide high payout ratios to investors - 82.2% from AT&T, 63.8% from Verizon – while their dividend yields are 4.5% and 4.2% respectively, twice the market average. Continue Reading

Analysts Slash Cord-Cutting, Predict Cable Broadband Expansion

Projections for cable broadband revenues are expected to increase over the next ten years, at least according to some analysts. In a recent report, S&P Global Market Intelligence's division, SNL Kagan, claims business and residential revenues are expected to increase by over $9 billion each during the next ten years. While many have focused on wireless connectivity and the Internet of Things, cable companies switching to broadband have created the impetus behind cable broadband.

In addition, more cable networks are being installed in rural areas, where wireless broadband has been king. Tony Lenoir, research analyst at SNL Kagan, told *Marketing Daily*, "There's still quite a few rural areas where broadband is not available, and they're laying new networks."

Lenoir claims cable broadband providers would have something to worry about if wireless providers could compete with wired connections, even though 5G is expected by most consumers to serve mobile-only internet.

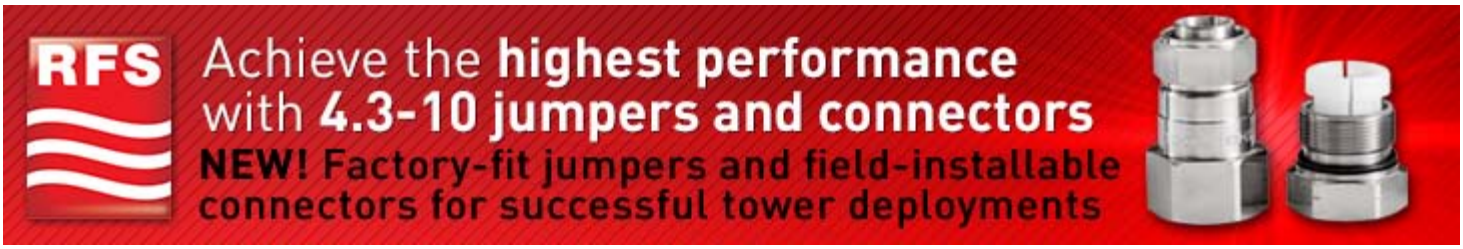
FCC Eases Historical Review Requirement For Small Cell And DAS Systems

The FCC recently announced it was easing requirements for wireless companies to review the historical significance of sites they intend to build small cell and DAS systems, reports *Bloomberg BNA*. The agency announced an agreement with the Advisory Council on Historic Preservation and National Conference of State Historic Preservation Officers on August 8.

The Wireless Telecommunications Bureau, a part of the FCC, signed the agreement, which enables companies to forego the process of determining whether small cell and DAS infrastructure run counter to the preservation of historic properties. In a released statement, the FCC said that small cell and DAS antennas generally have “very little impact on historic properties” and will enable wireless companies to meet growing data demand.

The CTIA applauded the decision and released a statement expressing that sentiment. Scott Bergmann, vice president for regulatory affairs at CTIA, emphasized the need for government to take further steps to streamline wireless companies’ infrastructure deployment.

“Today's action by the FCC recognizes the minimal impact of [small antenna] facilities, but there is more work to be done,” Bergmann said. “We must streamline infrastructure policies at all levels of government, so that wireless providers can rapidly deliver the next generation of products and services to consumers.”



Cowen Communications Infrastructure Summit

Companies Focus On Future of 5G

At an investment conference hosted last Tuesday in Boulder, CO by the Cowen Group, voices from across the industry discussed the present and future states of the wireless market. Over 45 speakers talked and major topics included fiber, data, towers, as well as the small cell and DAS sectors.

5G was also also a focus with company representatives weighing in on the future of the developing technology that should be available by decade’s end.

Tom Keathley, the AT&T SVP of Wireless Network Architecture and Design, talked about 5G from a carrier’s perspective and the profound impact he expects it to have on the industry. Specifically, Keathley said the dawn of 5G could initiate a revolution much like the industrial and internet revolutions. He also said AT&T was on the cutting edge of 5G development, as the company is currently testing its own 5G mmWave at its labs in Middletown, NJ.

John Kelly, Berkshire Hathaway Advisory Director, and former CEO of Crown Castle, said 5G will make fiber even more valuable because it will enable networks to be provided in unique and remote locations. Although Kelly said towers are still the most important wireless infrastructure, fiber will rival it in coming years due to its applicability with 5G technology.

August 12, 2016 at Close

SYMBOL	TIME & PRICE		CHG & % CHG		DAY'S LOW & HIGH		VOLUME	52-WK HIGH	52-WK LOW
AMT	04:00pm EDT	116.50	+0.61	+0.53%	115.69	116.94	819,666	118.26	83.07
AMX	04:00pm EDT	12.04	-0.26	-2.11%	12.02	12.36	5,712,635	18.93	11.02
CCI	04:00pm EDT	96.52	+0.25	+0.26%	96.18	96.99	1,059,286	102.82	75.71
CTL	04:01pm EDT	29.96	-0.46	-1.51%	29.89	30.52	3,148,113	32.94	21.94
DY	04:02pm EDT	85.90	+3.11	+3.76%	83.25	87.59	1,559,321	98.45	47.1
ERIC	04:00pm EDT	7.27	-0.06	-0.82%	7.26	7.33	1,138,793	10.58	6.96
FTR	04:00pm EDT	4.85	0.00	0.00%	4.82	4.87	12,296,140	5.85	3.81
LVLT	04:02pm EDT	49.73	-0.41	-0.82%	49.56	50.06	1,743,776	57.59	40.86
S	04:02pm EDT	6.09	-0.01	-0.16%	6.05	6.14	10,554,559	6.35	2.18
SBAC	04:00pm EDT	116.32	+0.17	+0.15%	115.06	117.13	561,062	128.47	82.8
T	04:00pm EDT	43.28	-0.11	-0.25%	43.19	43.46	10,393,387	43.89	30.97
TMUS	04:00pm EDT	46.95	+0.12	+0.26%	46.61	47.59	1,621,693	48.11	33.23
VZ	04:02pm EDT	53.65	-0.21	-0.39%	53.52	53.98	7,539,771	56.95	38.06
ZAYO	04:01pm EDT	28.49	-0.03	-0.11%	28.36	28.67	847,708	29.76	19.59

Real-Time

Zoning & Moaning

After Court Overturns FCC's Broadband Preemptions, What Happens Next?

Last Wednesday the Sixth Circuit U.S. Court of Appeals overturned the FCC's municipal-broadband preemption, which had previously prevented Chattanooga, TN and Wilson, NC from building high-speed networks for their respective municipalities, reports *multichannel.com*.

Many now speculate that state lawmakers in North Carolina and Tennessee will act in response to the court's ruling. For example, Republican State Senator Janice Bowling told the *Chattanooga Times Free Press* that she intends to reintroduce legislation next year that would limit the state's authority to restrict municipalities and co-ops from offering broadband.

"I'm surprised that the [court] ruling came so quickly, but now it solidly puts the ball in the court of the state legislature," Republican State Senator Janice Bowling told the Chattanooga newspaper. "Is the state going to continue to block its citizens from having access to 21st century technology so key to our economic future?" she said rhetorically to drive home the message of her piece of legislation.

Cell-ebrations

Florida

Zombie Shooting Inspires Community To Install Surveillance System

By Eran Sagi Posted 09/08/2016 in Press release, Title Headlines

The system will monitor pedestrian and vehicular traffic throughout the city. The city of Fort Myers chose to install the cameras after a fatal shooting at ZombiCon - a zombie-themed art and music festival. The shooting occurred last October.

The city tapped Siklu to provide the surveillance equipment. Siklu states the radios connect to “a range of Axis Communications multisensory 4K and advanced high definition PTZ cameras and an advanced video management system from IPVideo Corp.”

Fort Myers’ officials chose Siklu because their deployments were small, capable of working with multi-stream cameras, and used high bandwidth. Their hope is the constant video feed to the city police department will deter future violent crimes.

Kentucky

Utilities Grant Brings Tower To Rural McLean County

McLean County is getting a new tower thanks to a $715,000 Rural Utilities Service grant to help underserved rural areas receive better service. The 190-foot tower, according to *McLean County News* will possibly be erected by Q-Wireless on a small parcel near the Southeastern County Fire Station in Island, KY.

While the deal and exact location aren’t confirmed, Q-Wireless, which serves about 3,500 customers in the area, has said it would pay the county $8,500 for the property and easement. Judge-Executive Kelly Thurman told the *McLean County News* that other city and government agencies could co-locate on the tower at no cost if there is capacity. The fire station will receive free high-speed internet, and Q-Wireless will pay for closing and surveying costs. Thurman recommended the tower be erected at July’s fiscal court meeting.

ConnectGRADD, which is a regional broadband initiative, partnered up with the Green River Area Development District and Q-Wireless to bring towers to the region, which currently houses 60 towers. The grant, according to *McLean County News*, will also bring towers to Rosine, Centertown and near Horse Branch in Ohio County, as well as near the Panther Creek water tower in Daviess County, hopefully by the end of the year. Lambert, McLean and Ohio Counties reportedly matched funds to the grant to help.

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International

China

Nokia, China Telecom Reach 4G Expansion Deal

Nokia and China Telecom are working together to bring more 4G to 19 provinces in China. *RCRWireless News* reported that the deal will "allow the operator to enhance coverage and capacity as well as the quality of experience for subscribers." Additionally, with 4G LTE, China Telecom will work to meet subscriber demand throughout the country.

Other terms/perks of the deal include:

- the vendor's Flexi MultiRadio 10 base stations and services including project management, network design and installation.
- hardware and software maintenance services.
- Nokia optimization experts will use Nokia NetAct to maximize the performance of the network for subscribers.
- allowing China Telecom to launch voice over LTE by 2017

China Telecom reported that it had 207 million mobile subscribers by June, 2016, with 90 million using 4G. The company told *RCRWireless* that "4G will account for more than 90 percent of mobile data traffic on the network by 2017."

In other *RCRWireless News*, Telenor is bringing LTE to six cities in Pakistan. The Norwegian-owned operator said that 4G is now available commercially for prepaid and postpaid subscribers, with LTE using the 2×10 megahertz of spectrum in the 850 MHz band. Zong, a Pakistani mobile operator owned by Chinese investors, also extended 4G LTE to more than 100 cities in Pakistan.

Comp Country

Inside Towers collects bits of leasing info from around the country and enjoys sharing it to add to your 'comparables' collection.

Alabama, Anniston: Eco-Site leasing a 50-by 50-foot plot of land behind the school to erect a communications tower for T-Mobile. If the board approves the request the district could make $462,936 over the 30-year lease, according to the company's proposal. Source: *Anniston Star*

New York, Wellsville: A 25-year deal with property owners in Alma will allow for the building of a tower to

strengthen the county's 911 system. The county will lease an acre at 1784 Alma Hill Road for $8,500. After 25 years, it will have the option to renew the agreement for another 25. Source: *Wellsville Daily Reporter*

Oklahoma, Duncan: Eco-Site Inc. leasing land from the city of Duncan to build a cell tower…contract is 60 months or five years and the payment to the City of Duncan is $1,000 a month. Source: *Duncan Banner*

Pennsylvania, Middletown: money that the borough gets over the next two years from leasing a cell tower to AT&T — an estimated $50,000 — would also go toward the theater renovations. Source: *Press and Journal*

Virginia, Albemarle County: Milestone will initially give Albemarle County schools $20,000 as a one-time payment at the time of construction to use the land on the school's campus, with an additional $5,000 for each carrier that decides to locate on the tower. Source: *Daily Progress*

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