



## CASE STUDY

# CITY OF STREETSBORO SCORES A TOUCHDOWN WITH TOWERCO

## ABOUT TOWERCO

Founded in 2004, TowerCo is a wireless infrastructure company that builds, owns and manages communication towers and properties for colocation including over 6000 land and rooftop assets and over 1300 owned and managed towers. The company offers build-to-suit, colocation, and wireless consulting to bridge the gap between carriers, landlords and municipalities with infrastructure that makes communication better for individuals and communities. The company has extensive experience working with wireless carriers, state agencies, municipalities, schools and private landowners. TowerCo works in close partnership with clients and stakeholders, utilizing knowledge of site acquisition, zoning, and construction to facilitate a smooth process for everyone involved. Visit <https://towerco.com> to learn more.

## OVERVIEW / BACKGROUND

Streetsboro Schools had recently passed a school levy to construct a new high school on the outskirts of the city limits. As the project progressed, Streetsboro schools quickly ran into a series of cost overages for specific parts of the development which began putting accessory facilities in jeopardy from being constructed. R. Michael Daulbaugh, the superintendent of Streetsboro schools, hosted a meeting with city officials to identify potential revenue sources to complete the high school which ranged from fundraisers to selling bricks within the new stadium.

## CHALLENGE

Upon the city officials visiting the location, the mayor realized the poor cellular coverage and suggested that the school should contact TowerCo to build a tower on the school property to get additional monies for the project and better cell coverage. The superintendent quickly contacted TowerCo through the mayor's office to see if there was an opportunity for a tower to be built on the school grounds.



**“The Streetsboro school district has a chance to cash in on a “zero-risk” method that could potentially provide about \$200,000 or more over a 10-year period”**

— R. Michael Daulbaugh, Superintendent, Streetsboro City Schools

A meeting was scheduled with the developer and the school officials to look at potential solutions to market the property for a tower. TowerCo discovered that the football field was the last part of the project to be built and was also the source of the budget overages.

## SOLUTION

TowerCo proposed to develop one of the light poles on the football stadium as a cellular tower. This solution would accomplish a series of goals for the school's budget by TowerCo, not only paying the school for the ground lease, but also covering a substantial cost for the light pole being built along with the infrastructure that supported the construction of the pole including the foundation, conduit, lighting, and the construction cost.

Within 3 months, **TowerCo was able to generate interest from T-mobile** who signed a lease to fund a substantial portion of the school's development without using taxpayer money.

## IMPACT

- TowerCo will lease the light pole which would build a monthly income stream, creating the potential to raise hundreds of thousands of dollars for the district in the long term.
- The school receives additional income every month for each tenant that subleases space on the pole from TowerCo, which will provide additional revenue to the district.

[Learn more about how TowerCo works with municipalities at https://towerco.com/municipalities](https://towerco.com/municipalities)

TowerCo, 5000 Valleystone Dr, Suite 200, Cary, NC 27519 | 919-653-5700

