



Puget Sound Engineers Association

September 2024

Patriot Communications Overview

Patriot is a leading wireless lease management company that enhances long-term residual income via actively managing and marketing commercial real estate assets on behalf of 3rd-party owners

Company Background:

- Founded in September 2004 with headquarters in Dayton, OH
 - Service-based nationwide wireless rooftop management company focused on optimizing wireless lease activity on behalf of 3rd-party owners
 - Largest customers: Verizon, T-Mobile, AT&T & Dish
- Patriot works with clients in hospitality, commercial real estate, and municipal government to hold wireless tenants and tower companies accountable to their lease terms and drive incremental revenue via site leasing and amendment activities
 - All the while, Patriot strictly manages site access and payment direction for their clients to ensure site security and accurate payment collections
- **Patriot actively manages 250+ rooftops nationwide**

Specialists in Rooftop Communications Infrastructure



Hilton Louisiana



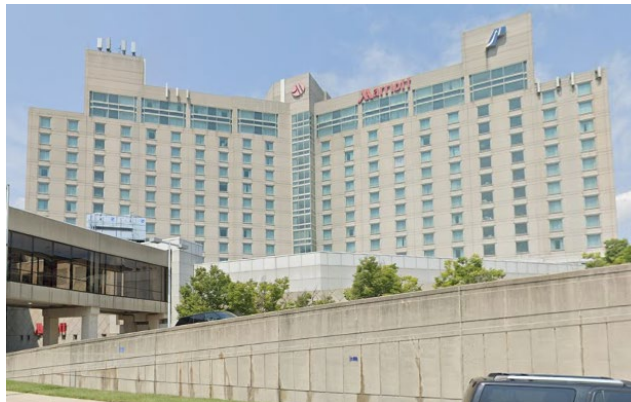
Marriott Maryland



Hilton Virginia



Graduate Pennsylvania



Marriott Pennsylvania



Graduate Maryland

Patriot Communications Team

The Patriot team ensures owners maximize value of each tenant lease while minimizing an owner's day-to-day involvement in time consuming site management activities

Patriot Services



Brenton Atcheson
VP, Corporate
Development
8 Years Experience

- Investment Banking, Raymond James

RAYMOND JAMES®



Laura Wissmann
President, Patriot
Communications
22 Years Experience

- Vice President, Patriot Communications
- Manages carrier relationships and lease negotiations
- Manages new client on-boarding



Jason Kerns
Property Services
Manager
15 Years Experience

- Perform site audits for every managed property
- Manages new colocations and amendments
- Assists in site access procedures



Krystal Muccioli
Sales Manager,
Patriot
Communications
11 Years Experience

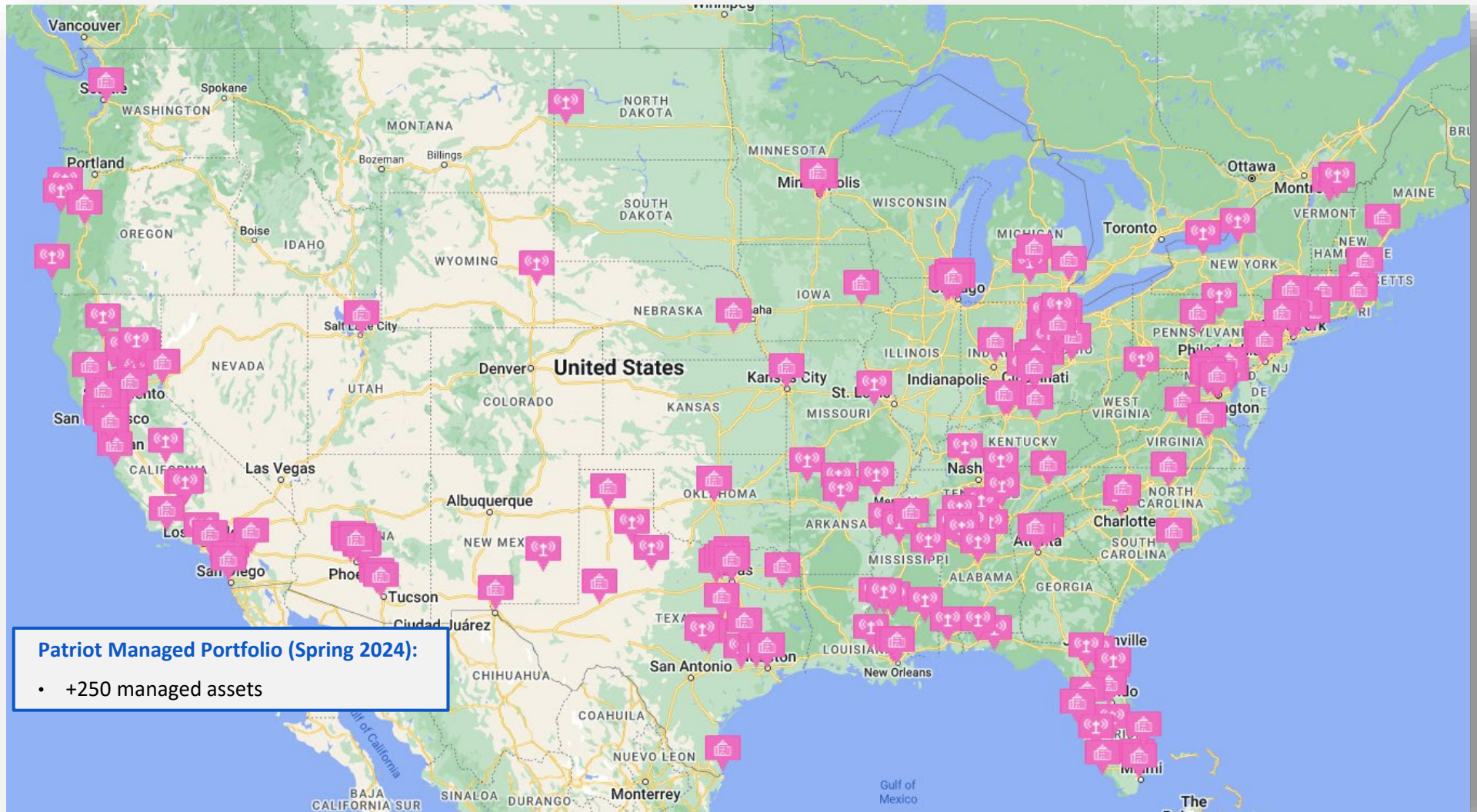
- Engages in new business and development
- Identifies needs of clients with top-quality solutions



- ❖ Site audit services
- ❖ Lease negotiations and revenue optimization
- ❖ Site access protocols
- ❖ Site marketing for additional tenants
- ❖ Rent collections and disbursement

+ Property Services and Account Managers & in-house legal and engineering teams

Patriot Managed Asset Portfolio



Wireless Asset Management Services

Patriot gives each property owner access to the same tools, professionals and relationships that we use for our own communications facilities

Site Audit & Lease Review

Once a management agreement is executed, Patriot will send specialized audit teams to each location to audit all existing tenant installations to ensure they are currently compliant with the terms of each respective lease. ***If a tenant is found to be out of compliance, Patriot will work on behalf of the owner to amend the tenant's lease, often resulting in either a one-time payment from the tenant for the violation and / or a lease amendment increasing the recurring rent.***

Lease Negotiations

Patriot maintains a database of 2,000+ wireless leases across the country, which gives us the ability to maximize lease pricing based on asset location and tenant installation specifications. The Patriot team will manage all tenant lease negotiations on behalf of the property owner to maximize lease value and ensure leases are structured to enable future upside via wireless tenant amendment activity.

Site Access

Patriot provides owners with best-in-class site access services in order to track any site access activity by the carriers or related vendors. Patriot's site access protocols are one of the most stringent in the industry, so that owners can maintain peace of mind knowing who is on their roof, when they are there and why they need to be at the site – All of which can be provided via access logs to the owner at their request.

Rent Collections

Often owners contract Patriot to collect and remit all tenant rents in order to facilitate timely payment from the carriers and assist the owner in auditing any rent increases either from escalations or via lease amendment activities. Patriot currently manages over \$10,000,000 in annual rent collections and disbursements across managed assets.

Site Marketing & New Leases

Patriot maintains direct contact with wireless managers across the United States in order to drive new tenant leases to both tenanted and "naked" rooftop locations. The owners' assets are directly marketed alongside Patriot's portfolio, providing the best chance of potential new leasing opportunities.

Patriot Fee Structure

Patriot does not charge an upfront management or marketing fee for its services and only makes money when it is able to drive incremental revenue to the property

Fee Methodology

- Unlike other site management platforms, ***Patriot does not charge an upfront management or marketing fee***
- The Patriot team only makes a fee when they drive measurable incremental value to the property, via:
 - New leasing
 - One-time tenant payments for installations out of compliance at the time of the site audit
 - ❖ Back utilities, missed amendments / escalations or equipment outside of the stated lease area or loading specifications
 - Lease extensions with incremental base rent
 - Amendments for new equipment

Fee Structure & Example Calculations

- **Revenue Sharing: 25% - Recurring Payments**
 - 25% revenue share payment applied to applicable revenue during the term of the contract
 - Carrier A is paying \$1,500/m., Patriot increases their rent by \$500/m. via an amendment – Patriot would receive \$125/m. and the property owner would receive the original \$1,500/m + \$375/m. for the life of the lease
- **Revenue Sharing: 40% - One-time Payments**
 - 40% share of one-time tenant payments for installations out of compliance at the time of the site audit

Key Highlights



Experienced Management Team



100% Focused on Driving Incremental Revenue



End-to-End Contract Negotiation Capabilities



Actively Manage & Control Carrier Entitlements



24/7/365 Managed Site Access



Q & A

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Please reach out for a free evaluation of
your property today!

Krystal Muccioli
National Sales Manager

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