

# Current Issues in Cell Tower Leases and Lease Buyouts



## LIVE AUDIO CONFERENCES

391828 • June 4, 2013

391926 • June 20, 2013

1:00 PM – 2:30 PM ET

### REGISTER TODAY!

Only \$219 Per Attendee

Sign up at  
[www.lorman.com](http://www.lorman.com)

or call 866-352-9539

Want More? Try our

### BEST VALUE PACKAGE

Receive an additional manual and CD package of this program for only \$69 with your seminar attendance!

**LORMAN**<sup>®</sup>  
EDUCATION SERVICES  
A DIVISION OF LORMAN BUSINESS CENTER, INC.

*Keeping You Current.  
Helping You Succeed.®*

The wireless industry has built more than 250,000 cell sites in the United States in the past 20 years. But many more cell sites are needed as iPhones®, iPads®, Droids and the like strain existing network capacity. New cell sites and significant modifications to existing cell sites will also be needed to meet the government's goal of using wireless to increase broadband speeds and coverage. At the same time, "tower management" companies are offering to buy existing cell leases and lease sites for large sums of money.

This live audio conference will help level the playing field by providing private and municipal property owners with the expertise of two faculty members highly experienced in cell tower leases and buyouts. This will help property owners who usually are negotiating such leases or buyouts for the first and only time, while the companies have teams of lawyers who work exclusively on such matters.

We will focus on key business issues in wireless site leases, including lease rates, who gets the revenues from additional antennas or carriers being co-located at a site, major rent increases for renewals and avoiding lease terms which can restrict or prevent an owner's use or development of its own property -- or trigger a mortgage default. An emphasis will be on the industry specific elements and terms of modern cell site leases, as well as why property owners can achieve very large rent increases on the renewal or extension of existing leases. Comparable issues on lease buyouts will be addressed, as well as why buyouts often are not good deals financially. You will be better able to identify and resolve issues that are unique to wireless leases and buyouts, including what municipalities can include in a lease that cannot be included in a government-issued permit, site location and value, lease term and terminations, access requirements, interference regulation and mitigation, design and camouflage, and radio frequency emissions issues.

#### Learning Objectives:

- You will be able to explain the revenues the property owner receives, and discuss the common elements of private wireless site leases on developed and undeveloped land.
- You will be able to identify practice pointers, including key concepts, for owners of private property and their attorneys, as well as municipalities and municipal attorneys.
- You will be able to discuss the basics of wireless technology and the real property, technical and technology issues that drive a wireless carrier's siting and leasing process.
- You will be able to review insurance and indemnity provisions to protect the property owner.

#### AUDIO CONFERENCE AGENDA

Lease Rates, and How Property Owners Can Increase Revenues If Another Provider Adds Its Antenna to the Tower

How Rents Can be Greatly Increased at Lease Renewal, and How to Avoid Losing Such Increases

Avoiding Lease Terms Which Limit or Prevent the Owner's Use and Development of Its Property or May Trigger a Mortgage Default

Why Leases That Put Antennas on Buildings Are More Complicated Than Leases for Stand-Alone Towers, What Different Lease Terms Are Needed

Buyout Offers for Cell Tower Leases and Lease Sites, How to Evaluate Them, Key Legal Considerations

Issues Unique to States, Municipalities, Units of Government as Cell Tower Lessors

Camouflage Options for Property Owners, to Protect the Value of Their Property

Provisions Allowing the Property Owner to Relocate the Tower, If Necessary

Backup Power and Generators, Key Issues and Concerns

Insurance and Indemnity Provisions to Protect the Property Owner

Restrictions on Changes in Who Owns the Tower to Protect the Property Owner

Protecting the Owner If the Provider or Buyout Company Goes Bankrupt

# Current Issues in Cell Tower Leases and Lease Buyouts

## LIVE AUDIO CONFERENCE

June 4, 2013 or June 20, 2013 • 1:00 pm – 2:30 pm ET

### Meet The Presenters:



#### Jonathan L. Kramer, Esq.

Telecom Law Firm, P.C.

- Heads the Telecom Law Firm, P.C., and Kramer Firm, Inc., both based in Los Angeles
- Radio frequency engineer, and an attorney admitted to practice in California and New Mexico
- Wireless siting planner and radio frequency engineer, and wireless lecturer for hundreds of local governments throughout the United States for 18 years
- National member of NATOA for more than 20 years and

its only twice-honored Member of the Year

- Licensed by the FCC, holding its highest grade licenses for commercial radiotelephone, radar and marine digital communications, as well as its highest grade amateur radio license, and licensed as a low-voltage communications contractor in California
- Can be contacted at 310-312-9900, ext. 121, or Kramer@TelecomLawFirm.com

For a complete list of accomplishments, visit [www.lorman.com/ID391926](http://www.lorman.com/ID391926).



#### John W. Pestle, Esq.

Varnum

- Chair of the Telecommunications Group at the Varnum LLP law firm
- For more than 15 years has represented property owners (companies, municipalities, schools, churches, farms, etc.) on cell tower leases, amendments and buyouts
- Provides model cell tower leases, currently to more than 500 organizations nationwide
- For more than 25 years has represented clients on cable,

telecommunications and other utility matters

- Held FCC First Class Radio Telephone license to work on radio, TV and ship radar transmitters
- Can be contacted at 616-336-6000, ext. 6725, or jwpestle@varnumlaw.com

For a complete list of accomplishments, visit [www.lorman.com/ID391926](http://www.lorman.com/ID391926).

**LORMAN**<sup>®</sup> Keeping You Current.  
**EDUCATION SERVICES** Helping You Succeed.<sup>®</sup>  
A DIVISION OF LORMAN BUSINESS CENTER, INC.

© 2013 Lorman Education Services. All rights reserved.

### Continuing Education Credit

- AICP (Pending)
- CC 0.5
- CLE\*
- ENG\*
- PMI 1.50

Lorman is a registered CM provider. CM credits may be available. Please contact Lorman at 1-866-352-9540 prior to your registration for more details.

For detailed credit information visit us at [www.lorman.com](http://www.lorman.com) or contact us at 866-352-9540.

\*Visit [www.lorman.com](http://www.lorman.com) for a complete list of states approved.

### Who Will Be There?

This live audio conference is designed for attorneys, planners, directors of development, project managers, government administrators, council and board members, land use officials, public works and utilities directors, municipal government officials, engineers, architects, surveyors and real estate professionals.

## REGISTER TODAY!

## SPECIAL OFFER

### Save 20%

when you use  
Discount Code N1574581  
Priority Code 15999

#### GENERAL INFORMATION:

- This live audio conference may be recorded by Lorman.
- If you need special accommodations, please contact us two weeks in advance of the program.
- Lorman Education Services is not approved to offer self-study CPE credit for accountants; therefore, no CPE will be given for this program if ordered as a self-study package.

**CANCELLATIONS:** Substitute registrants can be named at any time. A full refund, less a \$20 service charge, will be given if notification is given six or more business days in advance. Notification of less than six business days will result in a credit that can be applied to any Lorman product or service. If you do not cancel or attend, you are responsible for the entire payment.

WEBSITE: [www.lorman.com](http://www.lorman.com) • TELEPHONE: 866-352-9539