



Telecommunications & Right of Way Management Program

Because cable and telecommunications expertise can be expensive, we pool together resources to make such a high-end service affordable for you. That allows us to provide you a wide variety of services including franchise fee reviews, franchise fee management, and expertise for any negotiations with cable and telecommunications companies. As your advocate, we'll review your current situation to see if you might be losing money from unpaid franchise fees. You might also need expert assistance dealing with legal and regulatory issues related to cable and telecommunications companies.

Services and Benefits

Franchise Fee Reviews

We often find underpaid fees from cable and telecommunications providers due to negligence, change of accounting personnel and/or accounting systems, or changes in laws that impact what companies should be paying. In a franchise fee review, we work with the cable or telecommunications company on your behalf to:

- Collect and review detailed information about the company's revenues, calculation and remittance of franchise fees, financial statements, billing reports, and number of subscribers.

- Compare the company's franchise fee remittance against what is owed to the city in accordance with applicable state or local law.

- Assist the City in recovering any underpaid fees to the city.

Franchise Management

Cable and telecommunication laws are ever changing at the federal and state level. Plus, cable and telecommunications companies often approach cities with new proposals, new deals, and new information – without clear, easy-to-understand explanations.

Without an expert to stay on top of this information, you can find yourself failing to collect the proper fees owed you or failing to negotiate a deal that serves the best interests of your city – which could cost your city tens of thousands of dollars and possibly put your assets at risk.



On an ongoing basis, we provide:

- Proactive recommendations, when appropriate, to strengthen existing cable and telecom agreements and explore ways that cities can recoup or negotiate for more money in accordance with applicable state or local law.
- Experienced consultants ready to negotiate with cable and telecommunication companies on your behalf.
- Right-of-way management to ensure cable and telecommunication companies access, use, and repair city property in a cost-effective, lawful manner.
- Assistance in resolving consumer complaints from cable companies.
- Assistance with franchise renewals and negotiating a local franchise.
- Assistance in understanding state franchise laws.
- Management of all your cable and telecommunication franchise fees.
- Regular reviews and updates on all existing cable and telecommunications laws and industry changes that affect you.
- Assistance with negotiating pole attachment agreements.
- Cellular Tower Lease Negotiations

GMA will also help you with any cellular tower lease negotiations with telecommunication providers. Our industry knowledge, surveys, databases, and research into local and national rates helps us negotiate with companies to make sure they are paying you appropriate fees for using your city owned facilities and that lease agreements are drafted for the benefit of the municipality.

Costs

For budget-conscious cities, legal fees related to cable and telecommunications franchising can be expensive and inconsistent. As your municipal advocate, we pool together resources and expertise to make such a high-end service affordable and predictable for you. Reach out to us for more information about costs.



Members

Acworth	Jesup
Adel	Johns Creek
Aldora	LaFayette
Alpharetta	Lavonia
Arlington	Lawrenceville
Athens-Clarke County	Lexington
Auburn	Lincolnton
Augusta	Louisville
Austell	Lula
Avondale Estates	Lumpkin
Bainbridge	Lyons
Ball Ground	Macon-Bibb County
Berkeley Lake	Madison
Bowdon	Manchester
Bowman	Maysville
Braselton	McDonough
Bremen	McRae-Helena
Brookhaven	Metter
Calhoun	Millen
Camilla	Montezuma
Centerville	Monticello
Chamblee	Morrow
Chatham County	Moultrie
Chatsworth	Mount Zion
Chester	Nashville
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Clarkston	Norcross
Clermont	Oakwood
Cleveland	Ocilla
Cobb County	Omega
Colquitt	Oxford
Columbus	Palmetto
Commerce	Peachtree Corners
Cordele	Pine Lake
Cornelia	Port Wentworth
Cumming	Powder Springs
Dacula	Quitman
Dahlonega	Riceboro
Dallas	Richmond Hill
Decatur	Rockdale County
Donalsonville	Rockmart
Dublin	Rutledge



Duluth	Sandersville
Eastman	Savannah
Eatonton	Senoia
Edison	Sky Valley
Elberton	Smyrna
Eton	Snellville
Fairburn	Social Circle
Fairmount	Springfield
Fitzgerald	St. Marys
Fort Gaines	Statesboro
Gainesville	Statham
Garden City	Stone Mountain
Gibson	Summerville
Glennville	Suwanee
Gordon	Sylvania
Grantville	Tallapoosa
Grayson	Thomaston
Griffin	Thomson
Guyton	Trion
Gwinnett County	Tucker
Hahira	Twin City
Hall County	Ty Ty
Hampton	Union City
Haralson	Union Point
Harlem	Valdosta
Hartwell	Varnell
Hawkinsville	Vienna
Hinesville	Warner Robins
Hiram	Washington
Hogansville	Waynesboro
Holly Springs	West Point
Homer	Winder
Jefferson	Woodbine
Jenkinsburg	Wrens



GMA Regional Workshops

Telecom Issues in Georgia's Cities: Small Cells

GMA will host a series of Regional Workshops to address the deployment of small cell antennas, discuss GMA's model Master Right of Way (ROW) agreement, and inform city officials about legislative and regulatory proposals that could preempt local authority to regulate the ROW. Greg Fender, GMA's principal consultant with the GMA Telecommunications and Right of Way Management Program (TRM) will also discuss compensation for use of ROW and other key points to consider when negotiating with small cell companies. Workshops are ideal for city managers, city clerks, and elected officials.

DATE: Monday, August 14, 2017

TIME: 1:00 pm – 3:00 pm

WHERE: Lavonia City Hall
12221 Augusta Rd.
Lavonia, GA 30553

DATE: Tuesday, August 15, 2017

TIME: 1:00 pm – 3:00 pm

WHERE: Hinesville Council Chambers
115 E. M.L. King, Jr. Drive
Hinesville, GA 31313

DATE: Wednesday, August 16, 2017

TIME: 1:00 pm – 3:00 pm

WHERE: Centerville Community Rm.
300 East Church Street.
Centerville, GA 31028

Thursday, August 17, 2017

1:00 pm – 3:00 pm

Acworth City Hall Board Rm.
4415 Senator Russell Ave.
Acworth, GA 30101

There is no cost to attend these workshops.

Please register on the GMA website at www.gmanet.com/RevenueForecasting.aspx

For other questions, contact Becky Taylor at
btaylor@gmanet.com or 678-686-6276.