

Welcome!



Join us for a

NEIGHBORHOOD MEETING

on the

Proposed Cell Tower for Downtown

Key benefits include:

- **Improved wireless cellular coverage for residents, businesses and visitors**
- **Improved radio signal coverage for public safety**
- **New revenues for the Town from the leasing of land**

VISIT WWW.KENNEBUNKMAINE.US/CELLTOWER FOR MORE INFO

Project History



**Issue Identified By
Studies & Plans**
2009, 2013, 2022

**Industry/Market
Understanding**
2021 – Spring 2024

**Site Location,
Public RFP**
July – December 2024



Public Process



Neighborhood Mtg
February 12

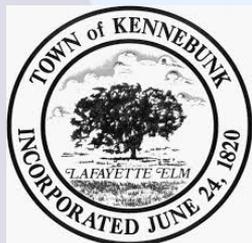
Zoning Public Mtg
March 10

Town Vote
June 10

Land Lease
Summer '25

Town Vote
Nov 11

Project Permitting
2025 - 2026





Wireless Telecommunications Facility

Factory Pasture Lane



*We put your real estate
assets to work in the
wireless marketplace.*

February 12, 2025

Introduction

Daytona State College, FL



John Arthur, President & CEO

Sam Humeniuk, VP of Business Development

Stony Point, NY



Harbor Island Park, NY



Baltimore County, MD



Homer, AK

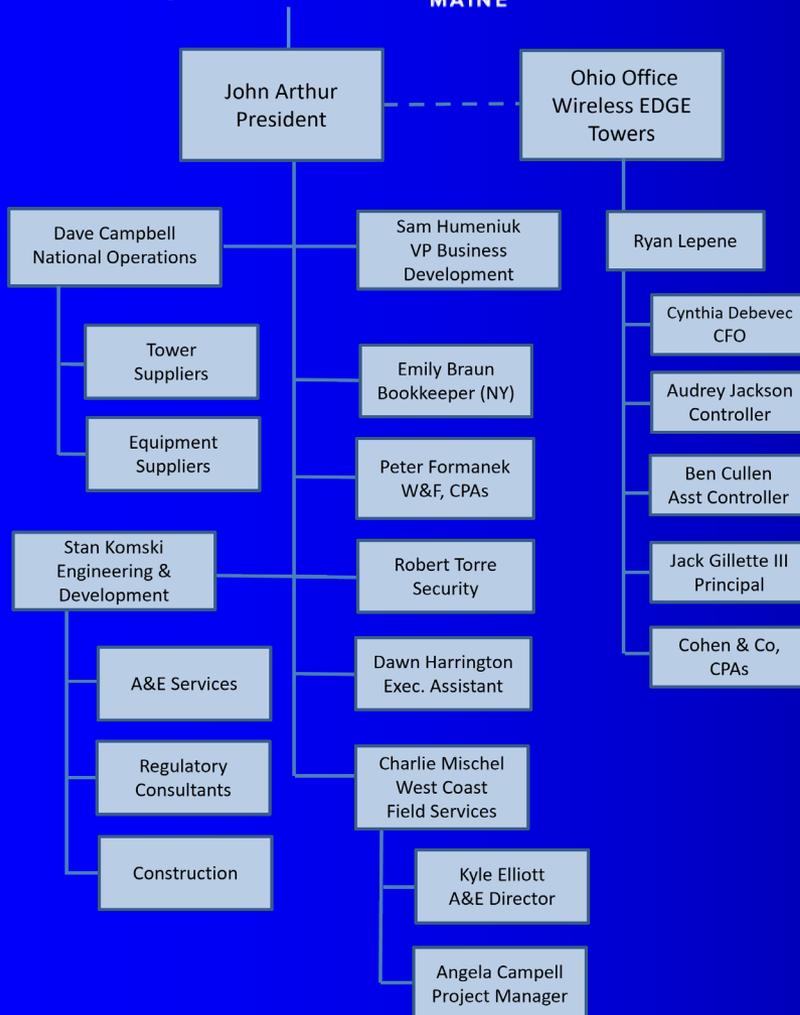


Company

- Operating since 1998.
- **Governmental Tower Sites – Developer & Operator**
 - Currently deploying throughout AK, AR, CT, FL, IL, NC, NH, NJ, NY, MA, ME, MD, OH, OK, PA, TN, VA & WA
 - Projects include federal, state, county and local public properties
- **Wireless Network Design & Deployment:**
 - Cell Sites, Satellite Radio Repeaters, Public Safety Antennas, Wi-Fi & Small Cells
 - Tower Facility Design, Installation, Operation and Maintenance
 - Landmark and Historic District, Design & Permitting Experts
 - Custom Tower Designs



Organization and Financial Resources



- Funded by Peppertree Capital Management
- 13 years in tower funding and operational support
- \$6B investment in infrastructure
- Over 8000 towers under management
- Wireless *EDGE* tower funding since 2010

Place We Work



ARCHDIOCESE OF NEW YORK



Key Relationships

- **Collier County Public Schools (since 2024)**
- **Archdioceses of New York (since 2022)**
- **Township of Livingston, NJ (since 2022)**
- **Forest Preserves of Cook County (since 2021)**
- **Octagon EDGE Towers (since 2021)**
- **Daytona State College (since 2020)**
- **Seattle Housing Authority (since 2019)**
- **Town of Greenwich, CT (since 2019)**
- **Wake County Public School System (since 2018)**
- **APC-EDGE Telecom Services (since 2018)**
- **APC Municipal Towers (since 2018)**
- **Baltimore County, MD (since 2013)**
- **South Jersey Transportation Authority (since 2011)**

*~ 800 Public
Properties
Under
Management*

Completed non-tower antenna projects:

- **NASA - Cape Canaveral**
- **National Weather Service – NOAA**
- **US Army**
- **Cherokee Nation - NWS Support**
- **New Rochelle BID - Municipal WIFI Network**

*Wireless EDGE
regularly consults
on complex
government
antenna projects*

Wireless *EDGE* - Benefits to the Town

- **Industry Expert on the Town's Team**

- Wireless *EDGE* has 26 years in tower development and operation
- We are highly experienced in all aspects of tower marketing, leasing, design, construction & maintenance – *1000s of antenna sites*

- **Our Watchdog Role**

- Fiduciary level responsibility for the Town's tower revenues
- Lease Rights Monitoring & Installation Supervision
- Payment discrepancy identification and resolution
- Highest level of Transparency, Honesty & Integrity – *Client comes first*

- **Our Engineering Role**

- We will safeguard the Structural Integrity of the Tower
- Smart site design and attention to detail

- **High Level of Care**

- The Town will benefit with our personal attention to detail and stakeholder perspective

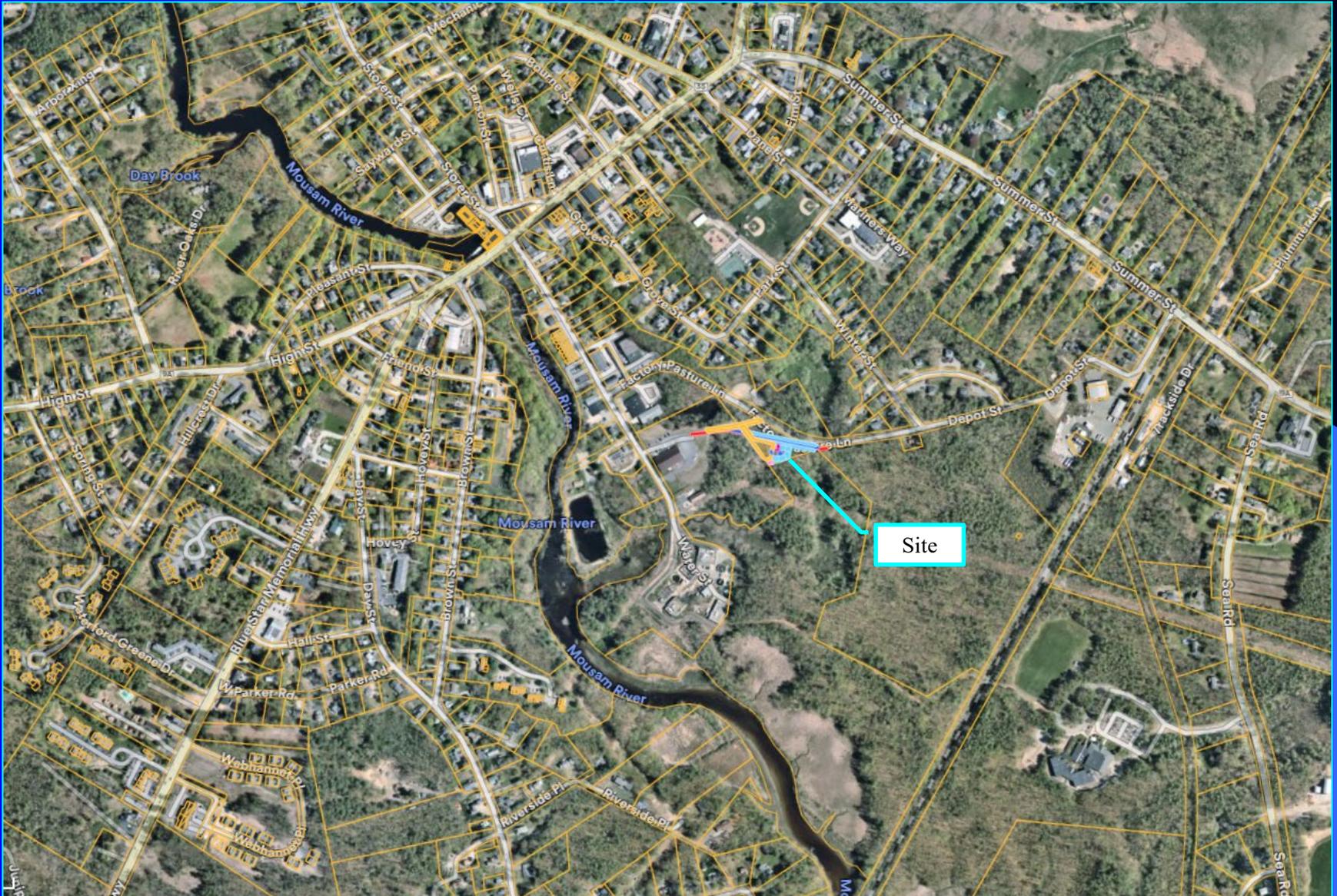
Price Proposal

Proposal Section	Description	\$ or % To Town
	Lump Sum Payments:	
3.1.1	Sublease Bonus for Major Carriers	\$5,000 each
3.1.2	Renewal Bonuses (\$10,000 each)	\$40,000 total
	Sublease Revenue Sharing – Greater of:	
3.1.3	Anchor Co-locator (First Carrier)	75%
	or	
3.1.3	All Co-locators (Carriers/Tenants)	50%
	Minimums	
3.1.4	Minimum Revenue Sharing to Town	\$22,500/year
3.1.4	Minimum Annual Index Rate	2.0%
3.1.5	Town Bill of Materials & Installation	Included

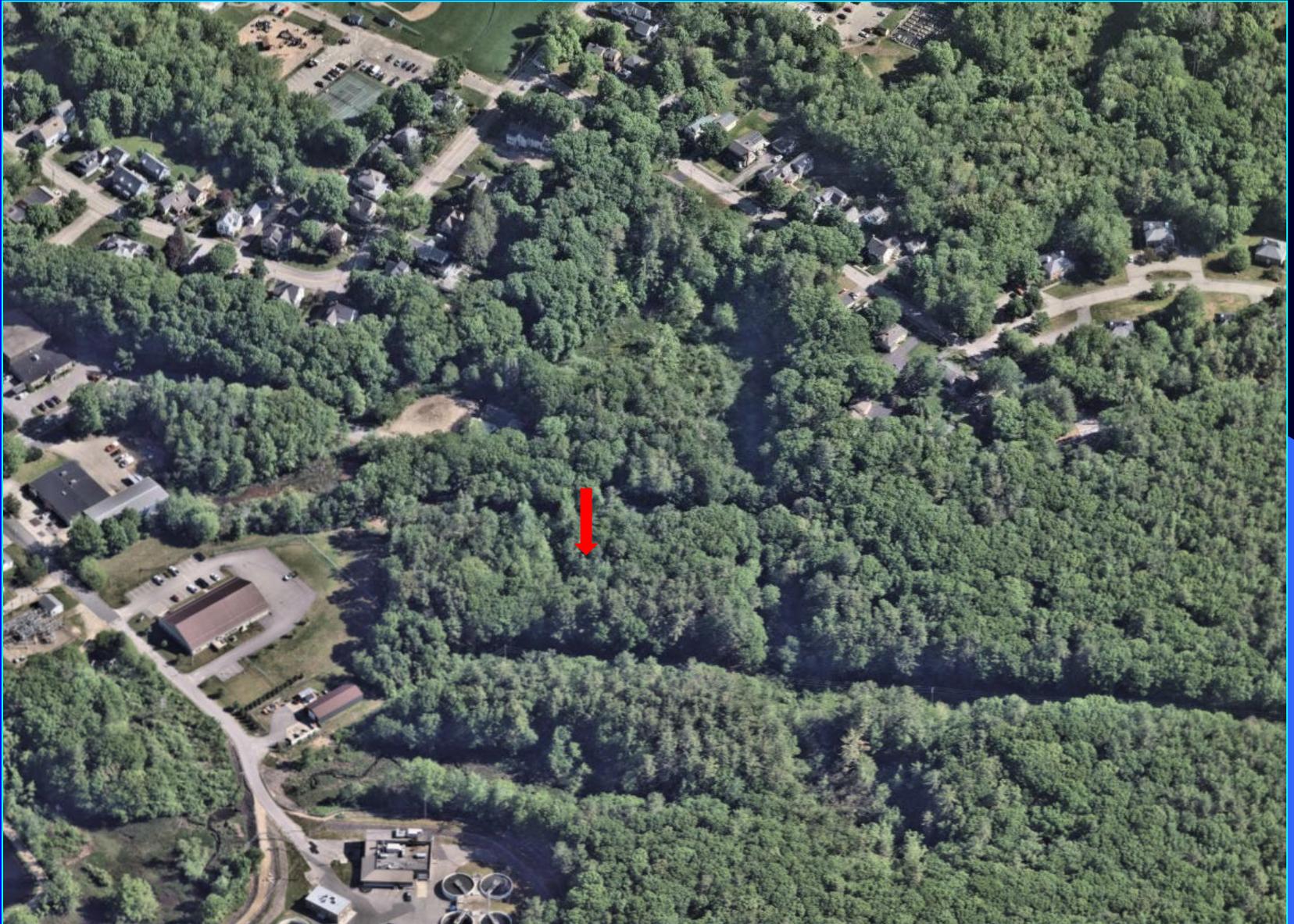
Monetization Options:

- Lump Sum Payment for a 99-year easement
- May include all subleases or partial (ex: anchor carrier only)
- Wireless EDGE can monetize the lease for the Town at any time
- Best to wait until multiple carriers are installed to maximize valuation

Site Location



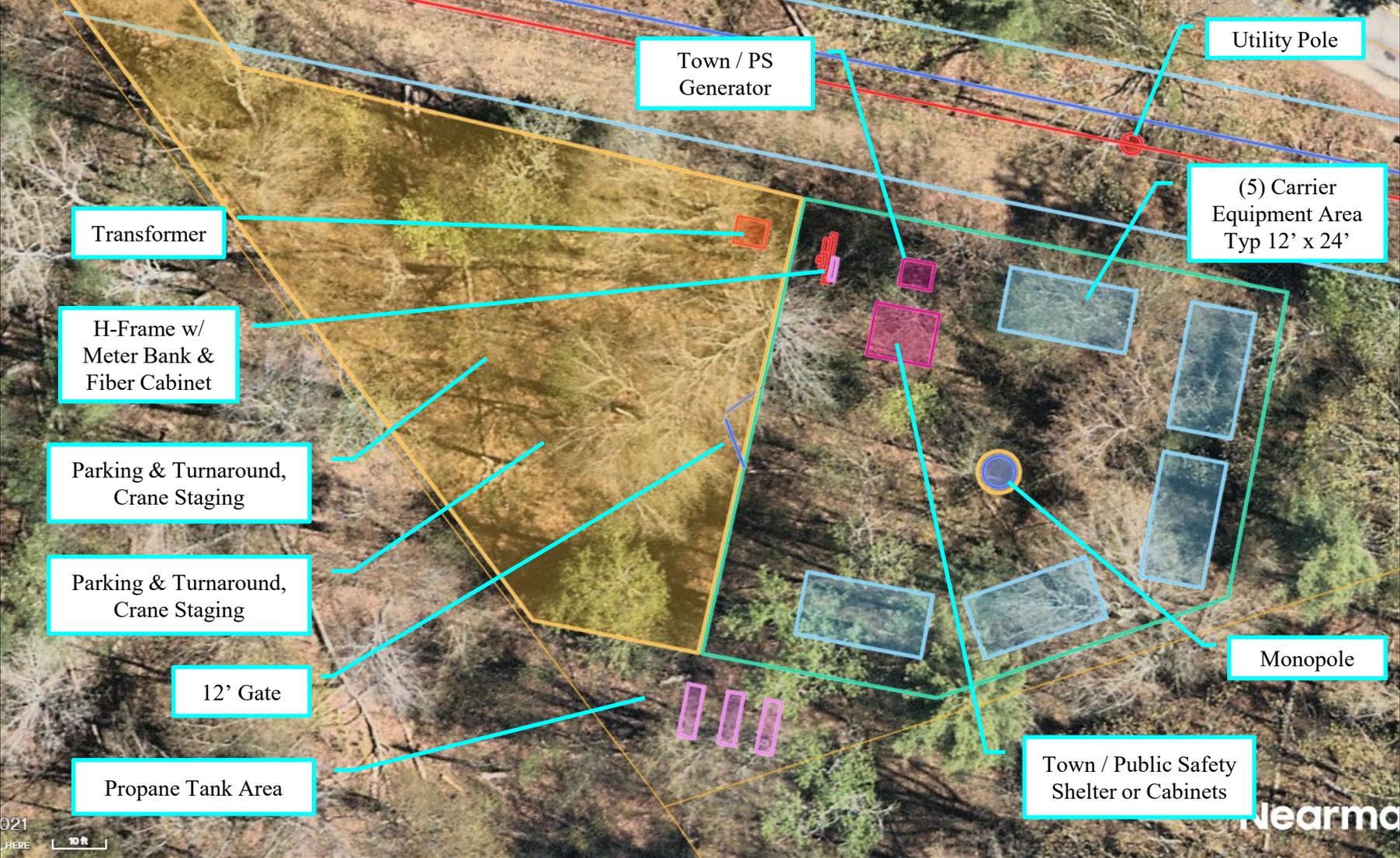
Site - Aerial (Leaf-on)



Site - Aerial (Leaf-off)



Proposed Site Detail



Zoning Discussion



Setbacks:

- 125% of Tower Height
- 50' Front Yard
- 35' Side & Rear Yard

Balance:

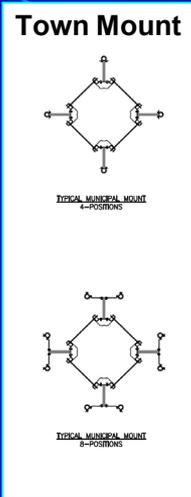
- Variance vs Best Design



Tower Setback:

- Code: $(176' \text{ monopole} + 20' \text{ municipal antenna}) \times 125\% = 245' \text{ radius}$
- Alternate: $(176' \text{ monopole} \div 2) = 88' \text{ radius}$ (based on "fold-over" design)

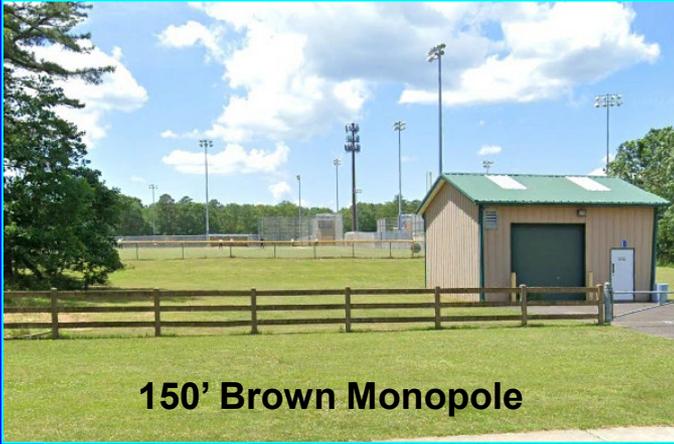
Proposed Brown Monopole



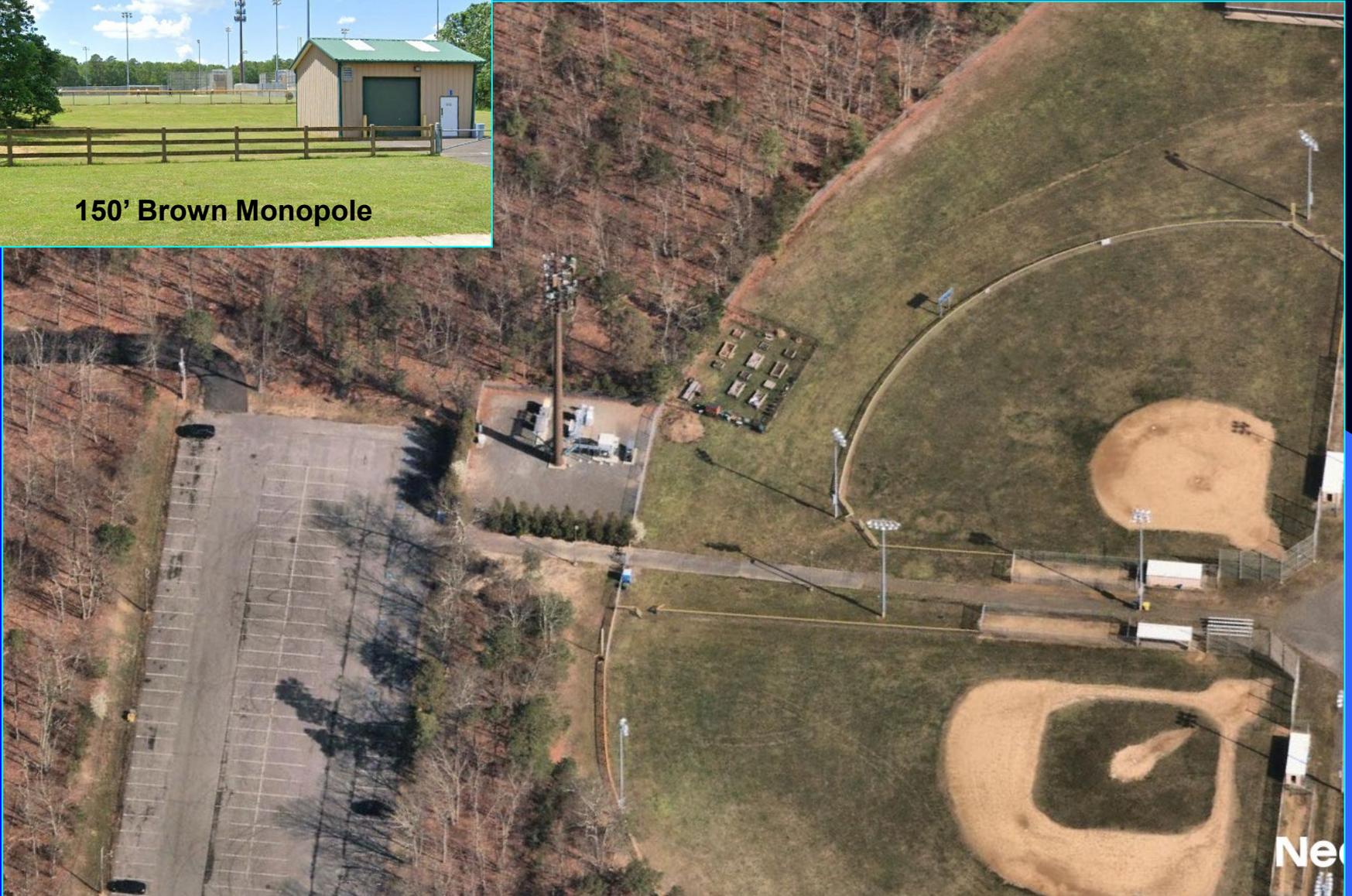
Example Ground Facility



Example Facility

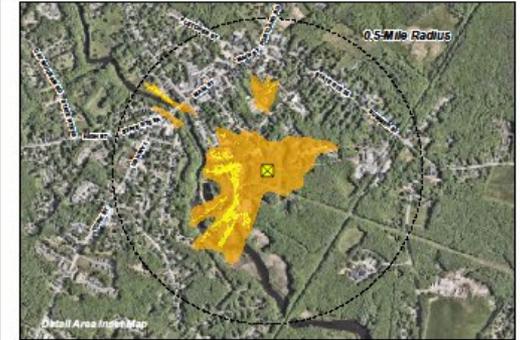
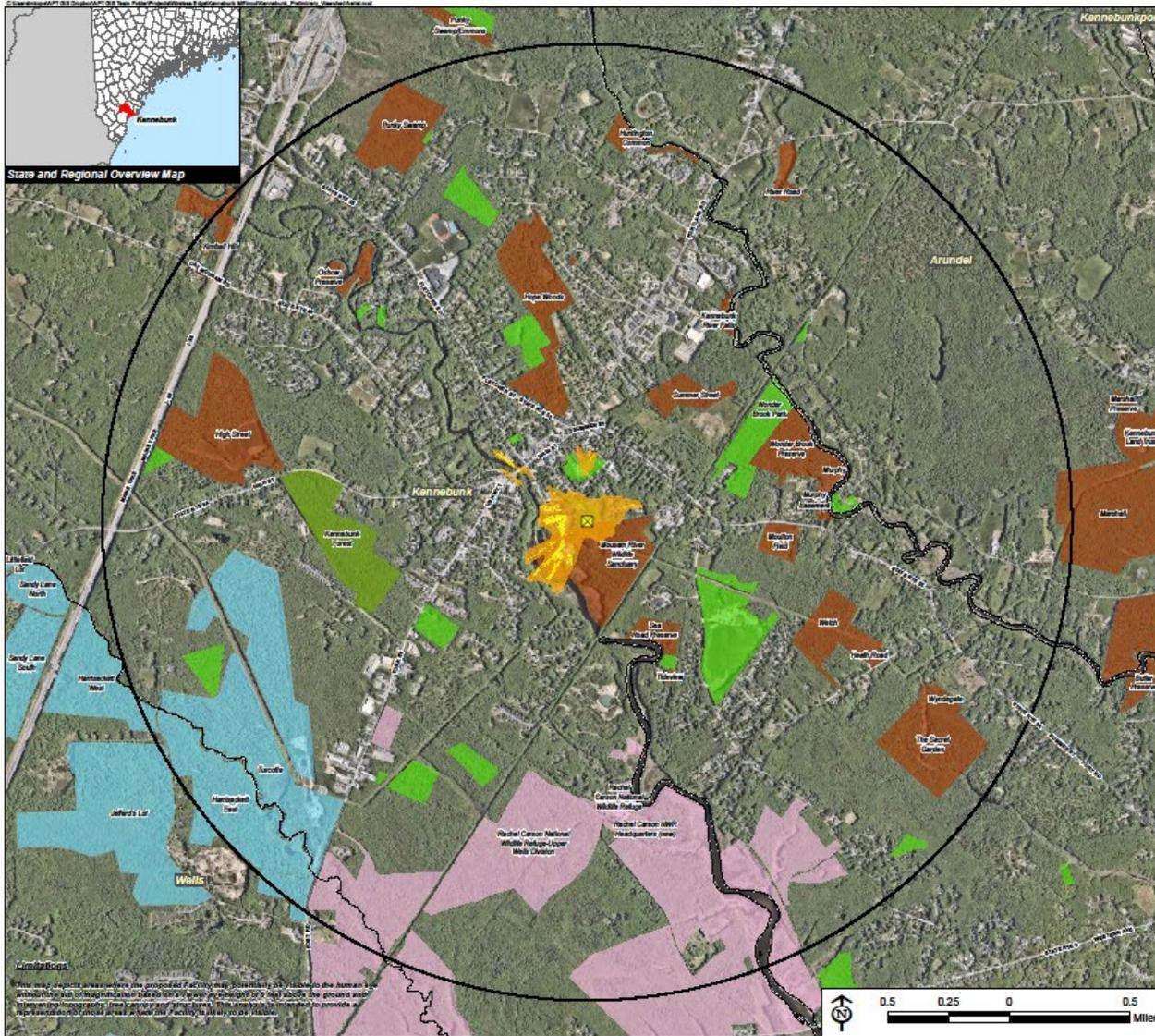


150' Brown Monopole



Ne

Visibility Analysis



Preliminary Viewshed Analysis Map

Proposed Wireless Telecommunications Facility
 Factory Pasture Lane
 Kennebunk, Maine

Proposed facility height is 176 feet AGL.
 Forest canopy height is derived from LiDAR data.
 Study area encompasses a two-mile radius and includes 8,042 acres.
 Information provided on this map has not been field verified.
 Base Map Source: 2024 Nemap Aerial Photograph
 Map Date: February 2025

Legend

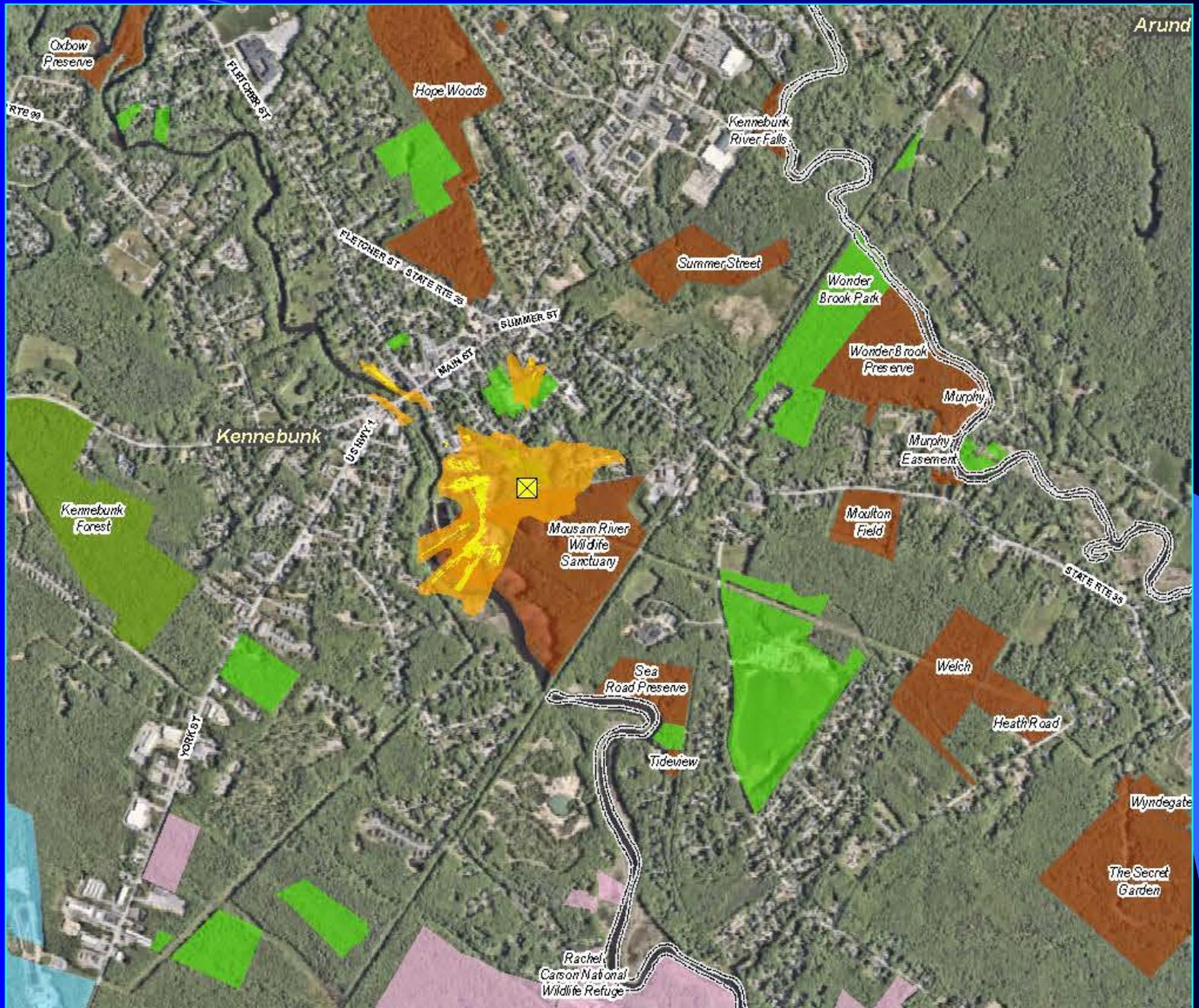
- Proposed Site
- Study Area (2-Mile Radius)
- Areas of Potential Seasonal Visibility (82 Acres)
- Predicted Year-Round Visibility (8 Acres)
- Municipal Boundary
- Conserved Lands
 - Federal
 - Municipal
 - Other
 - Private
 - State

Data Sources:

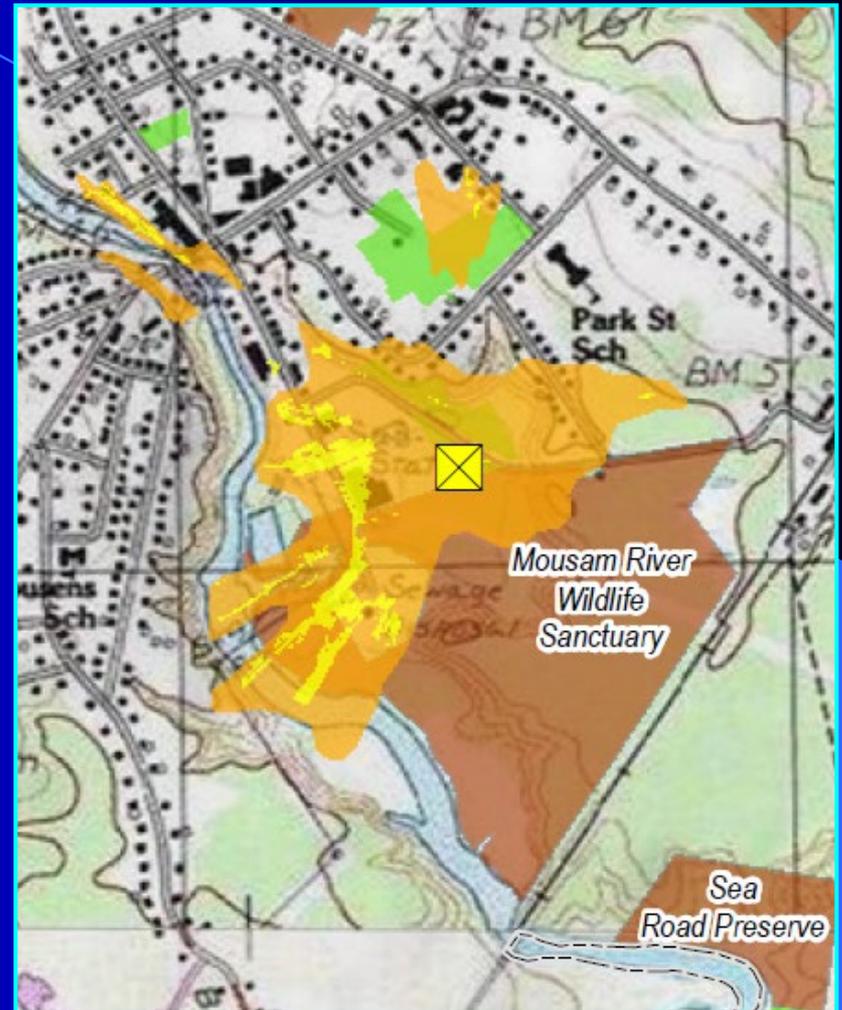
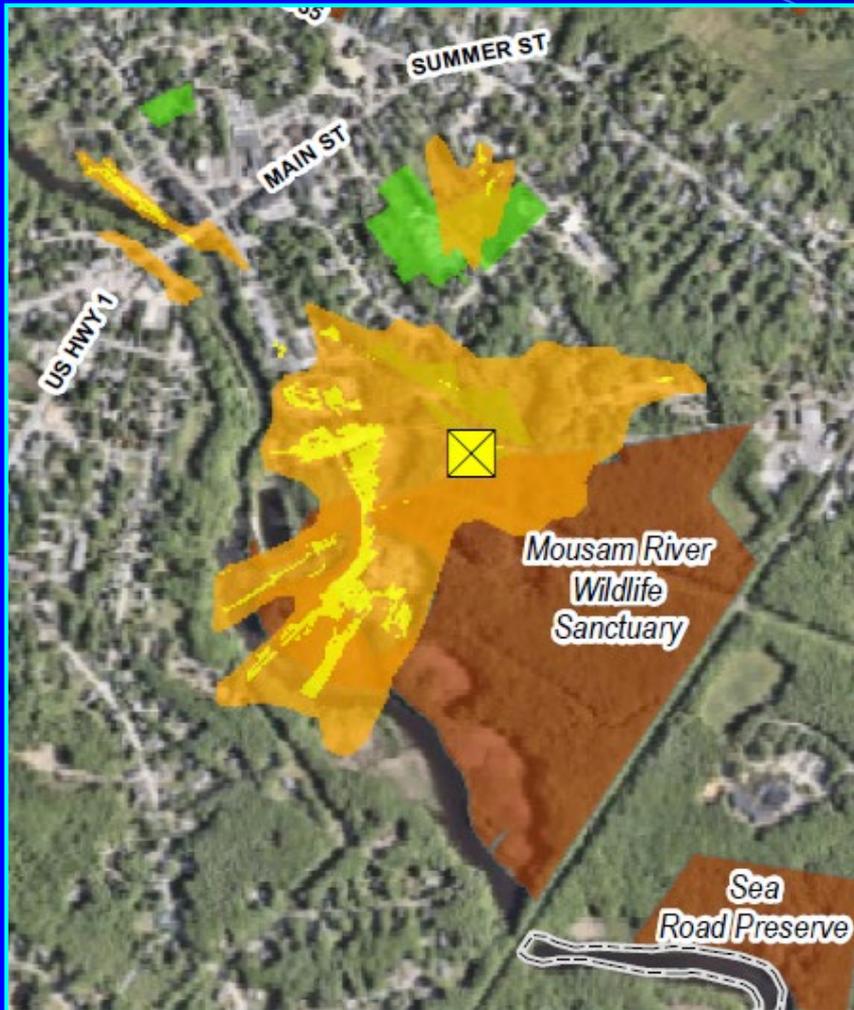
Physical Geography / Background Data

A digital surface model (DSM) was created from the Maine South 2020 LiDAR LAS data points (NOAA). The DSM captures the natural and built features on the Earth's surface.

Other data sources obtained from Maine Office of GIS



Visibility Analysis



-  Areas of Potential Seasonal Visibility (62 Acres)
-  Predicted Year-Round Visibility (8 Acres)

Visibility (580') – Existing View



Visibility (580') - Photo Simulation



Visibility Through Trees (450 ft)

Existing Monopole



Visibility Through Trees (1400 ft)



Visibility Through Trees (1400 ft)

Existing Monopole

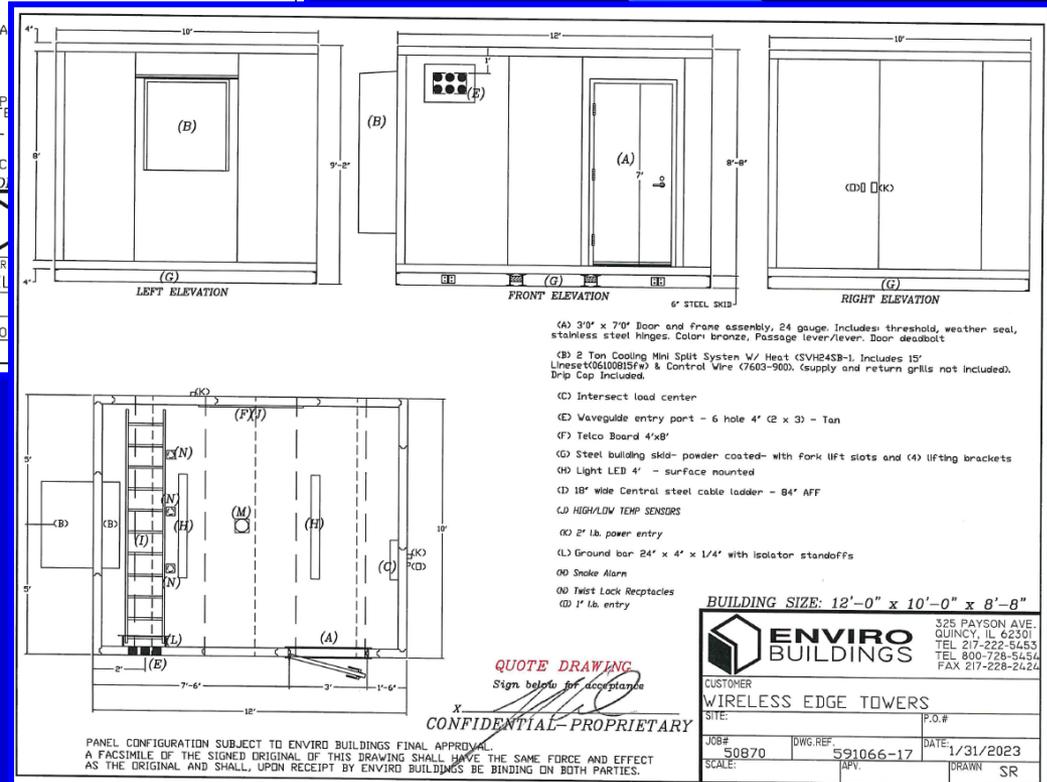
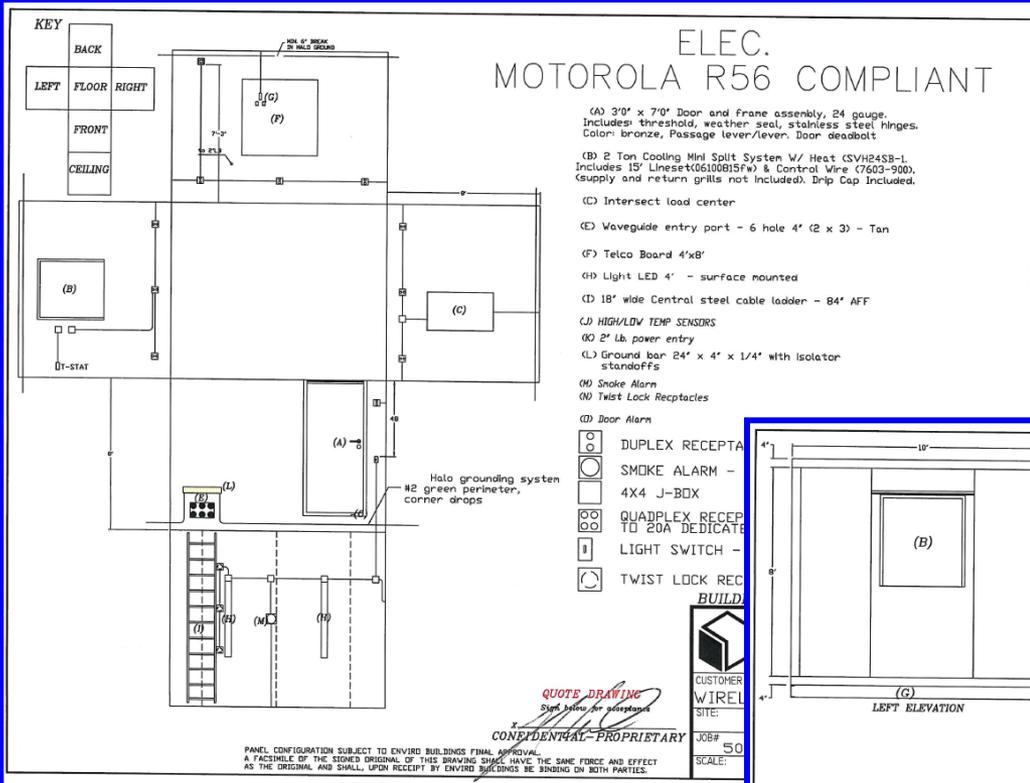


Town Use of Tower

Wireless *EDGE* will provide the following at no cost to the Town:

- The top position on the tower
- Town & Public Safety Antenna Mounts
- Construction of equipment space for the Town
- Installation the Town and/or public safety antennas
- Enclosure for Town's radios: outdoor cabinet or equipment shelter
- Dedicated back-up Generator and Automatic Transfer Switch
- Complete Bill-of-Material to connect to the Town's radios:
 - Antennas, Cables, Connectors, Jumper Cables, Tower Mounts, Antenna Mounts, Waveguide Bridge, Grounding Components, Cable Conveyance and Weatherization, Surge Suppressors, Cable Ports, etc.

Town / Public Safety Enclosures (Typical)



Town Installation Example



Radiofrequency Safety Analysis

- From a report prepared by PierCon Solutions for Wireless EDGE for at typical 4-carrier tower.
 - Includes AT&T, Verizon, T-Mobile, and Dish Network
- PierCon Solutions is an independent radiofrequency engineering firm specializing in wireless communications.
- **Results: 18% (5.5 time below) the FCC Maximum Permissible Exposure (“MPE”) limit for the General Public.**

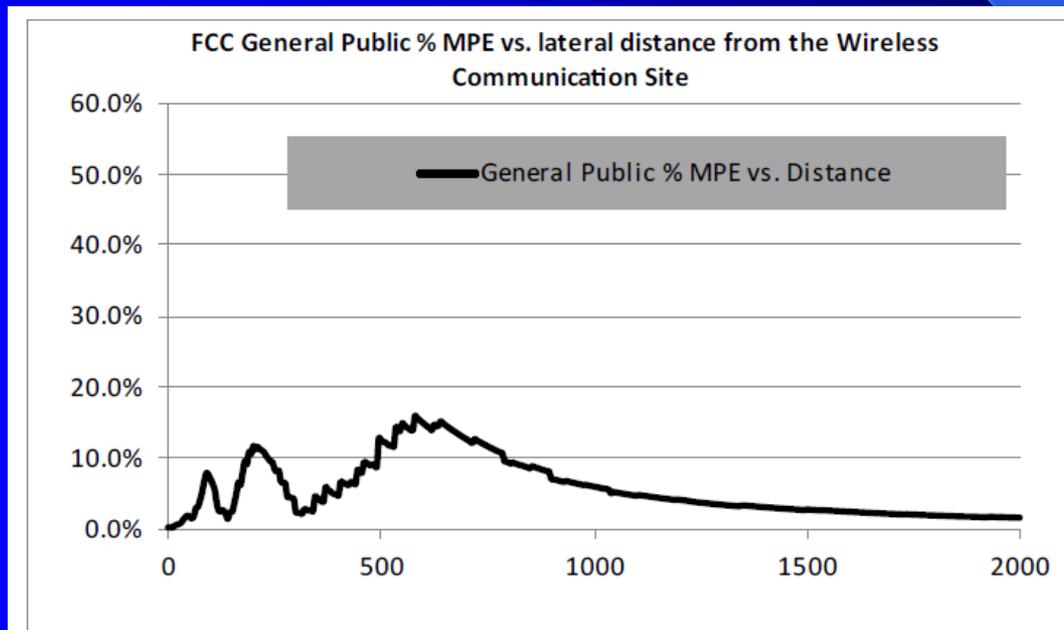
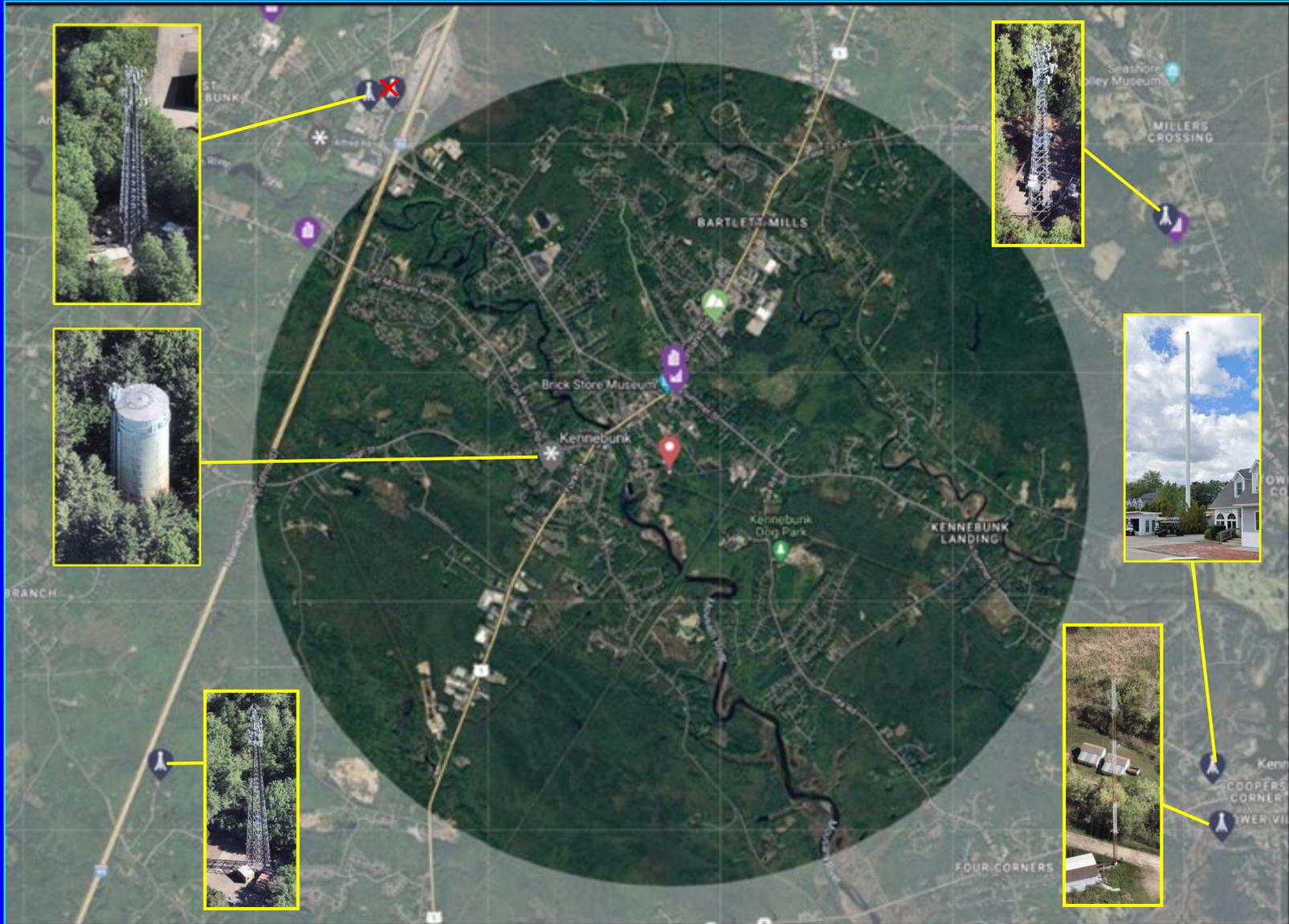
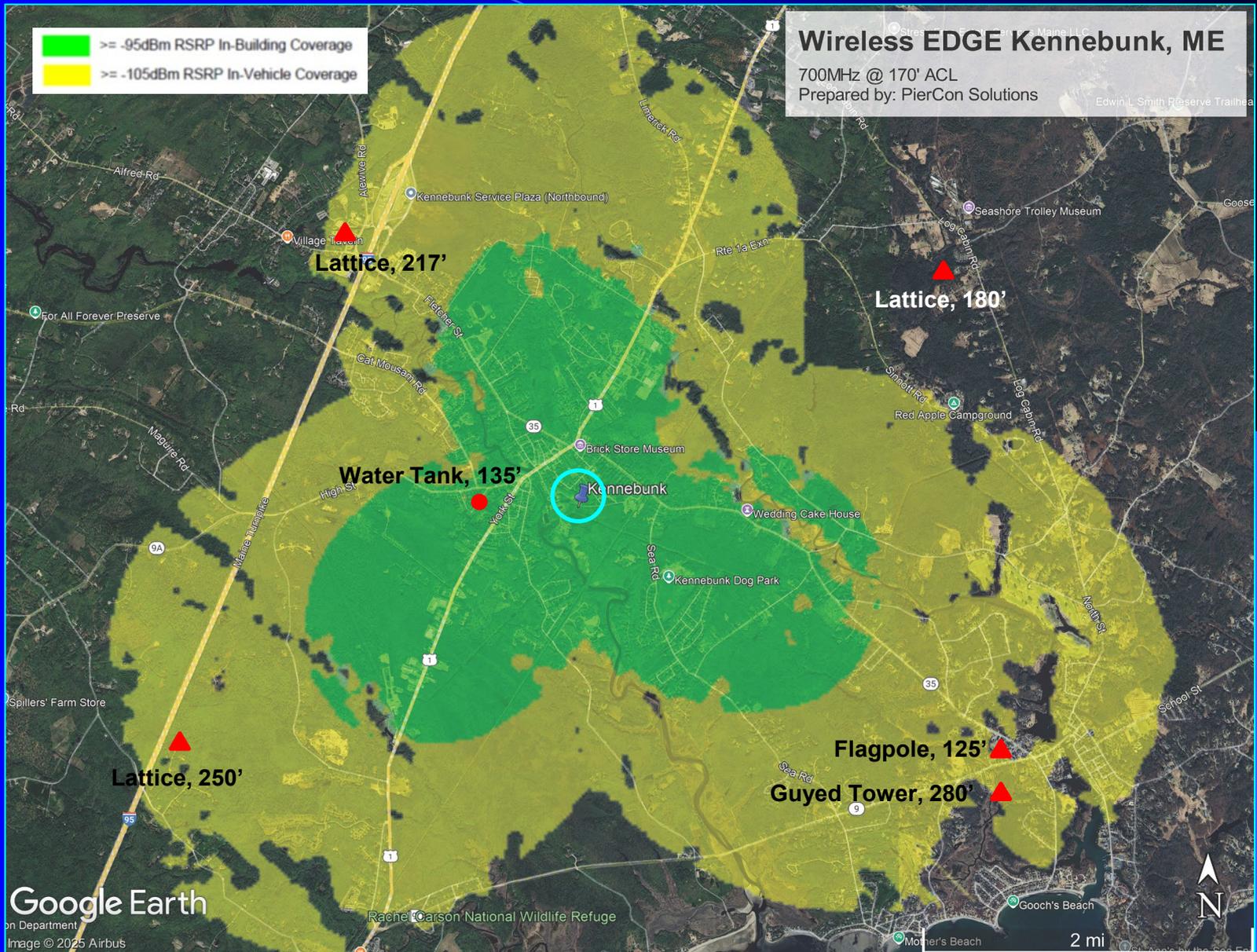


Figure 1 – FCC General Public % MPE vs lateral distance from the Wireless EDGE Site

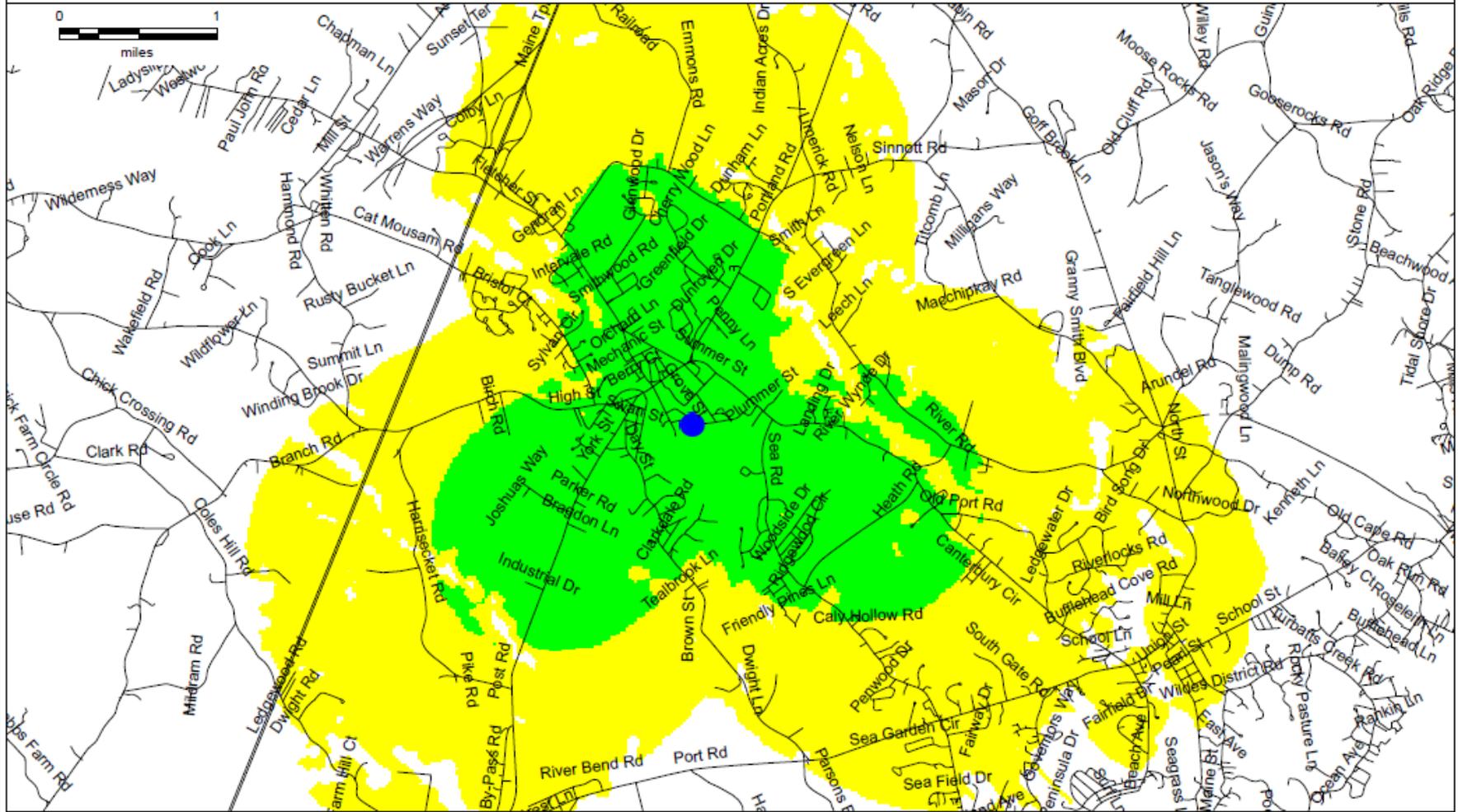
Existing Cell Towers (2-mile Radius)



Coverage Area (170', 700 MHz)



WIRELESS EDGE KENNEBUNK 700 MHZ COVERAGE @ 170' ACL

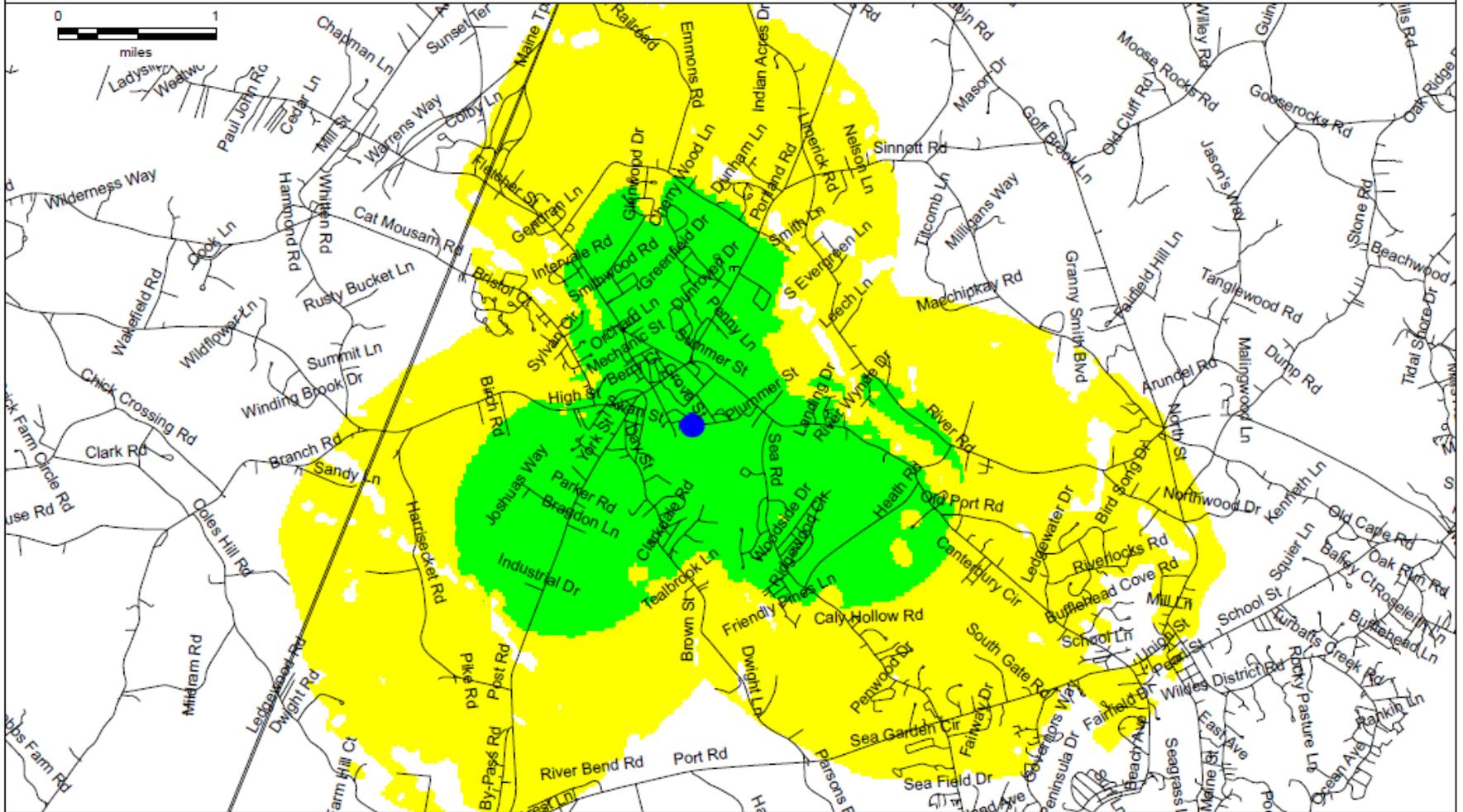


● Proposed Wireless Edge Site
Located at: 43.381899, -70.536895
Azimuths: 0/120/240

 >= -95dBm RSRP In-Building Coverage
 >= -105dBm RSRP In-Vehicle Coverage



WIRELESS EDGE KENNEBUNK 700 MHZ COVERAGE @ 140' ACL



● Proposed Wireless Edge Site
Located at: 43.381899, -70.536895

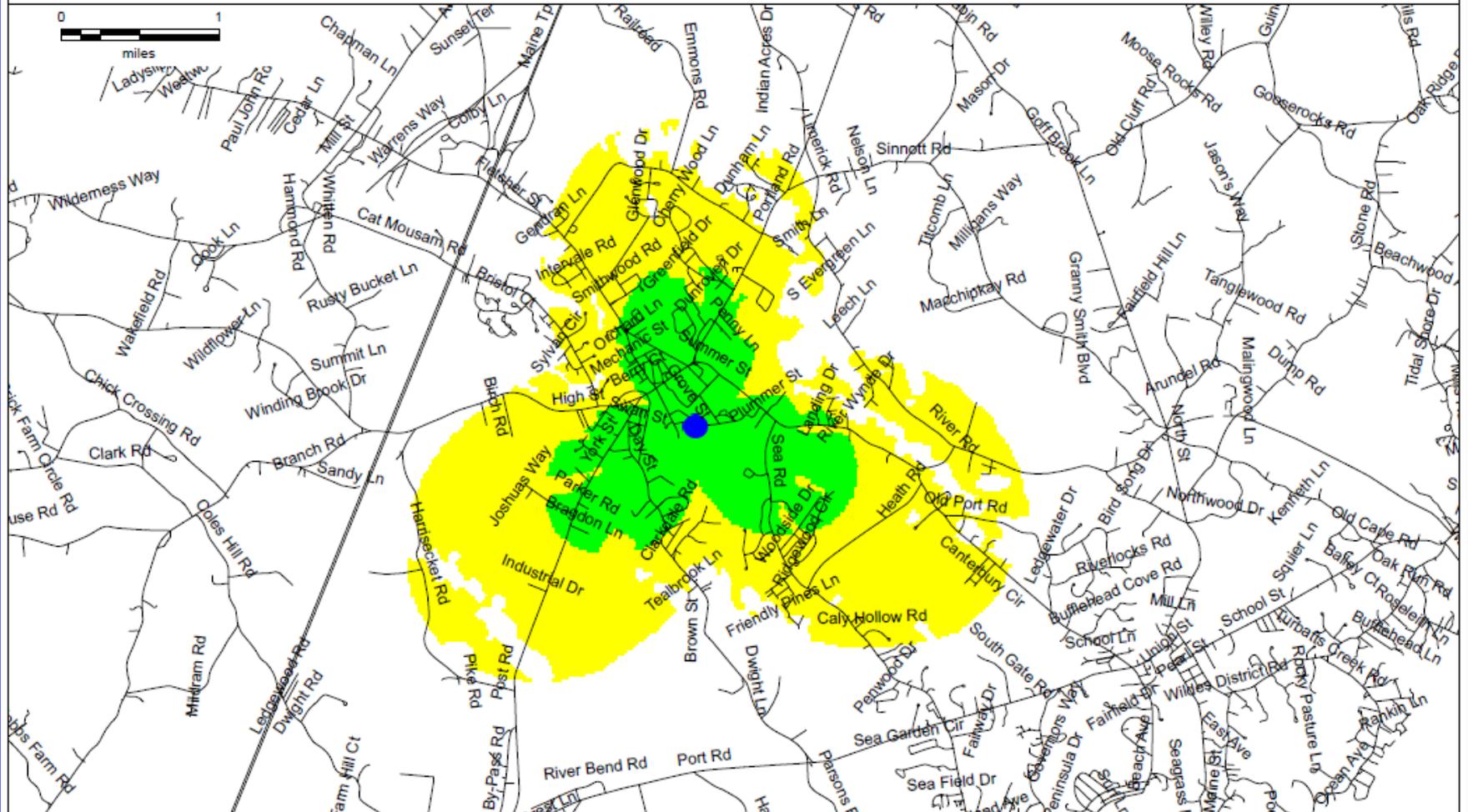
Azimuths: 0/120/240

■ $\geq -95\text{dBm}$ RSRP In-Building Coverage

■ $\geq -105\text{dBm}$ RSRP In-Vehicle Coverage



WIRELESS EDGE KENNEBUNK 2100 MHZ COVERAGE @ 170' ACL



● Proposed Wireless Edge Site
Located at: 43.381899, -70.536895

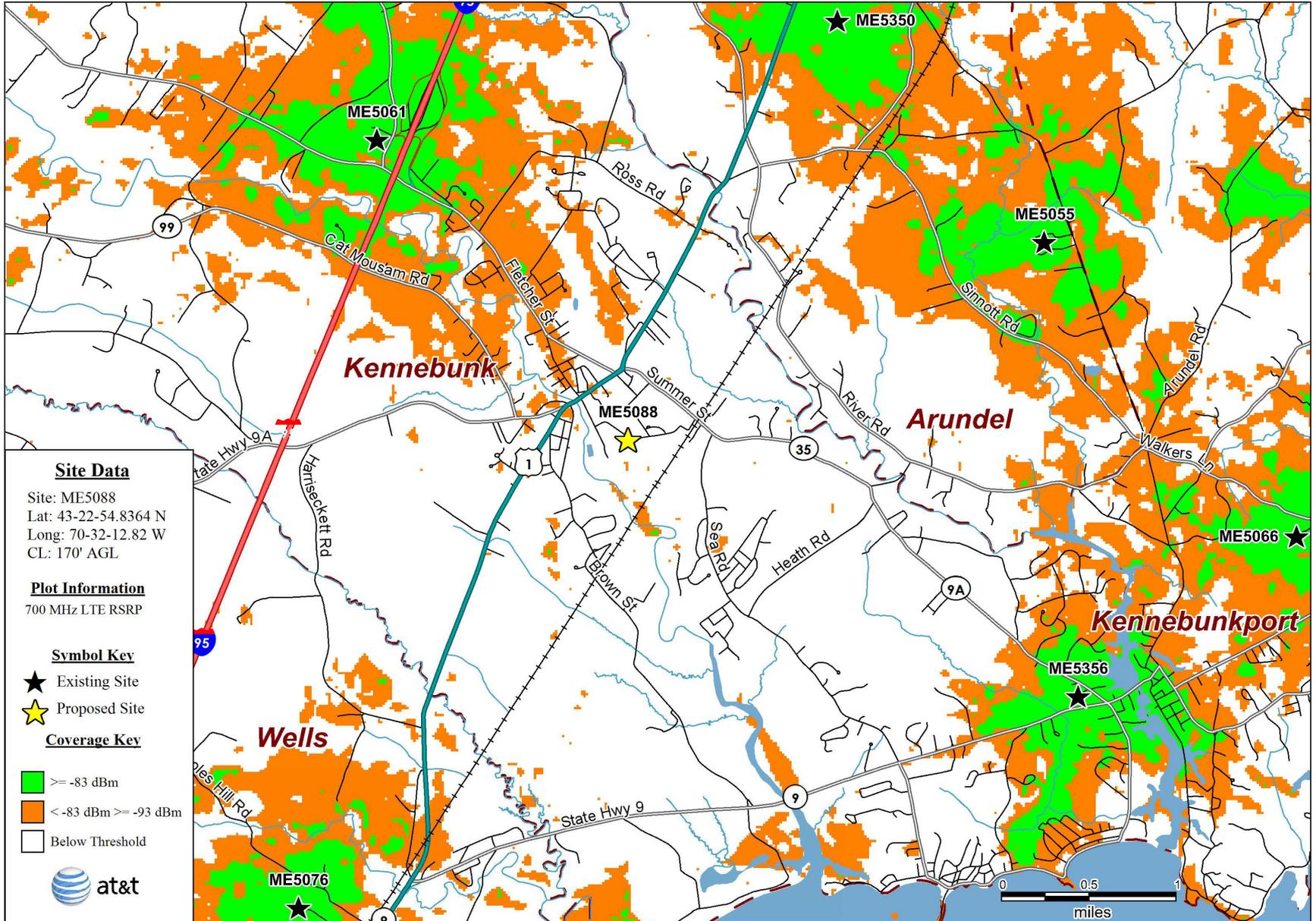
Azimuths: 0/120/240

 >= -95dBm RSRP In-Building Coverage

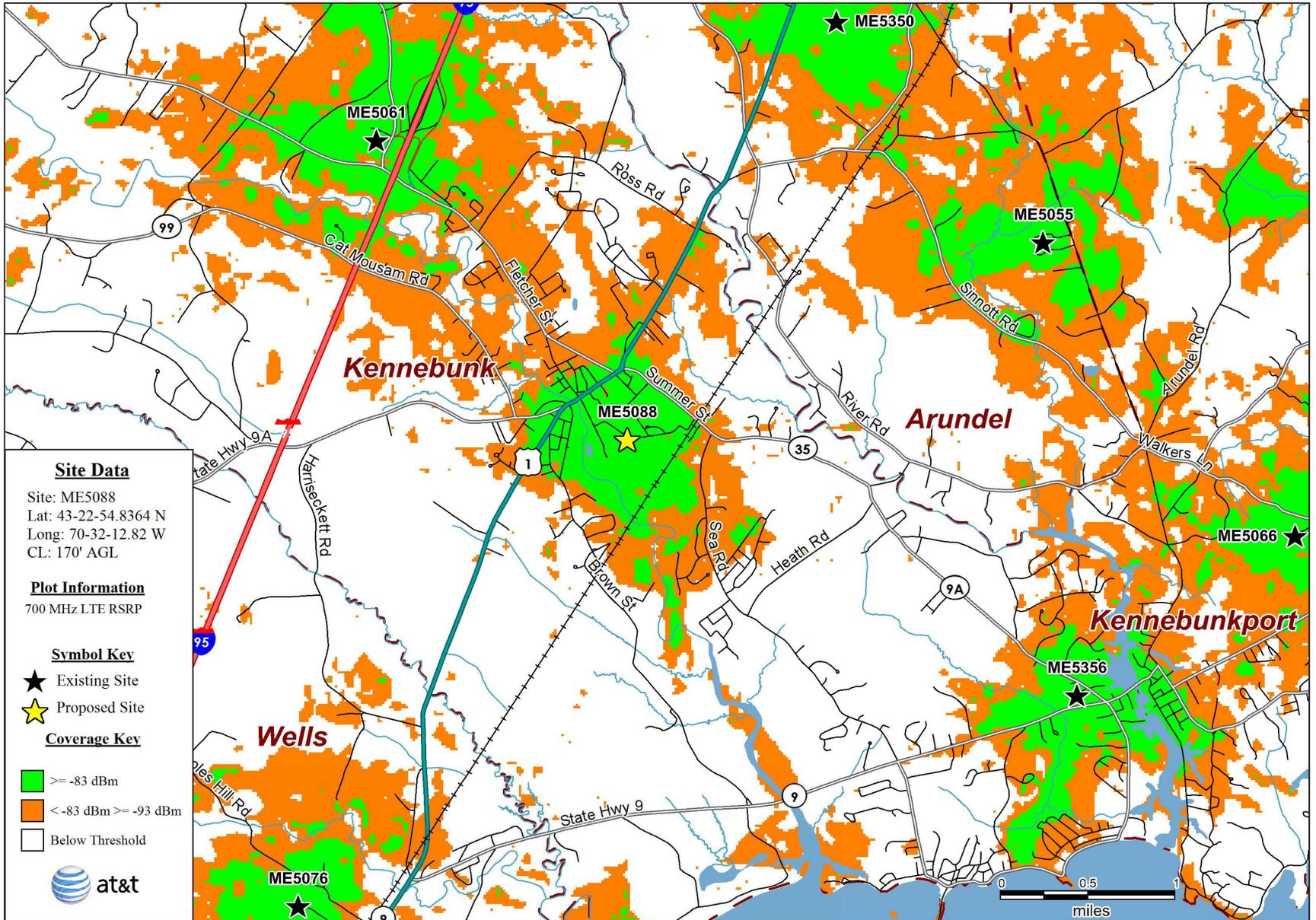
 >= -105dBm RSRP In-Vehicle Coverage



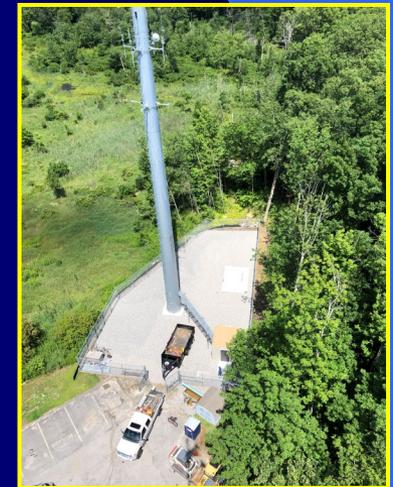
Attachment A:
ME5088 - Existing 700 MHz LTE Coverage



Attachment B:
ME5088 - 700 MHz LTE Coverage with Proposed Site (170' AGL Antenna Centerline)



The Wireless *EDGE* Difference



- No conflicts of interest – we are on only *one* side of the table when negotiating with the carriers:
 - No Built-to-Suit contracts, No Carriers MLAs, No Site Acquisition Services, No fixed pricing agreements
- Hands-on approach with personal attention to detail
- Unprecedented fiscal transparency and auditability
- Peer-reviewed tower structural engineering and ongoing data control
- Extensive technical capabilities including public safety antenna installations – design & engineering support for agency antennas
- No Compete Guarantee - The Town property will be our only marketed asset in the area

Q & A

