

CITY SWITCH

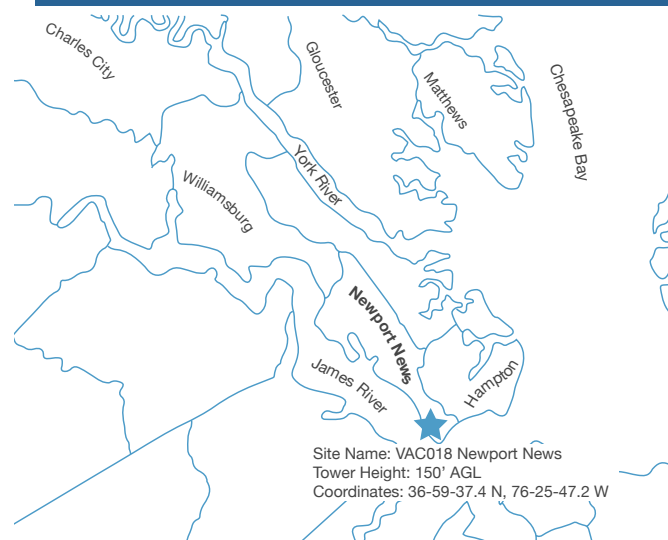
NEWPORT NEWS CASE STUDY

Executive Summary

The Hampton Roads, VA area is a notoriously difficult place to locate, permit and construct communication towers.

Siting Challenge Factors:

- Historic designation sites
- Low-lying land
- Miles of waterfront
- Challenging zoning ordinances



Site Name: VAC018 Newport News
Tower Height: 150' AGL
Coordinates: 36-59-37.4 N, 76-25-47.2 W



Hampton Roads
Metro Area Population
Over 1.5 million



Demand for
wireless service
continues to grow



All wireless service
providers have faced siting
challenges for 2 decades

Newport News Search Area

The City of Newport News near the Newport News Shipbuilding yards.



CitySwitch Solution

Railroad properties and rights of way spanning over 40,000 linear miles.

Wireless provider wanted a tower in the shipyards area. Preferred site location owned by CSX.



CSX Approval Process

Site Acquisition
RR Qualification



5 Days

Ground Lease
Execution Phase



60-90 Days

Ground Lease to
SLA Execution



30 Days

Pre-Development
Compete



6-8 Months

Construction
Time



30-45 Days

Zoning

M-1 (Industrial District), normally requires a CUP. However, since the site was on CSX property, no CUP, site plan or building permit was required.



Construction

Less than 30 days



“The ability to site this tower on CSX property made the entire development process go from very difficult to construction complete in 10 months.”

Drew Patterson, Project Manager