



Buncombe County Board of Commissioners

Request for Board Action

Meeting Date: 10/3/2023

Consent Agenda

Department: Information Technology

Presenter: Vance Bell, Information Technology **Contact(s):** Vance Bell, Curt Euler

Subject: Tower Utilization Contract

Brief Summary: To increase rural broadband and cellular availability, Buncombe County IT is looking to engage in a telecommunications marketing master agreement with Milestone Towers, a company that will provide management support to Buncombe County's communication towers. Milestone Towers will actively market available space on existing towers sites to communication providers such as AT&T and Verizon and analyze where additional towers could be built on County land to further enhance communication infrastructure. Companies leasing tower sites will build out fiber and other infrastructure to the tower sites enabling broadband expansion. Additionally, this is revenue generating with an anticipated \$14-\$21 million dollars of revenue over 20 years.

Recommended Motion & Requested Action: Approve the resolution authorizing the County Manager to enter into a Telecommunications Marketing Master Agreement with Milestone Development, Inc.

County Manager's comments and Recommendation: Approve as presented.