

The BART Digital Railway

Commercial Telecommunications Revenue



Background



- 2017 – SFMTA Communications Agreement
- 2017 – Public Request for Proposals
- 2018 – Board Authorized an Exclusive Negotiating Agreement (ENA)
- 2019 – Negotiations Complete

4 Commercial Projects



1



**SFMTA
Underground
Cellular**

2



**BART
Station
Wireless**

3

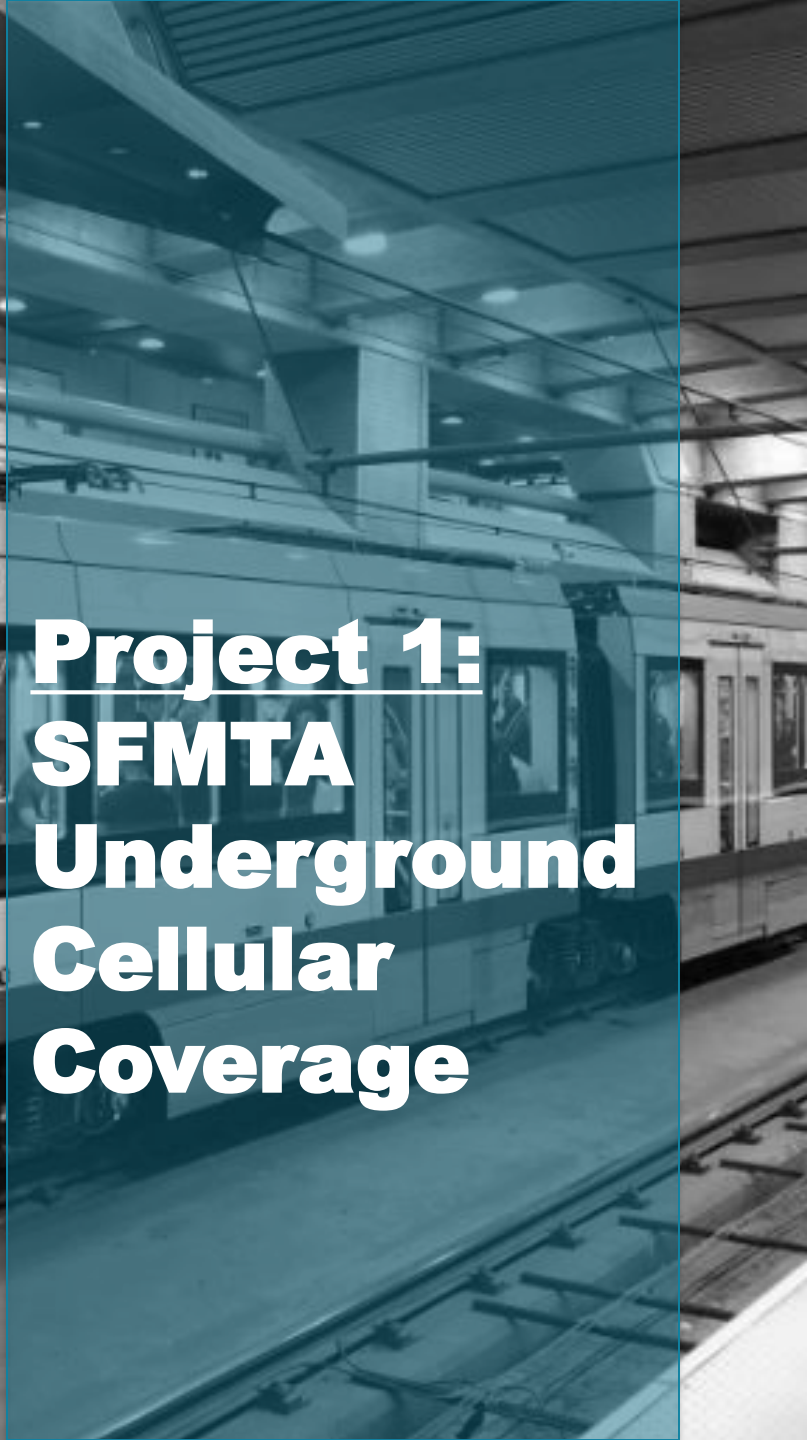


**BART
Wayside
Wireless**

4



**BART & SFMTA
Fiber Optic
Cable**



Project 1:
SFMTA
Underground
Cellular
Coverage



Project 2: Station Wireless



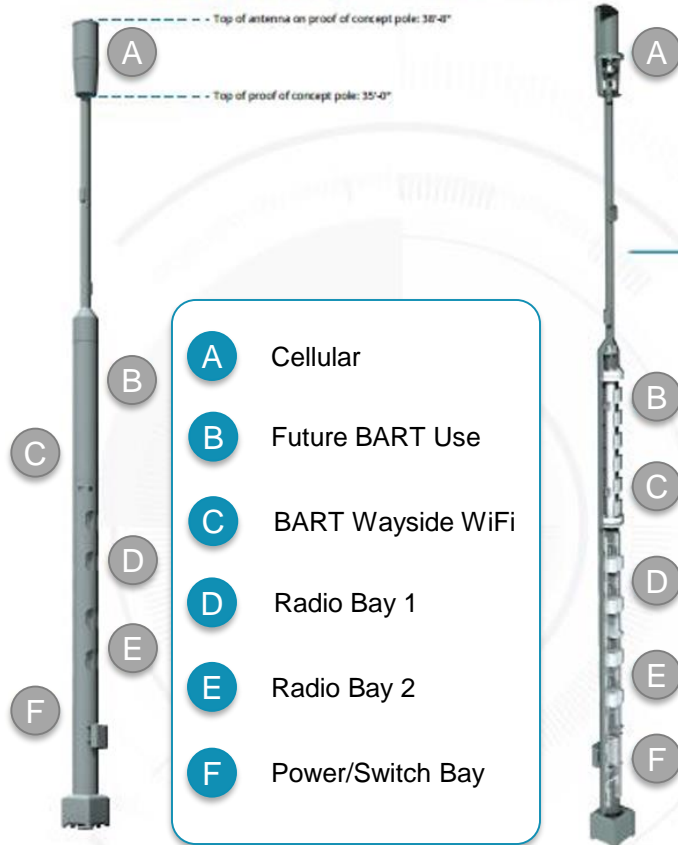
Project 3:
Wayside
Wireless



Project 3: Wayside Wireless



BART POLE OF THE FUTURE



OPPORTUNITIES FOR CUSTOMIZATION



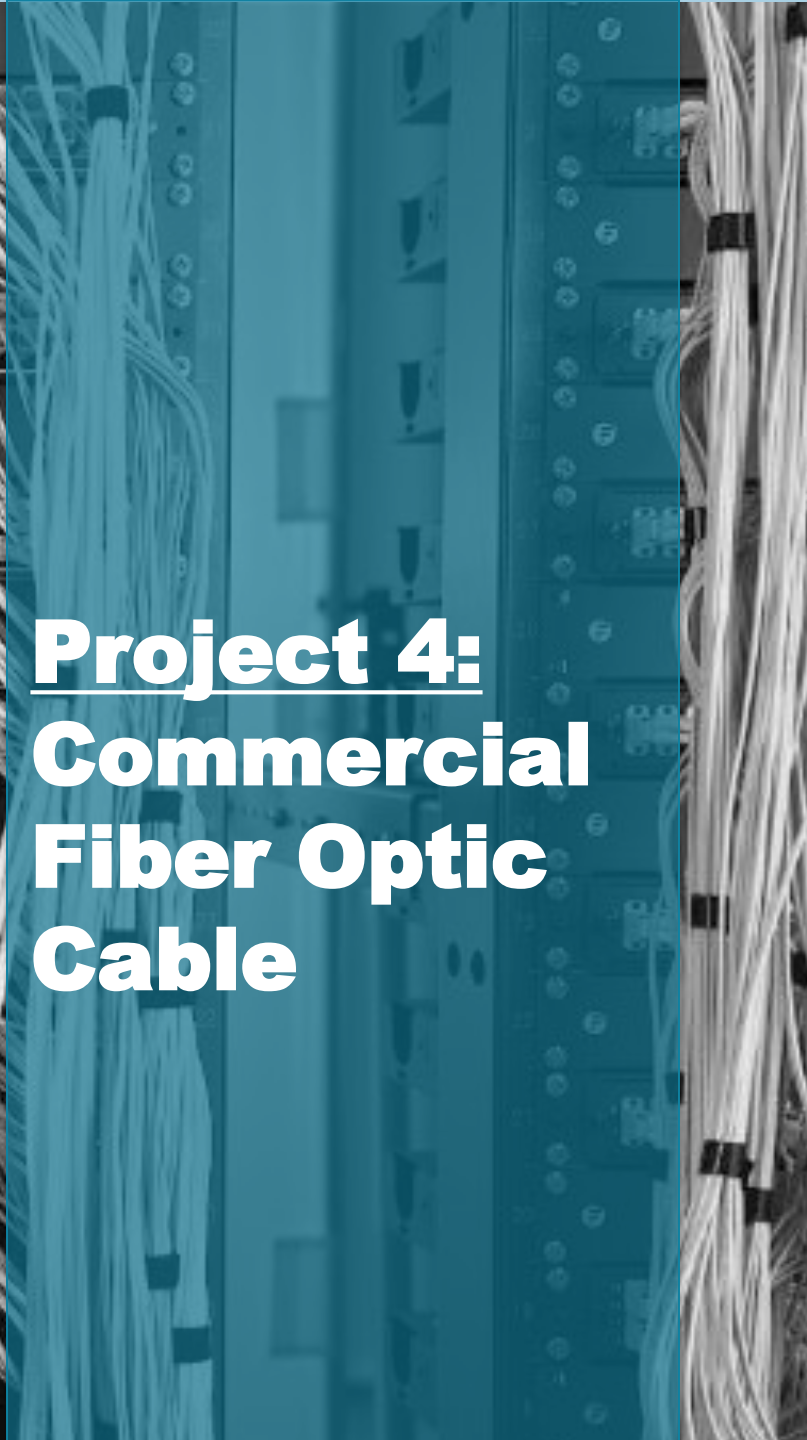
OPTION B
Dome Camera



OPTION C
Cobra arm and luminaire



OPTION D
Decorative light arm and fixture



Project 4:
Commercial
Fiber Optic
Cable

Financials



Over Initial 20-Year Term	
Anticipated Revenue to the District	\$243,100,000
Minimum Guarantee payments	\$26,700,000
Technology Improvement Reserve	\$10,000,000
Anticipated Capital Expenditure	\$48,200,000

Additional Infrastructure



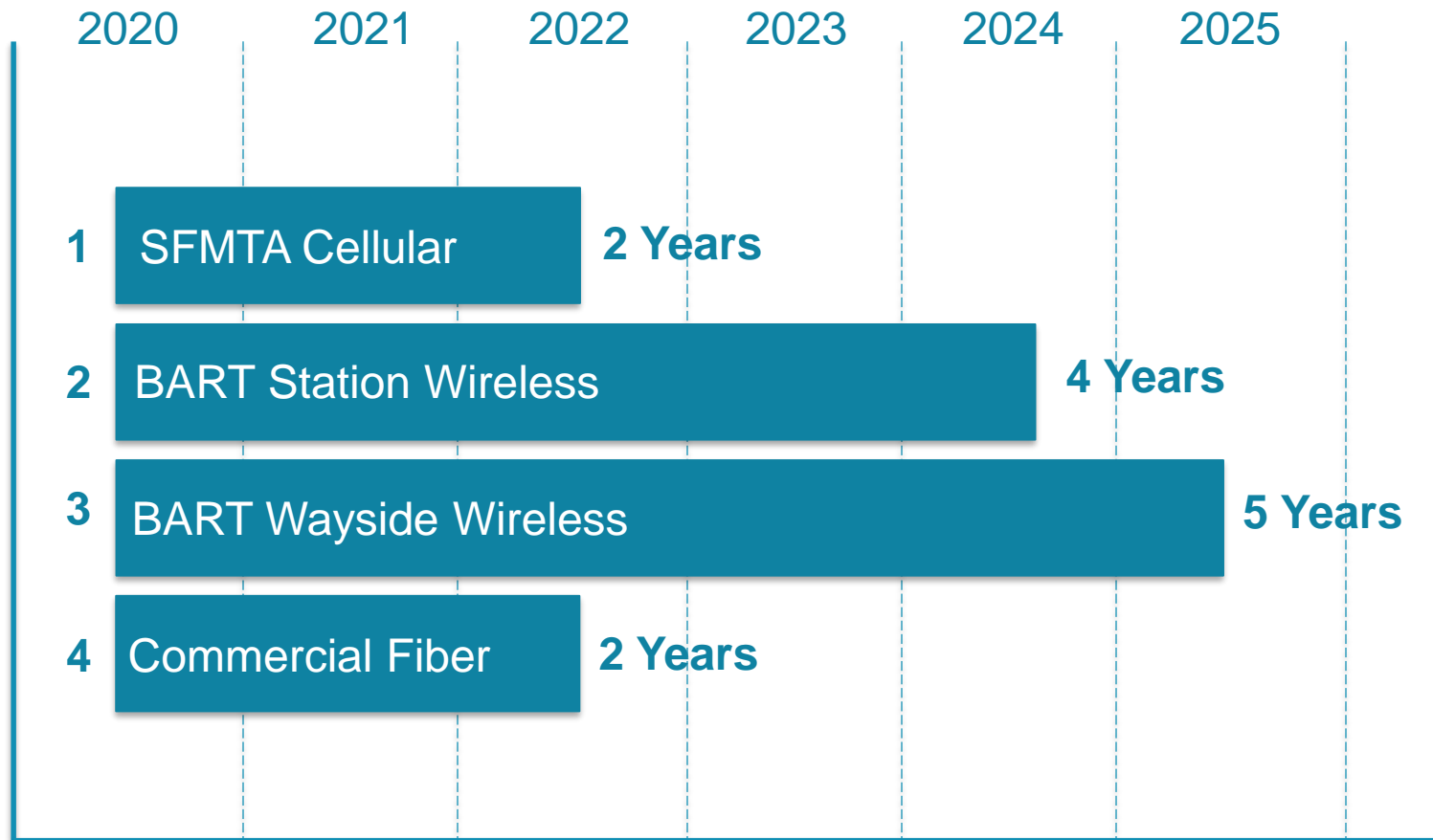
- WiFi in Stations
- Wireless Network for Fleet of the Future
- Additional Capacity for Future Equipment
- 72 Strands of new Fiber Optic Cable

Project Coordination



- Common needs for power, data and mounting locations.
- Coordination Benefits: Communications Based Train Control (CBTC), Advertising Franchise Digital Signage, & various other radio, network and Internet of Things (IoT) initiatives.

Contract Schedule



Vendor Selection



Largest Private Cell Construction Co.

Active Projects in all 50 States

200 Neutral Host Systems

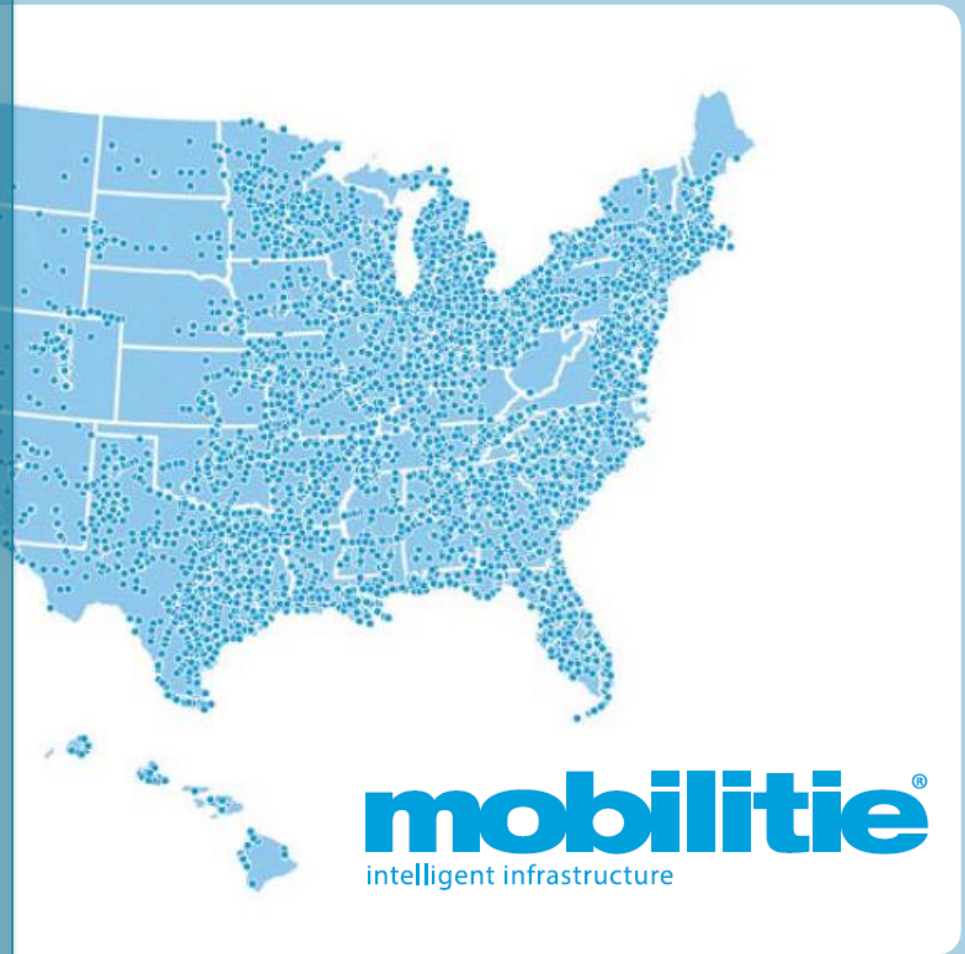
3,000 Macro Towers

15,000+ Micro Cell Sites

70,000+ Miles of Fiber

100,000+ Carrier Network Designs

- **New York Fiber/DAS**
- **Chicago Fiber/DAS**
- **Seattle Sound Transit DAS**
- **Arenas & Stadiums**





The Board of Directors:

- (1) Approves the BART Digital Railway Project.
- (2) Authorizes the General Manager or his designee to execute a Master Program License Agreement (MPLA), and associated License Agreements with Mobilitie Services, LLC (Mobilitie), for development of the BART Digital Railway, including 1) Underground Cellular Services for SFMTA, 2) Wayside and Fleet of the Future Wireless Services, 3) In-Station Wireless Services, and 4) Fiber Optic Telecommunication Services for both BART and SFMTA.