

SBA Canada presentation to York Region Broadband Strategy Advisory Task Force

YORK REGION **Broadband STRATEGY**

Establishing York Region as a 21st Century, Knowledge-Based Community



3rd largest publicly traded independent tower owner /operator.

We have partnered with municipalities across Canada to develop tower sites on municipal-owned lands as a strategy to ensure that:

- The community proactively identifies preferred areas for new towers
- The economic benefits of any new tower sites flow back to the community
- New tower infrastructure is built to accommodate many types of wireless operators
- Esthetics of proposed towers align with community goals and future development plans

Current Municipal Partners:

- Towers in Fort Erie, Ontario
- City of Peterborough, Ontario
- Maple Ridge , BC
- City of Calgary

What municipal policies foster effective infrastructure development?



The policy elements that foster successful use of shared infrastructure are:

- Reasonable base rent – allowing the site to be anchored and built;
- Success based revenue sharing – allows a variety of additional tenants with varying economic means to utilize the shared infrastructure (Mobile Operators, Broadcasters, WISP's, 1st responders, government agencies, etc).
- Over-built design capacity – allowing numerous additional tenants to collocate at minimal costs.
- Independent ownership/management focused on revenue growth, safe operations and site utilization.

Pre-qualified municipal lands:

- Review of existing owned tower assets locations;
- Identify properties with
 - Least contentious locations;
 - Adequate space and access;
 - Local support of public consultation process.

Provide reasonable economic terms:

- \$800/mth base rent;
- 15% revenue sharing of subsequent tenants;
- Four 5 year terms.

Questions?

