Financial Offer to Beaufort County School District

CitySwitch proposes a financially aligned partnership structure that allows Beaufort County School District to **monetize school property through wireless leasing without cost, risk, or operational burden on the District.**

As part of this program, **CitySwitch will fully fund all expenses associated with the development of wireless telecommunications facilities** on District property. This includes:

- Site marketing and carrier engagement
- Due diligence and RF validation
- Engineering, structural design, and architectural review
- Environmental studies, NEPA/SHPO filings, and FCC compliance
- Zoning, permitting, and regulatory coordination
- Full site construction and commissioning
- Long-term operations, maintenance, and compliance management

Unlike other programs that impose funding caps, construction limits, or shared capital burdens on the public entity, **CitySwitch places no cap on development cost.** All towers will be delivered to carrier standards at CitySwitch's sole expense, as revenue will be derived from commercial wireless tenant leasing—not from school funding resources.

Rental Terms to the District

CitySwitch proposes the following compensation model to Beaufort County School District:

Compensation Type	Amount
Annual Ground Rent to BCSD (per site)	$1,500 per month
Annual Escalator	2.0%
Revenue Sharing (Tenants 2,3,4+	30%
Public Safety / District Equipment Colocation	Free, below commercial tenants

Rent will be paid to BCSD on a **per-site basis** after CitySwitch executes a commercial carrier lease on the tower. This structure ensures that the District benefits from **predictable, recurring revenue** that reflects actual market demand.

Public Safety Support

In addition to commercial colocation, CitySwitch will provide **free tower space for public safety or District communication equipment**, whether for emergency response, school security, transportation fleet communication, or administrative network enhancement.

No Costs to the District

BCSD will **not** incur:

- Construction costs
- Equipment or structural costs

- Legal, permitting, or engineering fees
- Operations or maintenance expenses

CitySwitch will **own, operate, and maintain** the infrastructure for the life of the assets.

Term Offer to Beaufort County School District

To establish a long-term, stable infrastructure and revenue agreement, CitySwitch proposes:

- **Initial Lease Term:** 10 years
- **Renewal Options:** Four (4) subsequent terms of 5 years each
- **Total Potential Term: 30 years**

Financial Commitment

- Ground rent escalates **2.0% annually** during initial and renewal terms
- BCSD receives **adjusted rent based on the initial ground rent + additional revenue sharing of additional wireless tenants after the anchor.**
- CitySwitch assumes responsibility for upgrades, equipment changes, and long-term lifecycle maintenance throughout the term

This structure provides **revenue growth** while enabling multi-carrier build-out and technology expansion over time.

3.7 Land Lease Area

CitySwitch's standard site footprint requires approximately **50' x 50'** of fenced compound area. This space supports:

- A single collocatable monopole structure
- Equipment cabinets for up to four (4) commercial carriers
- Space allocation for District or public safety communications at **no cost**

Flexibility for School Design Considerations

CitySwitch recognizes that each school property may have unique spatial or aesthetic considerations. While the 50' x 50' configuration is ideal, CitySwitch remains flexible in adapting the layout to accommodate:

- Aesthetic screening or landscape features
- Relocated or remotely sited equipment enclosures for reduced visibility
- Architectural concealment or modified structural design at sensitive campuses
- Subset footprints or shared-use setbacks in compact or urban school locations

All final siting decisions will be made in consultation with Beaufort County School District to ensure that **operational safety, student access, and school functionality come first.**

CitySwitch is committed to delivering infrastructure that respects the learning environment, enhances safety and connectivity, and provides meaningful long-term financial benefit to the District.

SAMPLE PRO-FORMA

📊 Pro-Forma Revenue Curve – Beaufort County School District

Assumptions

- **25** known BCSD candidate sites
- **80% commercial hit rate → 20 revenue-producing sites**
- **Ramp deployment:** 20% of total per year over first **5 years** → 4 sites/year
- **Base ground rent:** $1,500/month per tower = **$18,000/year** (Year 1 per site)
- **Annual escalator: 2%** on base rent
- **Additional tenant:** 1 added per tower within 5 years
- **Additional rent per site:** +$750/month = **$9,000/year**, applied **starting Year 6**
- All amounts below are **annual** and represent **gross rent to BCSD**.

📈 Year-by-Year Snapshot (Selected Years)

Ramp-Up Years (1–5): Base rent only, growing site count

Year	Active Sites	Annual Base Rent per Site	Extra Tenant Rent per Site	Total Rent per Site	Total Annual Revenue
1	4	$18,000	$0	$18,000	**$72,000**
2	8	$18,360	$0	$18,360	**$146,880**
3	12	$18,727	$0	$18,727	**$224,726**
4	16	$19,102	$0	$19,102	**$305,628**
5	20	$19,484	$0	$19,484	**$389,676**

Mature Years (6+): All 20 sites active, with **one additional tenant per tower**
From **Year 6 onward**, each site earns:

Base Rent (with escalator) + $9,000/yr extra tenant rent

Year	Active Sites	Annual Base Rent per Site	Extra Tenant Rent per Site	Total Rent per Site	Total Annual Revenue
6	20	$19,874	$9,000	$28,874	**$577,474**
10	20	$21,496	$9,000	$30,496	**$609,917**
20	20	$26,215	$9,000	$35,215	**$704,303**
30	20	$31,965	$9,000	$40,965	**$819,304**

By Year 30, each fully built site is generating **~$40,965/year**, and the 20-site portfolio is generating **~$819,304/year** for the District.

💰 30-Year Cumulative Revenue (Pro Forma)

Under these assumptions, the **30-year projected cumulative ground rent to Beaufort County School District** is approximately:

🟢 **$18.37 million** over 30 years

This assumes:

- CitySwitch funds **100% of development and construction costs**
- BCSD receives this revenue **without any capital outlay or operating expense**
- Additional carrier tenant rent (+$9,000/site/year) begins in **Year 6** and escalates with the base rent indirectly (only base rent escalates, extra rent is flat in this version—if you want, we can also escalate the extra rent).