

## CAPABILITY STATEMENT

Owner-Side Advisor | Municipal Wireless Infrastructure & Telecom Agreement Advisory

### INDEPENDENT MUNICIPAL WIRELESS INFRASTRUCTURE ADVISORY



AT&T Faux Water Tank  
Antenna Installation

#### Owner-Side Advisory for Wireless Infrastructure & Telecom Agreements

O'Grady Program & Advisory Services **exclusively** supports cities, counties, and public agencies in evaluating wireless telecom facility agreements, new carrier facility proposals, rooftop antenna leases, amendment requests, and small-cell infrastructure deployments located on public assets.

Advisory services are here to help agencies determine whether telecom agreements reflect current market conditions, strategically align rents, protect public infrastructure, and provide appropriate long-term municipal revenue.

Drawing on more than 20 years of experience across wireless infrastructure deployments, telecom agreements, permitting, regulatory and multi-site facility programs, O'Grady Program & Advisory Services brings a municipal-focused perspective informed by how carriers structure infrastructure proposals, amendment requests, and long-term lease agreements.

#### MUNICIPAL WIRELESS FACILITIES & CARRIER REQUESTS

Wireless facilities located on municipal assets often evolve over decades. As carriers continue expanding network capacity and preparing for the next phase of 5G evolution, municipal staff are increasingly asked to review time-sensitive requests.

Wireless carriers frequently submit new site agreement and amendment requests, equipment upgrades, and infrastructure modifications tied to network deployment timelines. This requires municipalities to evaluate technical, operational, and revenue implications within compressed review periods.

O'Grady Program & Advisory Services provides independent owner-side wireless expertise, representing the interests of the public agency - not wireless carriers.

This advisory support helps agencies make informed decisions regarding public infrastructure protection, the siting and installation of wireless facilities, and long-term revenue from wireless facility agreements on public assets.

#### CORE ADVISORY SERVICES

##### Wireless Facility Agreement & Infrastructure Advisory

- Evaluation of wireless facility leases and license agreements on municipal property
- Advisory support for new wireless facility proposals and carrier site requests on public assets
- Participation in site walks and feasibility evaluations related to the siting and installation of wireless facilities on municipal assets
- Review of rooftop antenna installations, wireless equipment placements, and infrastructure design considerations
- Advisory support for carrier amendment requests, equipment upgrades, and 5G infrastructure modifications
- Evaluation of lease terms against current wireless facility market conditions and municipal revenue benchmarks
- Identification of infrastructure, structural, and agreement risks associated with installations on public assets

CORE ADVISORY SERVICES (CONT'D)

**Municipal Telecom Asset & Lease Portfolio Review**

- Identification and evaluation of municipal assets suitable for telecommunications infrastructure
- Portfolio-level review of wireless facility agreements across city-owned properties
- Identification of revenue alignment opportunities within existing telecom agreements
- Evaluation of telecom lease terms relative to current market benchmarks
- Structured advisory to support municipal decision-making regarding telecom infrastructure assets

**Wireless Facility Deployment Advisory**

- Advisory support for wireless facilities deployments on municipal assets
- Evaluation of proposed rooftop antenna installations and equipment upgrades
- Site walks to evaluate telecommunications infrastructure installations and conditions
- Coordination insight related to permitting, construction sequencing, and infrastructure upgrades

**ADVISORY ENGAGEMENT STRUCTURE**

Advisory engagements are structured as focused, short-term professional services designed to provide specialized telecommunications expertise while minimizing administrative burden on agency staff.

Services may support individual wireless facility agreements, new carrier wireless proposals, site-specific telecom installations, or broader evaluations of municipal wireless assets.

Engagements are typically structured as fixed-fee advisory assignments or limited-scope consulting support, depending on the needs of the agency.

**TARGETED AGREEMENT REVIEW**

- **Typical Engagement Range: \$3,000 – \$7,000**
- Evaluation of an existing wireless facility lease, license agreement, or carrier amendment request.
- Includes agreement review, identification of infrastructure and revenue considerations, and written advisory recommendations to support agency decision-making.

**SITE-SPECIFIC WIRELESS FACILITY ADVISORY**

- **Typical Engagement Range: \$4,500 – \$9,500 per site**
- Evaluation of wireless facility proposals or telecom infrastructure installations on municipal assets.
- Participation in site walks, evaluation of wireless facility siting, review of site plans, and written advisory recommendations.

**MUNICIPAL WIRELESS PORTFOLIO ASSESSMENT**

- **Typical Engagement Range: \$15,000 – \$45,000**
- Evaluation of wireless facility agreements across multiple municipal properties to identify infrastructure considerations, agreement risks, and municipal revenue alignment opportunities.

**LIMITED SCOPE ADVISORY SUPPORT**

- **\$150 – \$225 per hour**
- Available for targeted advisory support requested by agency staff.
- Advisory support during active wireless initiatives, including carrier upgrade requests, facility expansions, and multi-site wireless deployments

**ADVISORY EXPERIENCE & MUNICIPAL INFRASTRUCTURE EXPERTISE**

- **20+ years supporting wireless telecommunications infrastructure programs**, including wireless agreements, rooftop antenna installations, carrier amendment requests, and wireless infrastructure located on public assets
- **Experience across the full wireless infrastructure lifecycle**, including facility siting, lease structures, infrastructure upgrades, equipment modifications, and multi-site telecommunications deployments
- **Independent owner-side municipal advisory representing the interests of public agencies- NOT** wireless carriers, tower companies, or telecommunications vendors
- **Focused advisory engagements designed to support municipal staff**, providing specialized wireless expertise while aligning with existing municipal review, permitting, and approval processes



Faux California Pine Wireless Installation

