



Dove Road Fire Station #1 Town of Westlake Communication Tower Proposal

Strictly Private and Confidential

9/29/2020

Enabling Mobile
& Internet
Connectivity

Disclaimer



THIS PRESENTATION IS BEING DISTRIBUTED BY VERTICAL BRIDGE REIT, LLC ("VB"). UNLESS OTHERWISE NOTED, REFERENCES TO "WE", "US", "OUR" AND SIMILAR EXPRESSIONS ARE VERTICAL BRIDGE. AS USED HEREIN, "VERTICAL BRIDGE" REFERS TO VERTICAL BRIDGE REIT, LLC AND ITS SUBSIDIARIES AND AFFILIATES

THIS PRESENTATION DOES NOT CONSTITUTE AN OFFER TO SELL OR A SOLICITATION OF AN OFFER TO BUY ANY SECURITIES. NO REPRESENTATIONS OR WARRANTIES ARE GIVEN OR IMPLIED.

THIS PRESENTATION AND ITS CONTENTS ARE CONFIDENTIAL, AND THIS INFORMATION SHOULD NOT BE REPEATED OR DISCLOSED, IN WHOLE OR IN PART, TO ANY OTHER PERSON. THIS PRESENTATION HAS BEEN PROVIDED TO YOU FOR DISCUSSION PURPOSES ONLY AND MAY NOT BE USED OR RELIED UPON BY YOU OR ANY OTHER PERSON OR ENTITY FOR ANY OTHER PURPOSE. THIS PRESENTATION DOES NOT CONSTITUTE AND SHOULD NOT BE INTERPRETED AS EITHER AN INVESTMENT RECOMMENDATION OR ADVICE, INCLUDING LEGAL, TAX OR ACCOUNTING ADVICE. WE EXPRESSLY DISCLAIM ANY LIABILITY OR RESPONSIBILITY BY REASON OF ANY UNAUTHORIZED USE, PUBLICATION, DISTRIBUTION OR REFERENCE TO ANY ORAL OR WRITTEN OPINIONS OR ADVICE OR MATERIAL WITH RESPECT TO THIS PRESENTATION. THE PREPARER HAS NOT UPDATED, NOR IS IT UNDER ANY OBLIGATION TO UPDATE, THIS DOCUMENT OR THE CONTENTS CONTAINED HEREIN. THIS DOCUMENT MAY NOT BE SHOWN OR GIVEN TO ANY PERSON OTHER THAN RECIPIENT WITHOUT OUR PRIOR WRITTEN APPROVAL. THIS DOCUMENT DOES NOT PURPORT TO MAKE ANY, AND DOES NOT CONTAIN ANY, REPRESENTATIONS, WARRANTIES OR THE OTHER CERTIFICATIONS OR GUARANTEES FROM US TO THE RECIPIENT OR TO ANY OTHER PERSON OR ENTITY.

THIS DOCUMENT DOES NOT CONSTITUTE AN AMENDMENT, MODIFICATION, UPDATE, SUPPLEMENT, DISCHARGE OR REPLACEMENT OF ANY RIGHTS, COVENANTS OBLIGATIONS, LIABILITIES, REPRESENTATIONS AND WARRANTIES, OR OTHER PROVISIONS (INCLUDING ANY PROVISIONS REGARDING THE GOVERNANCE DISCRETION OR FIDUCIARY DUTIES OF ANY PERSONS OR ENTITIES) OF ANY AGREEMENTS OR ARRANGEMENTS BETWEEN US AND THE RECIPIENT. IN FURTHERANCE OF THE PRECEDING SENTENCE, NEITHER THE DELIVERY OF THIS DOCUMENT TO THE RECIPIENT NOR ANY OTHER COURSE OF DEALING BETWEEN THE RECIPIENT AND US, SHALL BE DEEMED EFFECTIVE TO MODIFY, AMEND OR DISCHARGE ANY RIGHTS OR OBLIGATIONS OF US OR THE RECIPIENT (INCLUDING IN RESPECT OF THE FUTURE PROVISION OF INFORMATION TO THE RECIPIENT) UNDER ANY AGREEMENTS OR ARRANGEMENTS BETWEEN US AND THE RECIPIENT.

THIS DOCUMENT INCLUDES FORWARD-LOOKING STATEMENTS THAT REPRESENT OUR OPINIONS, EXPECTATIONS, BELIEFS, INTENTIONS, ESTIMATES OR STRATEGIES REGARDING THE FUTURE, WHICH MAY NOT BE REALIZED. THESE STATEMENTS MAY OR MAY NOT BE IDENTIFIED BY THE USE OF WORDS LIKE "ANTICIPATE," "BELIEVE," "ESTIMATE," "EXPECT," "INTEND," "MAY," "PLAN," "WILL," "SHOULD," "SEEK," AND SIMILAR EXPRESSIONS. THE FORWARD-LOOKING STATEMENTS REFLECT OUR VIEWS AND ASSUMPTIONS WITH RESPECT TO FUTURE EVENTS AS OF THE DATE OF THIS DOCUMENT AND ARE SUBJECT TO RISKS AND UNCERTAINTIES, INCLUDING THOSE BEYOND OUR ABILITY TO CONTROL OR PREDICT. IN PARTICULAR, THE CURRENT CHALLENGING ECONOMIC CONDITIONS, UNCERTAINTY REGARDING THE TIMING OF ECONOMIC RECOVERY AND THE POTENTIAL IMPACT OF THESE ECONOMIC FACTORS IMPAIRS THE RELIABILITY AND PREDICTABILITY OF ASSUMPTIONS UNDERLYING PROJECTIONS AND ESTIMATES OF FUTURE PERFORMANCE AND MARKET TRENDS. ACTUAL AND FUTURE RESULTS AND TRENDS COULD DIFFER MATERIALLY FROM THOSE DESCRIBED BY SUCH STATEMENTS. WE DO NOT UNDERTAKE ANY OBLIGATION TO UPDATE OR REVISE ANY FORWARD LOOKING STATEMENTS, WHETHER AS A RESULT OF NEW INFORMATION, FUTURE EVENTS OR OTHERWISE.

IN CONSIDERING THE EXPECTED OR ESTIMATED RETURN INFORMATION CONTAINED HEREIN, THE READER SHOULD BEAR IN MIND THAT SUCH PERFORMANCE IS NOT A GUARANTEE, PROJECTION OR PREDICTION AND IS NOT NECESSARILY INDICATIVE OF FUTURE RESULTS. THERE CAN BE NO ASSURANCE THAT VB WILL BE ABLE TO IMPLEMENT ITS INVESTMENT STRATEGY OR ACHIEVE ITS INVESTMENT OBJECTIVE. ACTUAL RETURNS FOR VB, AND INDIVIDUAL INVESTORS PARTICIPATING DIRECTLY OR INDIRECTLY IN VB MAY VARY SIGNIFICANTLY FROM THE EXPECTED OR ESTIMATED RETURNS SET FORTH HEREIN. ANY EXPECTED OR ESTIMATED RETURNS ARE BASED ON THE BELIEF OF THE INVESTMENT TEAM ABOUT THE RETURNS THAT MAY BE ACHIEVABLE ON INVESTMENTS THAT VB HAS MADE OR INTENDS TO PURSUE IN LIGHT OF EXPERIENCE WITH SIMILAR TRANSACTIONS, THEIR KNOWLEDGE OF THE SECTORS AND INDUSTRIES DISCUSSED HEREIN, FINANCING, OPERATING AND GROWTH TECHNIQUES AND THE ASSUMPTION THAT ECONOMIC, MARKET AND OTHER CONDITIONS WILL NOT DETERIORATE AND, IN SOME CASES, IMPROVE. EXPECTED OR ESTIMATED RETURNS ARE ALSO BASED ON MODELS, ESTIMATES AND ASSUMPTIONS ABOUT PERFORMANCE BELIEVED TO BE REASONABLE UNDER THE CIRCUMSTANCES. WE ANTICIPATE THAT THE EXPECTED OR ESTIMATED RETURNS WILL BE ACHIEVED THROUGH A COMBINATION OF CURRENT INCOME OVER TIME, PLUS CAPITAL APPRECIATION THROUGH, AMONG OTHER THINGS, GROWTH IN THE CASH FLOWS GENERATED BY VB INVESTMENTS. IN EVALUATING POTENTIAL RETURNS OF AN INVESTMENT, WE MAY CONSIDER A NUMBER OF FACTORS, INCLUDING, FOR EXAMPLE, PROJECTED CASH FLOWS, PROJECTED FUTURE VALUATIONS OF ASSETS AND BUSINESSES, RELEVANT OTHER MARKET DYNAMICS (INCLUDING INTEREST RATE AND CURRENCY MARKETS), ANTICIPATED CONTINGENCIES, AND REGULATORY ISSUES. ALL ASSUMPTIONS UNDERLYING EXPECTED OR ESTIMATED RETURNS ARE HYPOTHETICAL AND ACTUAL RESULTS (INCLUDING ACTUAL CASH FLOWS, ACQUISITION AND DISPOSITION TIMING, EXPENSES, VALUES, INVESTMENT PACE, LEVERAGE AND OTHER FINANCING TECHNIQUES AND MONETIZATION STRATEGIES) MAY VARY MATERIALLY FROM SUCH ASSUMPTIONS.

IRS CIRCULAR 230 DISCLOSURE: NEITHER VERTICAL BRIDGE REIT, LLC NOR ITS RESPECTIVE AFFILIATES PROVIDE TAX OR LEGAL ADVICE. ANY DISCUSSION OF TAX MATTERS IN THESE MATERIALS WAS NOT INTENDED OR WRITTEN TO BE USED, AND CANNOT BE USED, FOR THE PURPOSE OF (I) AVOIDING TAX-RELATED PENALTIES UNDER FEDERAL, STATE OR LOCAL TAX LAW OR (II) PROMOTING, MARKETING OR RECOMMENDING TO ANOTHER PARTY ANY TRANSACTION OR MATTER ADDRESSED HEREIN.

Table of Contents



Section	Index
1	Identification of the Firm
2	Executive Summary <ul style="list-style-type: none">- Our Mission- Executive Summary Overview- Executive Summary - Verizon Coverage Objective- Executive Summary - Why Partner with Vertical Bridge?- Executive Summary - Approach to Meet Project Requirements
3	Staffing Resources / Proposed Project Team
4	Experience <ul style="list-style-type: none">- Experience - Management Team- Experience - Overview- Experience and Growth 2016-2020- Experience - Similar Stealth Tower Projects
5	Technical Competence
6	Fiscal Stability <ul style="list-style-type: none">- Fiscal Stability - Business and Customer Portfolio

Table of Contents



Section	Index
7	<p>Appendices</p> <ul style="list-style-type: none">- Appendix A - Land Lease Payment Proposal Information- Appendix B - Proposed Land lease Agreement- Appendix C - Site Map locating proposed tower- Appendix D - Proposed Tower Views- Appendix E - Marketing- Appendix F - Examples of Previous "Like Projects" in California- Appendix G - References Form- Appendix H - Licenses, Certifications, Licenses, Documents Proving Qualifications- Appendix I - Example drawings/elevation of proposed 100' artificial tree cell tower

The background of the slide is a green-tinted image. On the left, a tall metal telecommunications tower with several antennas is visible. In the center, a pair of hands is holding a white smartphone. The entire scene is overlaid with a pattern of white, wavy lines that suggest signal waves or data flow.

Enabling Mobile
& Internet
Connectivity



Identification of Firm

1

Identification of the Firm



Legal Name: Vertical Bridge REIT, LLC

Legal Address: 750 Park of Commerce Drive, Suite 200, Boca Raton FL 33487

Legal Form of Company: Limited Liability Company

Phone Number: 757-589-0904

Email Address: Agarcia@verticalbridge.com

Website Address: <https://www.verticalbridge.com/>

Direct Email Address for Firm's Principal in Charge: Arubin@verticalbridge.com

Contact for Scheduling in-person Interview: Aron Garcia

The background of the slide is a green-tinted image. On the left, a tall metal telecommunications tower with several antennas is visible. In the center, a pair of hands is holding a white smartphone. The entire scene is overlaid with a pattern of white, wavy, concentric lines that suggest signal waves or data flow.

Enabling Mobile
& Internet
Connectivity



Executive Summary

2

Our Mission



Enabling Mobile
& Internet
Connectivity



Fast,
Friendly and
Flexible



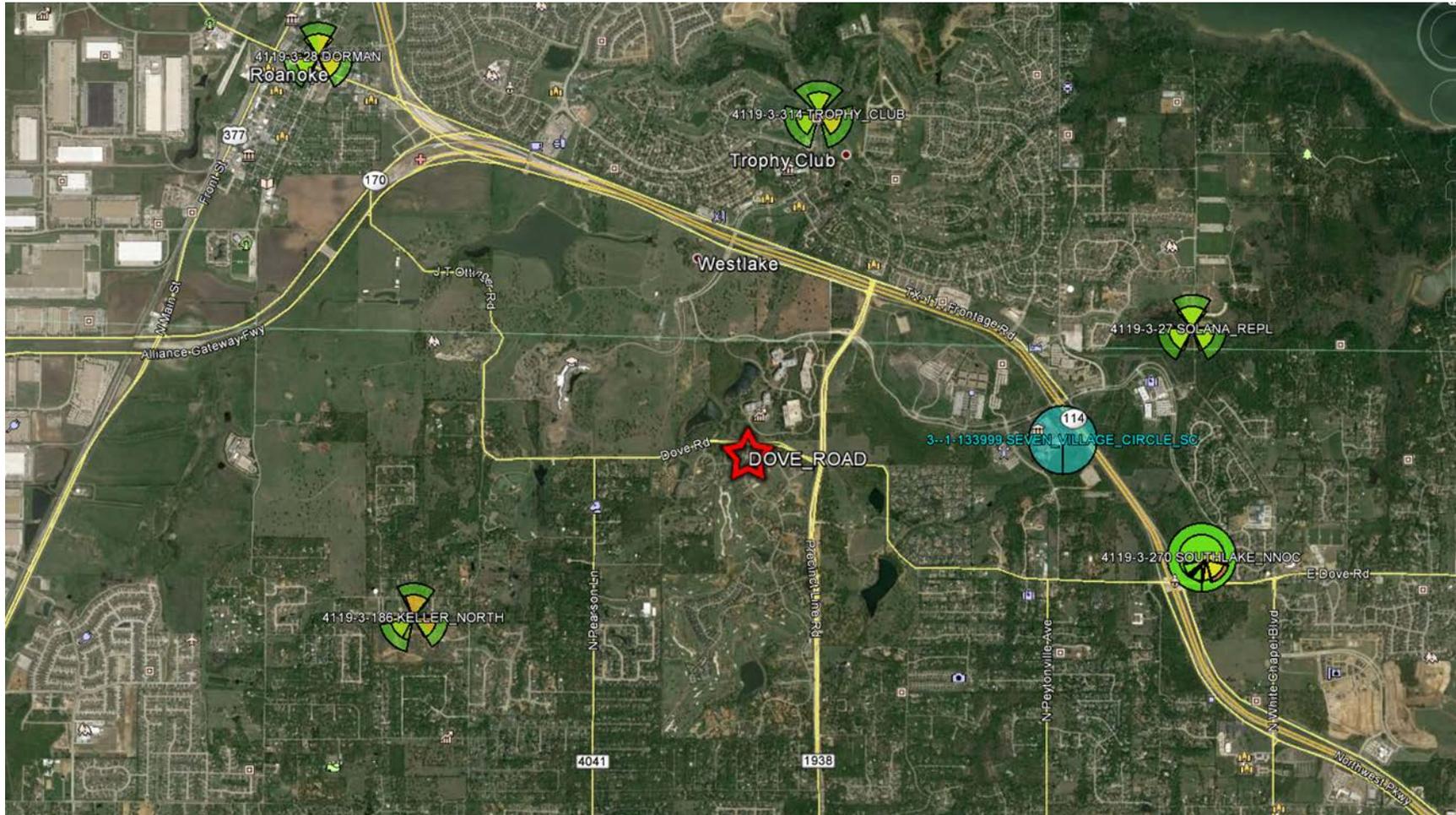
Executive Summary Overview



Vertical Bridge currently manages over 288,000 assets for wireless carriers and Verizon has identified a capacity and traffic issue in their coverage around Westlake, thus facilitating the need for a tower to provide additional coverage on Dove Rd and to offload traffic and capacity on existing towers near Dove Rd.

- Vertical Bridge has a reputation in the industry as the preferred partner for wireless tenants
- Large scale of nationwide assets
- Predictability in the leasing process – 45-day standard process from co-lo app to NTP
- MLAs with many national and regional wireless carriers
- Vertical Bridge’s carrier history will maximize leasing opportunities for this site and enhance the coverage in Westlake
- VB utilizes an automated leasing process
- VB has already secured interest from Verizon to build this tower and has strong relationships with other national and wireless carriers to market this site to them and enhance coverage from other carriers in Westlake as well
- The proposal is to lease a 50’ x 50’ ground space to build a 100’ Stealth structure just West of the existing fire station #1 accommodating up to 4 tenants and the Town’s proposed equipment

Executive Summary – Verizon Coverage Objective



Executive Summary - Why Partner with Vertical Bridge?



We take a distinct, decisive approach to partnering which leverages the best of Vertical Bridge and our partners

- Perfect blend of entrepreneurial spirit and energy with a stable financial profile
- Vertical Bridge has raised over \$2.4B in new equity and debt to support our growth
- Vertical Bridge is the top manager of third party wireless real estate in the U.S., with carriers looking to us to streamline processes with real property owners...
 - Quick turnaround (fastest in the sector)
- Industry leading owner portal and reporting
- Unique access to carrier's RF teams
 - Cross reference holes/blocked sites within portfolio
- Operational experience with a seasoned leadership team; senior management has been in the industry since 1994
- History of great relationships with our partners/customers
- Vertical Bridge provides a comprehensive suite of services
- Our way of working and ease of transacting, gets carriers to come back and repeat business

Executive Summary – Approach to Meet Project Requirements



- Project Management will be completed in-house
- FAA and FCC Filings will be completed in-house by our regulatory team
- Phase 1, NEPA/TCEQ will be contracted out to a qualified environmental vendor.
- Geotechnical Engineering will be contracted out to a qualified vendor.
- A&E Drawings will be contracted out to Allpro Consulting Group Inc. in Dallas, TX
- Tower Drawings and Tower Fabrication will be bid out and contracted out to a qualified Tower Manufacturer. VB has several Tower Manufacturers that they work with daily.
- Any zoning and permitting required will be handled by our site acquisition liaison at Allpro Consulting Group Inc.
- Construction will be bid out to qualified GCs and they will be overseen by an in-house Construction Management Team.
- Allpro Consulting Group Inc and Vertical Bridge Project Management will coordinate with Oncor to bring power to the site.

A green-tinted background image showing a hand holding a white smartphone in the foreground, with a radio tower and signal waves in the background.

Enabling Mobile
& Internet
Connectivity



Staffing Resources / Proposed Project Team

3

Staffing Resources / Proposed Project Team



- **Ariel Rubin - Vice President of Tower Development**
 - 4 years with VB (20 years in industry), oversees all tower development for Vertical Bridge
- **Patrick Bardone - Project Director - Development**
 - 5 years with VB (25 years in industry), oversees tower development projects for Vertical Bridge
- **Aron Garcia - Project Manager - Development**
 - 3 years with VB (21 years in the industry), oversees projects in TX, NM, AR and PR for Vertical Bridge
- **Tom Hoffman - Director of Construction**
 - 3 years with VB (31 years in the industry), oversees all construction activities for Vertical Bridge Development team
- **Todd Dettling - Construction Manager - Development**
 - 3 years with VB (22 years in the industry), oversees construction in TX, NM, OK, AR, KS, LA and PR for Vertical Bridge
- **Richard Hickey - Sr. Manager, National Regulatory Compliance**
 - 3 years with VB (24 years in the industry), oversees all regulatory compliance for VB
- **Dana Holland - Site Acquisition Manager at Allpro**
 - Vendor Partner in charge of site acquisition on this project
- **Joji George - PE at Allpro Consulting Group Inc**
 - Vendor Partner in charge of A&E services
- **Tower Manufacturer TBD upon bid request**

A green-tinted background image showing a hand holding a white smartphone in the foreground, with a radio tower and signal waves in the background.

Enabling Mobile
& Internet
Connectivity



Experience **4**

Experience – Management Team

Over 200 years of combined experience in communications infrastructure

MANAGEMENT TEAM



Marc Ganzi
*Executive Chairman
Founder and former CEO of
Global Tower Partners
20 years telecom experience*



Alex Gellman
*Chief Executive Officer
and Co-founder
25 years of telecom experience*



Bernard Borghei
*Executive Vice President Operations
and Co-founder
25 years of telecom experience*



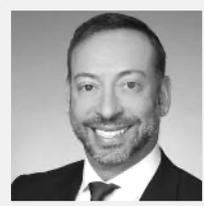
Mike Belski
*Executive Vice President Leasing
& Marketing and Co-founder
20 years of telecom experience*



Michael Romaniw
*Chief Financial Officer
2 years of telecom experience*



Robert Paige
*Senior Vice President of M&A
30 years of telecom experience*



Dan Marinberg
*Senior Vice President and
General Counsel
4 years telecom experience*



Johnny Crawford
*Senior Vice President of
Development
25 years telecom experience*



Jim McCulloch
*Senior Vice President of
Real Estate
8 years telecom experience*



Buddy Norman
*Vice President of Real Estate
Development
3 years of telecom experience*



Tim Shine
*Vice President of IT
25 years of Information
Technology experience*

Experience – Overview



Vertical Bridge is the largest private owner, operator and manager of towers and wireless communications sites in the United States

19,451

*Owned and
Master Leased
Towers*

288,000+

Sites

73%

*Telephony or
Investment
Grade*

180

Employees

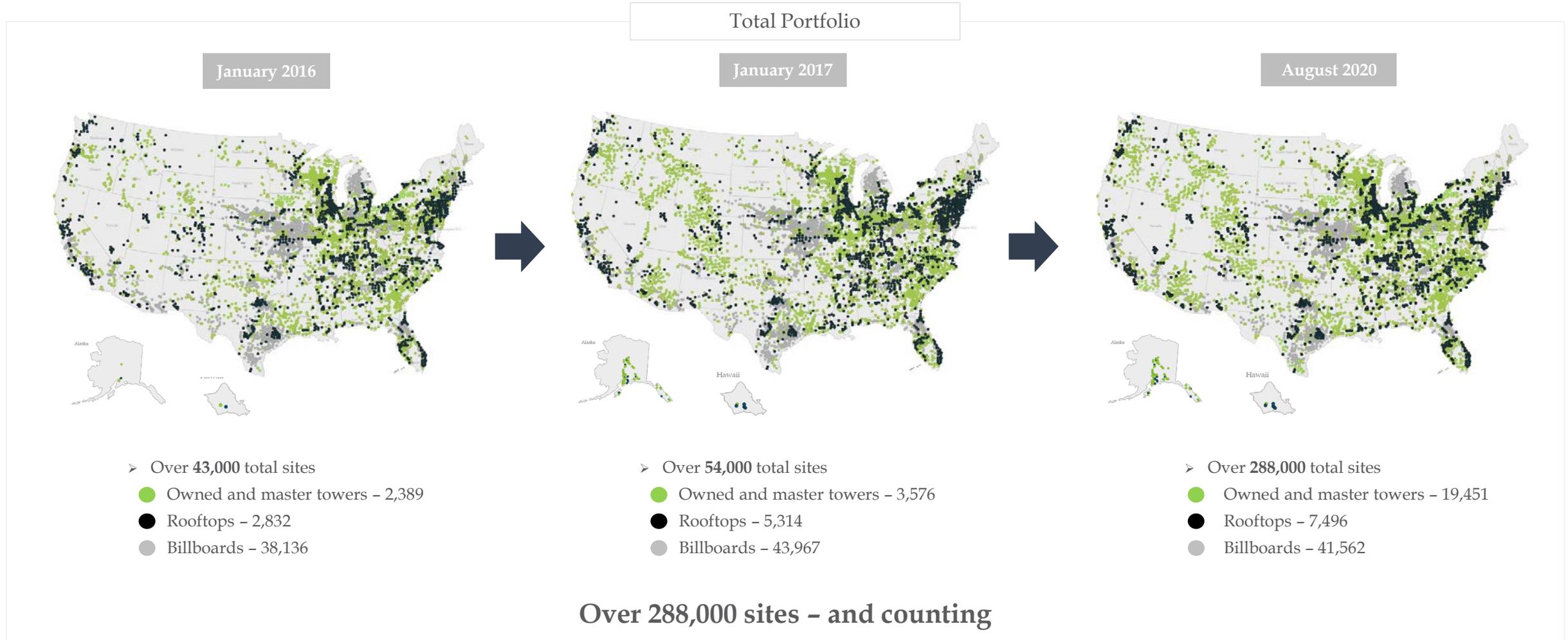
3.3B+

*Committed
Capital*

- Founded in 2014, by the former team that managed Global Tower Partners, Vertical Bridge has more than 200 years of collective experience
- “Fast, Friendly and Flexible” approach resonates with carriers seeking long term partnerships and better alternative to public towercos
- Vertical Bridge has been built upon the model that brought success to GTP (personnel, systems, processes, pipeline & access to capital)
- Since inception, Vertical Bridge has capitalized on proprietary deal flow and an active M&A environment, completing over 250 acquisitions
- Successfully completed our fifth securitization in June 2020, locking in long-term debt capital at low fixed interest rates

Experience and Growth - 2016-2020

Growth through execution and disciplined capital allocation



Experience – Similar Stealth Tower Projects



- Role of the firm and relationship to client – Build to Suit Business Partner for major wireless carriers
- Project Scope description – To enhance coverage objectives for our clients
- Staffing and major sub-consultants used – Vertical Bridge in-house staff and its vendor partners
- Duration of project – Generally 12-18 months
- Contact name, position, entity name, telephone number, facsimile number and email – Vertical Bridge Lease agreements provide that property owner contact information remains confidential
- Examples of similar projects provided in appendix F
- References have been supplied in appendix G

Enabling Mobile
& Internet
Connectivity



Technical Competence

5

Technical Competence

- Members of our executive and senior management team will be directly involved in this project.
- Proposed Project team is seasoned but will also be able to interact with senior leadership to ensure the project stays on target and meets the needs of the Client and landlord.
- Once project is completed, in-house marketing and leasing teams are in place to secure additional carriers to bring additional coverage to campus.



Dan Marinberg
*Senior Vice President and
General Counsel
4 years telecom experience*



Johnny Crawford
*Senior Vice President of
Development
25 years telecom experience*



Bernard Borghei
*Executive Vice President Operations
and Co-founder
25 years of telecom experience*



Mike Belski
*Executive Vice President Leasing
& Marketing and Co-founder
20 years of telecom experience*

The background of the slide is a green-tinted image. On the left, a tall metal cell tower with several antennas is visible. In the center, a pair of hands is holding a white smartphone. The entire scene is overlaid with a pattern of white, wavy lines that suggest signal waves or data flow.

Enabling Mobile
& Internet
Connectivity



Fiscal Stability

6

Fiscal Stability - Business and Customer Portfolio



Our key customers and partners are leaders in their industry, recognized telecommunications carriers, broadcasters, internet-of-things, and back-haul providers

Key Customers & Tenants

Telephony/Broadband Wireless	Broadcasting	Fiber Access

Partners

Real State	
Marketing Agreement	Billboards / Outdoor (Small Cell Deployment)
Power Utilities	

Enabling Mobile
& Internet
Connectivity



Appendices **7**

Appendix A: Land Lease Payment Proposal Information 80' Stealth Tower



1. Initial Monthly Land Lease Payment with Single Carrier: \$ 900 .
2. Initial Term (Years): 5 .
3. Percentage Increase Every Renewal Period: 7.5% per 5-year term .
4. Number of Renewing (5) Year Terms: 9 .
5. Total Length of Land Lease Terms: 50 .
6. Other: Lease area of 30' x 40' for up to 3 carriers.

50' rad center reserved for Town's EMS network equipment.

Appendix A: Land Lease Payment Proposal Information 100' Stealth Tower



1. Initial Monthly Land Lease Payment with Single Carrier: \$ 1,000 .
2. Revenue Sharing Per Additional Carrier on 3rd and 4th Carrier: \$ 300 .
3. Initial Term (Years): 5 .
4. Percentage Increase Every Renewal Period: 7.5% per 5-year term .
5. Number of Renewing (5) Year Terms: 9 .
6. Total Length of Land Lease Terms: 50 .
7. Other: Lease area of 50' x 50' for up to 4 carriers

50' rad center reserved for Town's EMS network equipment.

Appendix A: Land Lease Payment Proposal Information 120' Stealth Tower



1. Initial Monthly Land Lease Payment with Single Carrier: \$ 1,100 .
2. Revenue Sharing Per Additional Carrier on 3rd and 4th Carrier: \$ 300 .
3. Initial Term (Years): 5 .
4. Percentage Increase Every Renewal Period: 7.5% per 5-year term .
5. Number of Renewing (5) Year Terms: 9 .
6. Total Length of Land Lease Terms: 50 .
7. Other: Lease area of 50' x 50' for up to 4 carriers

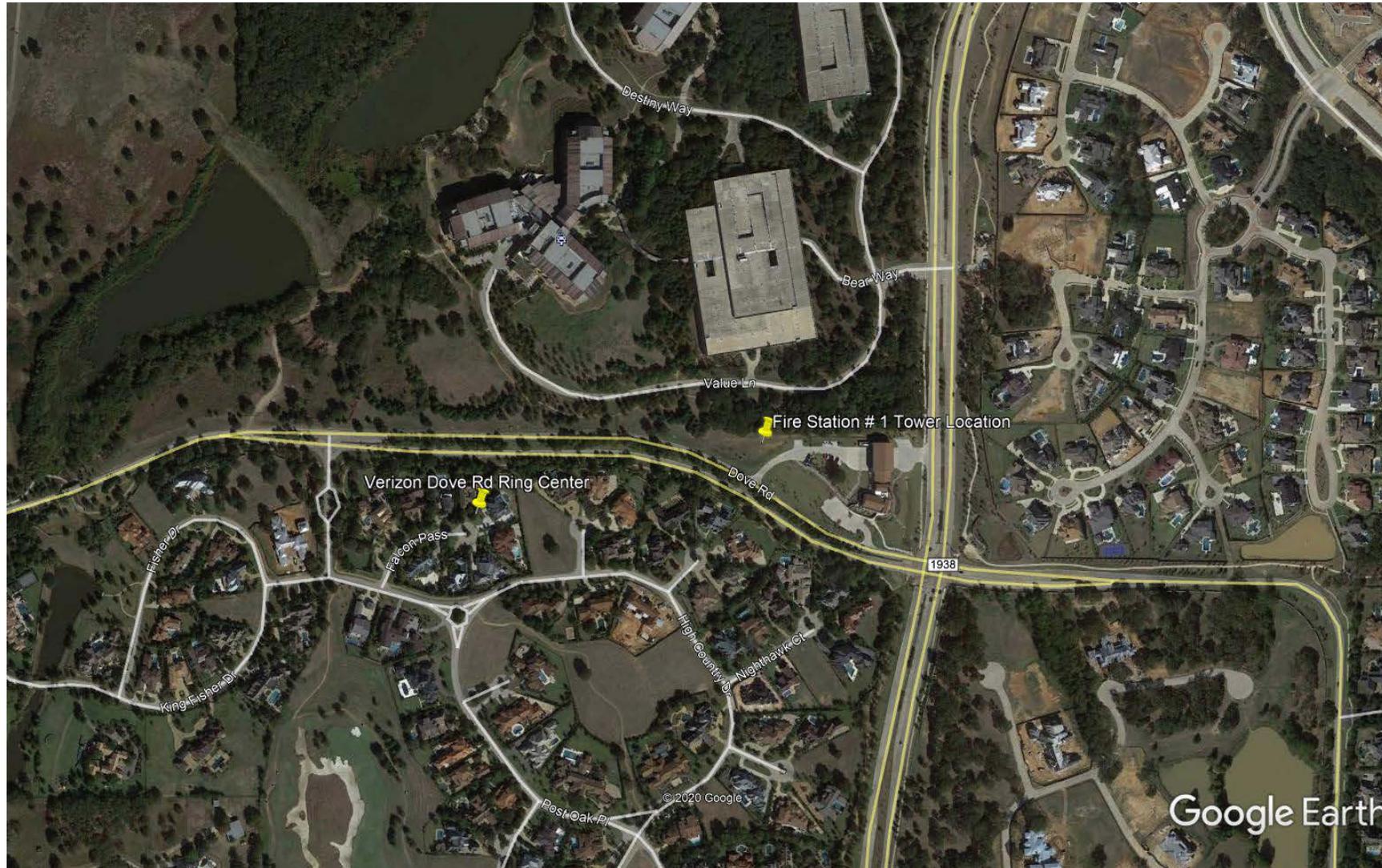
70' rad center reserved for Town's EMS network equipment.

Appendix B: Proposed Land Lease Agreement (By Firm)

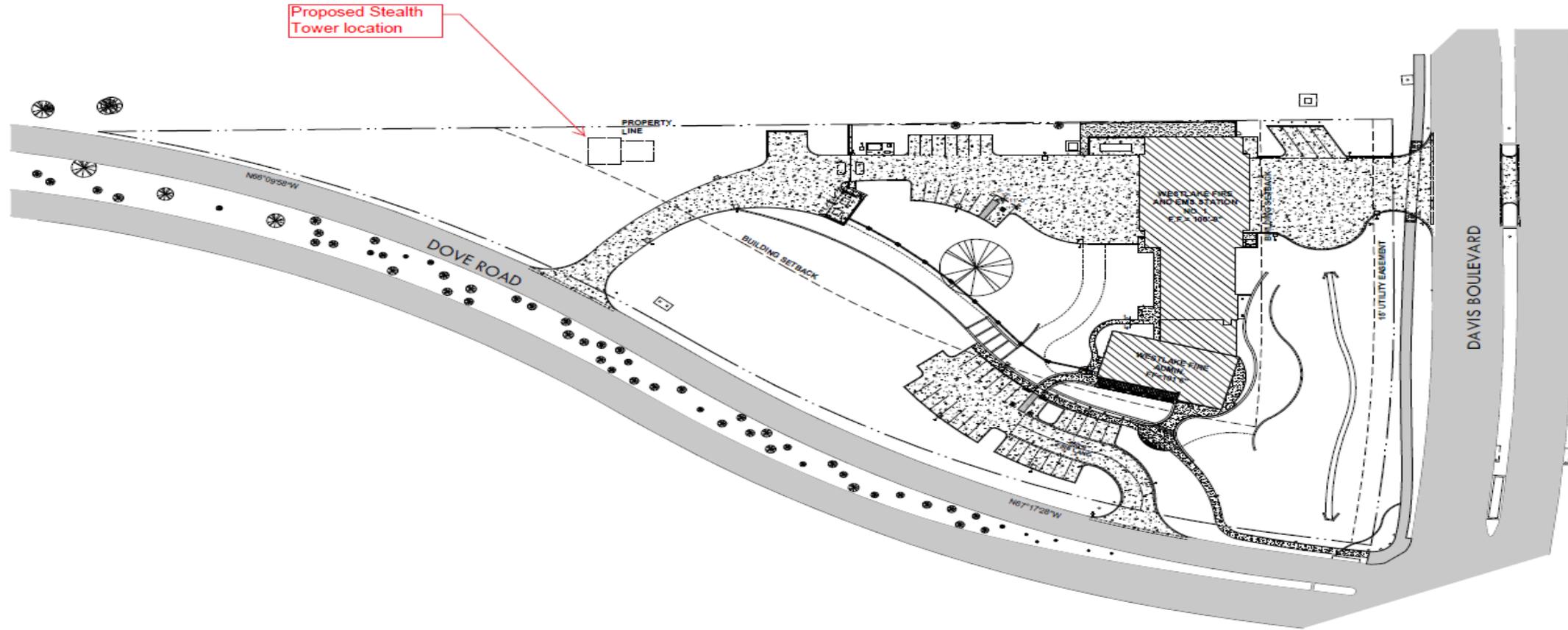


As requested, the proposed land lease has been attached to the end of this packet.

Appendix C: Site Map



Appendix C: Site Map



Appendix D: Proposed site location view from Dove & Davis



Appendix D: Proposed site location view from Fidelity parking garage



Appendix E: Marketing Once Built

Vertical Bridge markets to local and executive levels at all major carriers

- VB has meaningful relationships at all levels for the four (4) national carriers
- VB executives regularly meet with executives at all major wireless carriers
- VB is a regular sponsor and attendee at national and local industry events
 - VB sales team attends upwards of 20+ industry shows per year including:
 - MWC - Barcelona, MWC - Americas, CCA, NAB, WISPAPALOOZA, etc.
- VB has a National Account Manager (NAMs) for each of the four (4) national carriers
 - NAM's responsibility is to report top to bottom with the carriers, be a point of contact, escalation, to build positive relationship with carrier and to drive leasing
- VB RLMs spend 70% of their time on the road interacting with customers
 - RLM's primary responsibility and compensation is to hit leasing milestones
 - VB leasing team is required to hit specific targets for in-person visits
 - Approach has been proven to increase the visibility for the sites that VB is marketing and enhances the likelihood of generating "hits"

Headquarters

Regional

Local

Appendix E: Marketing – Lease Execution

Three-Legged Stool

Regional Leasing Manager (RLM)

- Manages customer relationships
- Actively markets the portfolio
- Initial point of contact for co-location application and pricing
- Territory-based

Regional Operations Manager (ROM)

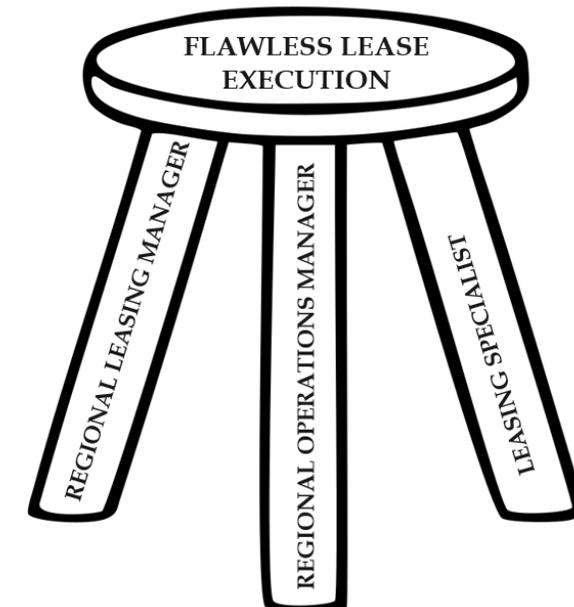
- Manages site operations and maintenance
- Approves co-location application and manages structural engineering process
- Oversees regulatory compliance and customer installation
- Territory-based

Leasing Specialist (LS)

- Preparation of new leases and amendments
- Interacts with customer leasing representative
- Manages workflow to ensure timely completion of tasks
- HQ-based

Teamwork = 45-day turnaround

- Each region has a team
- Each team is incented with the same goal
- Promotes efficient and effective lease execution



Appendix F – Examples of Previous “Like Projects”



US-TX-5289 Chiu

31.776313393

-106.312219658

El Paso, TX

50' Stealth Tower

Appendix F – Examples of Previous “Like Projects”



US-NM-5023 Willow Creek

35.064512, -106.578313

Albuquerque, NM

43' Stealth Tower

Appendix G: References



- Representative sample of VB master lease partners

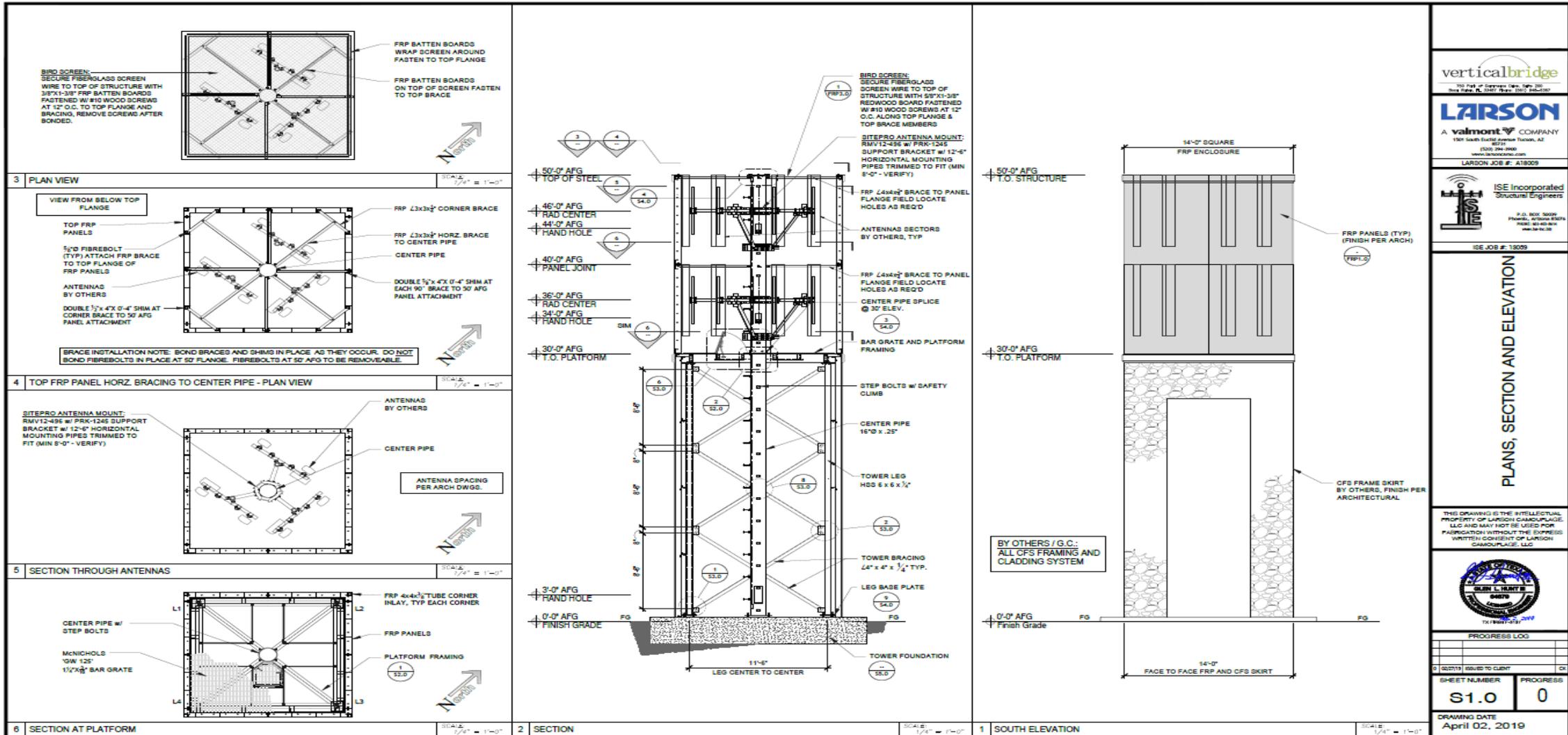
REVANTAGE CORPORATE SERVICES	CENTURYLINK	DOMINION	UNIVISION	THE DAVIS COMPANIES
<p>Market and right to master lease 700+ buildings</p>	<p>Market and right to master lease 1,200+ towers</p>	<p>BTS and right to master lease on all assets within operating region</p>	<p>Market and right to master lease 60+ towers</p>	<p>Market and right to master lease 100+ buildings and manage pre-existing leases</p>
<p>Length of relationship: 5 years Address: 233 S Wacker Dr #4700 Chicago, IL 60606 Executive Contact: Michael Stone Senior Corporate Counsel (561) 400-0791 mstone@revantage.com Financial Contact: Michael Stone Senior Corporate Counsel (561) 400-0791 mstone@revantage.com Operational Contact: Michael Stone Senior Corporate Counsel (561) 400-0791 mstone@revantage.com</p>	<p>Length of relationship: 5 years Address: 100 CenturyLink Dr, Monroe, LA 71203 Executive Contact: Dennis Davis Product Manager (913) 353-7371 Dennis.J.Davis@CenturyLink.com Financial Contact: Dennis Davis Product Manager (913) 353-7371 Dennis.J.Davis@CenturyLink.com Operational Contact: Dennis Davis Product Manager (913) 353-7371 Dennis.J.Davis@CenturyLink.com</p>	<p>Length of relationship: 3 years Address: 120 Tredegar St, Richmond, VA 23219 Executive Contact: Mark Allen Director Project Development & Execution (804) 257-4711 Mark.Allen@DominionEnergy.com Financial Contact: Mark Allen Director Project Development & Execution (804) 257-4711 Mark.Allen@DominionEnergy.com Operating Contact: Mark Allen Director Project Development & Execution (804) 257-4711 Mark.Allen@DominionEnergy.com</p>	<p>Length of relationship: 3 years Address: 605 Third Ave, New York, NY 10158 Executive Contact: Marc Manahan CFO, Local Media (201) 287-4309 MManahan@Univision.net Financial Contact: Jacqueline Perez Senior Accountant (201) 347-6307 JAPerez@Univision.net Operating Contact: Marc Manahan CFO, Local Media (201) 287-4309 MManahan@Univision.net</p>	<p>Length of relationship: 5 years Address: 125 High St, Boston, MA 02110 Executive Contact: Gary Hofstetter SVP, Asset Management (617) 451-1300 x 284 GHofstetter@TheDavisCompanies.com Financial Contact: Gary Hofstetter SVP, Asset Management (617) 451-1300 x 284 GHofstetter@TheDavisCompanies.com Operating Contact: Gary Hofstetter SVP, Asset Management (617) 451-1300 x 284 GHofstetter@TheDavisCompanies.com</p>

Appendix H: Licenses, Certifications, Documents Proving Qualifications (By Firm)



- In June 2020, Vertical Bridge became certified as a CarbonNeutral® company by Natural Capital Partners, the leading experts on carbon neutrality and climate finance.
 - <https://verticalbridge.com/vertical-bridge-takes-unprecedented-step-forward-tower-industry-becoming-carbon-neutral-certified>

Appendix I: Example Drawings of Similar Project



verticalbridge
100 First of September Drive, Suite 200
Scottsdale, AZ 85257
(602) 994-9888
www.verticalbridge.com

LARSON
A valmont COMPANY
1301 South Everly Avenue, Tucson, AZ 85711
(520) 394-3861
www.larsoncfs.com
LARSON JOB #: A18005

ISE Incorporated
Structural Engineers
P.O. BOX 30009
Phoenix, Arizona 85074
PHOENIX, AZ 85068
www.ise-inc.com
ISE JOB #: 13009

PLANS, SECTION AND ELEVATION

THIS DRAWING IS THE INTELLECTUAL PROPERTY OF LARSON CANNONPLAGE, LLC AND MAY NOT BE USED FOR FABRICATION WITHOUT THE EXPRESS WRITTEN CONSENT OF LARSON CANNONPLAGE, LLC.

SEAN L. HARTZ
P.E.
10/15/2019

PROGRESS LOG

0 (REV) ISSUED TO CLIENT	0
SHEET NUMBER	PROGRESS
S1.0	0
DRAWING DATE	
April 02, 2019	