

# OUR PRACTICE

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## Telecommunications

**Baker Donelson attorneys have advised clients in the wireless telecommunications industry since the early days of analog technology and continue to do so in the midst of today's highly dynamic wireless technologies.**

Our experience spans the southeast U.S., including Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee and Virginia.

Our team of more than 35 lawyers and professionals represents wireless carriers and tower companies in a broad array of legal and regulatory issues specific to the industry, including:

**Real estate and construction.** We advise on the acquisition of cell towers (both leasing and purchase), review of title, negotiation of easements, access and utility easement agreements, lease agreements and land purchase agreements. We have deep experience doing high volume lease amendment work for wireless carrier network upgrades.

**Wireless antenna leases.** Wireless antenna leases present unique challenges and require experienced counsel for issues that arise in the negotiation and enforcement of such leases, compared to the typical office, commercial or retail real estate transactions. Our attorneys understand these challenges and work to maximize a client's investments through creative strategies and solutions.

**Land use, zoning and obtaining permits.** We have extensive experience in addressing land use and zoning issues, including site development plans, obtaining permits, eminent domain and landlord issues. Our lawyers have appeared before municipal zoning boards, planning commissions, city councils and parish and county commissions to address such matters.

**Financing.** We advise companies regarding the unique methods of financing used to acquire, develop and improve properties for cell towers and upgrade towers with new technologies.

**Tax issues.** Attorneys on our team advise on state and local tax issues, including property tax valuations.

**Environmental compliance.** We advise on the full range of environmental issues involved in siting cellular towers, including Phase 1 Environmental Site Assessment reports and related environmental compliance issues.

**Litigation.** Members of our team have extensive experience in federal litigation matters involving the Telecommunications Act of 1996, and we represent clients at the state and federal level regarding the location of cell towers. In addition, we defend clients from claims arising from site and real estate development, claims by consumers for breach of contract, tort claims against municipalities for property damage, personal injury claims and property damage claims regarding retail stores and facilities, and tax-related claims.

**Public policy.** Baker Donelson attorneys have participated in drafting state legislation pertaining to the wireless industry and, in recognition of their knowledge in this area, are frequently requested to speak on new local, state and federal wireless legislation.



## Case Studies

- [Victory in Santa Fe: A Landmark Defense Against 911 Surcharge Claims](#) - Telecommunications



## Representative Matters

- Zoning approvals for multi-site telecom tower construction.
- Handled a \$750 million acquisition transaction involving approximately 350 wireless telecommunications sites in 13 northeastern and mid-Atlantic states.
- Represented a global wireless communications carrier in the disposition of network facilities covering 20 states.
- Handled a \$400 million acquisition transaction involving approximately 2,400 wireless telecommunications sites in 14 western states.
- Handled a \$2.67 billion merger involving approximately 1,200 wireless telecommunications sites in 15 states.
- Handled a \$2.35 billion divestiture transaction involving approximately 2,000 wireless telecommunications sites in 18 states.
- Prepared master consulting agreements for a provider of telecommunications consulting services.