

TOWERSITE

Background:

OTHERSIDE was tasked with re-negotiating a new landowner agreement in order to secure the lease site access for a Municipal emergency tower site.

Key Value Proposition:

- OTHERSIDE successfully negotiated a renewed 25-year land agreement with the existing landowner at the same cost and the same or better terms for our client.
- During this negotiation OTHERSIDE was able to identify a commercially equitable arrangement with a 3rd party whereby this 3rd party would market unutilized tower access to other parties resulting in a new long-term revenue stream for our client.

