

AMP IT UP!



Volume 1, Issue 4

December 2022

We Really Mean “No Cost To You!”

Understandably, we get quizzical looks from public officials when we tell them they can get WTS services at no cost to their government. And our followup is always, “Yes, it’s true.” Yet, we don’t work for free.

In this issue of “**AMP IT UP**” we’ll explain how we do that — providing you the help you need to process growing cell phone antenna demands while sustaining our business.

The Users Pay the Bill

While our short answer to your cost question is “yes,” the longer answer still comes out “yes.” True, the government customer puts some upfront “skin in the game,” but with our process the applicants — the wireless carriers — more than cover all the costs.

- We get our reasonable cost-based share;
- The local body gets its ordinance-based fees (by design they’re more than the “skin”); and
- And there’s **no net cost to the local government body** for WTS’ experience, services, expertise, development of customized regulatory tools and process management. Almost everything happens online through our proprietary platform called “**AMP**”

The Local Body Controls the Process

It’s important to note: nothing happens (including payments to WTS!) without the local government’s involvement and approval at every step.

STEP 1 is always an information-based conversation. We provide the city or county with our standard draft ordinance, resolution and questionnaire asking its preferences. Our professionals work with your experts and officials to appropriately tailor the required materials.

STEP 2 is implementation. New local laws/ordinances/regulations on wireless applications are enacted, typically after a series of public notices and hearings. WTS will advise and appear if needed to answer questions.

continued on next page



WIRELESS TOWER SOLUTIONS

115 Dave Lyle Boulevard, Rock Hill, SC 29730
866-748-7963

www.wirelesstowersolutions.com

Fees: The Numbers That Make Things Happen

Call it **Step 2(a)** — as part of the resolutions, the government typically defines the fees it charges for various types of applications. These might range from a new tower (hopefully unnecessary) to “co-location” — a grouping of antennas that could even include the newly expanding 5G technology. However, 5G demands smaller, more densely clustered antennas, thus more permitting.

The fees are calculated to include WTS’ fixed costs for these applications. Once these have been approved and established, the applicants are invoiced. That step triggers the key WTS difference—the one that relieves much of your accounting and administrative overhead. And the one that makes “no net cost” a reality.

The WTS Process Pays Off For Both Of Us

At this point, the local government has begun accepting applications from carriers. WTS has generated a specific invoice for each applicant. We facilitate the carrier payment and distribute the government’s fees, using an escrow account for each project.

That account is also used to make progress payments to WTS, based solely on the government’s authorization and the terms of our agreement with the governing body.

All online, all transparent, all without your having to do extra accounting, hire additional staff or pay overtime. **Again: the governing body is always in charge.**

The process ensures the local government recovers its fully loaded costs of processing the applications. Meanwhile, the taxpayers have received world-class expertise and service essentially free. That’s a happy result any elected official would love.



Have questions? Let’s talk!

We’re happy to hear from you with your questions, suggestions and experiences. Let’s talk about how WTS with AMP can help **YOUR** city, county or other jurisdiction deal with the challenges of the Wireless Revolution. **Call today!**

From all of us at WTS ...

HAPPY HOLIDAYS!

