



ENHANCE



THE VALUE



OF YOUR



PROPERTY



MAKE THE RIGHT CONNECTIONS

The Managed Sites division of SBA Communications Corporation contracts with our client property owners throughout North America to market and manage their rooftop and tower properties to wireless carriers – the same wireless carriers that lease on our SBA-owned towers.

When you work with our dedicated team of site management professionals, with support and expertise from SBA Communications accounting,

legal and leasing services, you can increase the monthly revenue stream from your property, while decreasing administrative hassles.

With almost 30 years of wireless communications site management experience, SBA is among the largest communications site management companies in North America, currently managing over 5,000 third-party sites.

OUR FOCUS: YOUR BOTTOM LINE

As an industry leader, we leverage our expertise and experience to promote your property to those carriers that are looking to expand and enhance their coverage and capacity. As wireless technology advances, SBA will continue to market your rooftop to new and emerging communications companies to capitalize on additional revenue streams. The end result of our ongoing marketing is a pipeline of monthly revenue that otherwise you would not realize.

Partnering with SBA to manage your unoccupied rooftop or tower space is a no-risk opportunity and your first step to maximizing the value of your property.

KEY DIFFERENTIATORS IN VALUE AND RESULTS

SBA Site Management enables property owners to better monetize their rooftops and owned towers through our full-service approach that competently manages tenants and markets properties nationwide directly to wireless carriers.

Wireless is a complex world – all the more reason to rely on an industry leader like SBA. We provide complete end-to-end management of wireless tenants from first inquiry to the expiration of lease. SBA serves as a single point of contact for coordination of access for wireless carrier representatives and agents, minimizing impact on the owner's core business operations. Our site management offering provides you with an outsourcing capability to better monetize your real estate assets.

“ **IN FACT, SBA EARNS NO REVENUE UNTIL SUCCESSFUL MARKETING AND LEASING RESULTS IN AN INSTALLED PAYING TENANT ON YOUR PROPERTY.** ”

YOUR ONE-STOP SITE LOCATOR

Learn about the SBA Communications site portfolio with one-stop searching. Our site locator platform, SBA Sites®, enables wireless carriers to quickly search and find all collocation structures – including those on your property – that are suitable for their needs. Click on Search for Your Location at www.sbasite.com or download our app.



WE SUPPORT YOU WITH FULL LIFE CYCLE SERVICES SUCH AS:

MARKETING

■ We operate a best-in-class-marketing program, providing visibility to a venue of third party-owned properties nationwide and directly advertising to key wireless carriers.

■ Our site marketing managers are located in more than ten regional offices and provide responsive customer support at a local level to assist wireless carriers and site acquisition agents developing new sites.

LEASING

■ SBA services include dedicated corporate counsel support of third party-owned property leasing, which saves property owners the cost and time to negotiate site license agreements with national wireless carriers.

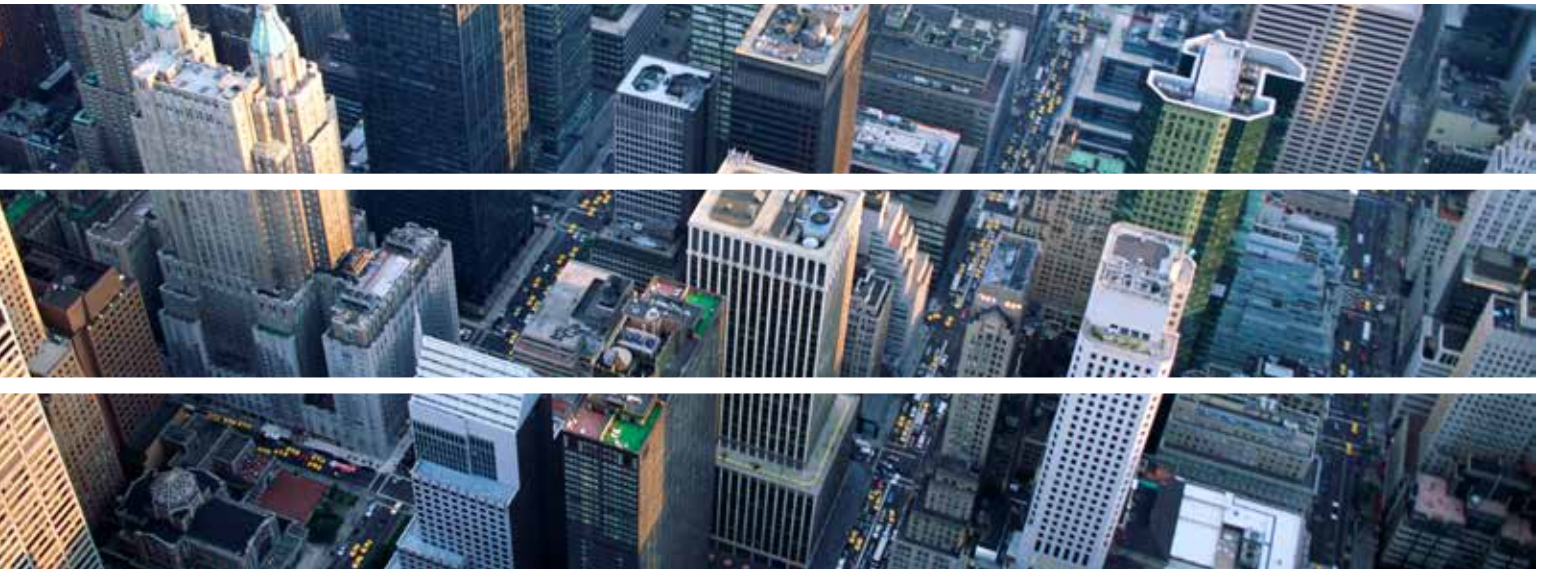
SITE ADMINISTRATION

■ Our accounting and site administration teams implement industry leading contract and records management, billing, revenue management and GAAP compliance. We will collect rent payment and other amounts due; tenants in arrears are subject to SBA Collections.

TECHNICAL OPERATIONS

■ Technical operations ensure regulatory compliant design, installation and operation. They are able to provide onsite presence nationwide when necessary, ensuring minimal impact to your core business activities.





STRUCTURED ROOFTOP BUYOUTS

- Have SBA tailor a buyout to suit your needs
- Receive competitive and attractive market valuation for your property assets
- Create your own liquidity
- Reduce debt and gain flexibility to accomplish your financial goals
- Maintain property ownership while you enhance your financial options

BENEFITS OF WORKING WITH SBA SITE MANAGEMENT

- Increase opportunity to monetize rooftop and tower space
- Market your property directly to national wireless carriers
- Sustain better revenue flow with managed accounting, billing and collections
- Offload non-core wireless tenant issues to your wireless expert at SBA
- Partner with a trusted advisor to navigate the unique wireless industry



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