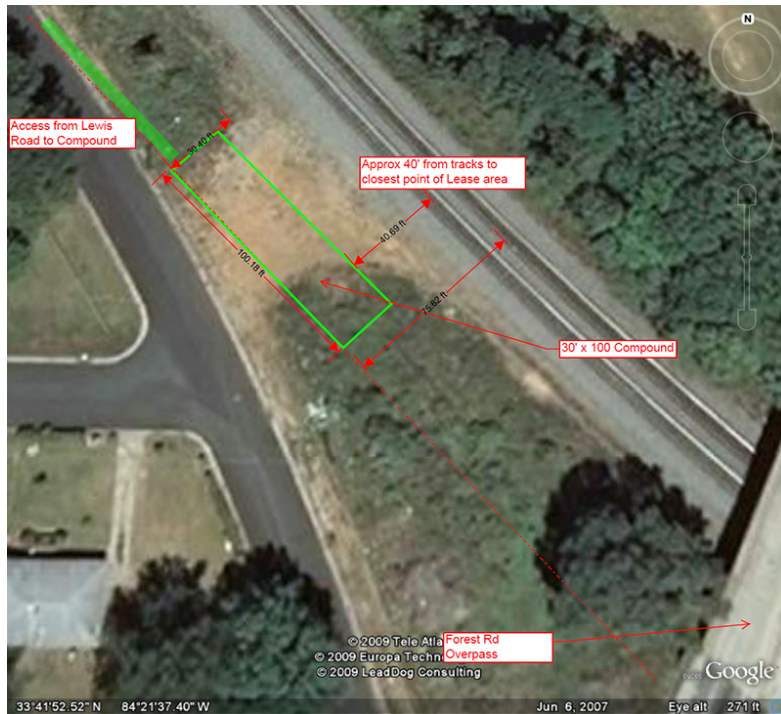


CELL TOWER APPLICATION AND INSTRUCTIONS

The following are the instructions for applying for a land lease for communications tower with Norfolk Southern and its subsidiaries. **Submit your application and check for fee payment to the Real Estate address above.**

1. You must submit a completed **Application Form**. Please make the application and the diagram as complete as possible. Include footages from the tracks, railroad mile post numbers, other signs, telegraph poles, railroad markings, bridges or any positive identifying points. In writing out the description of the location, please make the initial reference to the railroad property. (ie. "15' south of the center of the nearest rail of the spur line paralleling Jones Road; 350' east of Smith Lane," etc., etc.)
2. **An aerial site plan should be attached to your application.** The aerial site plan should include a directional arrow and indicate as precisely where the proposed tower and compound is to be built. It should include DMS latitude-longitude references for the tower, compound dimensions, proposed access and utility routes. It is important to include the distance between the nearest rail and the closet side of the proposed compound. When possible, please include footages from the tracks, railroad mile post numbers, other signs, telegraph poles, railroad markings, bridges or any positive identifying points.



3. Please note that no proposed tower compound should be closer than twenty-five (25) feet from the centerline of tangent main track. Applications will be accepted on a case by case basis up to but no closer than eighteen (18) feet from centerline of tangent main track on Norfolk Southern property.

4. **An area street map should be attached to the application** noting the proposed tower site and (if accessible) a copy of the local tax map denoting the applicable tax parcel and site location

5. Any **application fees must be paid** at the time of submission of your application. All fees are non-refundable. Please **make your check payable to Norfolk Southern Corporation**.

6. Please read the insurance overview and make certain that you can comply with all requirements.

Processing of your application requires NS management review and approval and may involve several departments at NS. The proposed site may not be used prior to the execution of a formal agreement with NS.

Insurance Overview

Each tenant/licensee shall be required to obtain, at its sole cost and expense, various types of insurance coverage with various limits. These insurance coverages must be of a form and be underwritten by insurance companies that meet with NS' approval. The types of insurance typically required by NS include:

- Commercial General Liability Insurance
- Worker's Compensation Insurance
- Automobile Liability Insurance
- Railroad Protective Liability Insurance (during construction or maintenance only)

Norfolk Southern generally requires a policy of Commercial General Liability Insurance with a combined single limit of not less than \$5,000,000 per occurrence for injury and death of persons and damage to or loss or destruction of property. Specific insurance requirements will be provided to you in the agreement covering your request when it is approved by NS.

Hazardous Materials

Prohibition of Certain Potentially Environmentally Damaging Operations On Company Property:

Electronics, electrical transformer repair or reconditioning, asbestos manufacturing, blast furnaces, steel works, rolling and finishing mills, smelting and/or refining, wood treatment or tie plants, salvage operations, junk yards, scrap dealers, drum or barrel reconditioners, battery recycling, tire storage or recycling, waste disposal operations of any kind including landfills, surface impoundments and waste piles, incinerators, sewage systems, electroplating operations, fuel blending, waste or used oil recycling or reclamation, explosives disposal, manufacturing or detonation, bulk oil storage or any facility requiring a TSD hazardous waste permit or any hazardous waste transloading facility.

The foregoing list of prohibited activities on company property is not exclusive. All proposed leases will be carefully evaluated to determine if the proposed activities pose an unreasonable environmental risk.

NORFOLK SOUTHERN CORPORATION LAND LEASE APPLICATION FORM

APPLICANT INFORMATION

The application fee of \$750 is enclosed (mail-in applications only). Check # _____

Legal Name of Applicant (party to agreement) _____ Tax ID _____

Mailing Address
Street _____
Street _____
City _____
State _____ Zip _____

Billing Address
Street _____
Street _____
City _____
State _____ Zip _____

Name of Contact _____

Billing Contact _____

Title _____

Title _____

Phone # _____ Fax # _____

Phone # _____ Fax # _____

E-Mail Address _____

E-Mail Address _____

Applicant is a (Provide state of formation for Corporation and Partnerships, and name of owner for Sole Proprietorship)

<input type="checkbox"/> Corporation- State _____	<input type="checkbox"/> Non-Profit
<input type="checkbox"/> Limited Partnership- State _____	<input type="checkbox"/> Individual
<input type="checkbox"/> LLC- State _____	<input type="checkbox"/> Other (specify) _____
<input type="checkbox"/> Sole Proprietorship – State _____ Owner _____	<input type="checkbox"/> Government Entity- State _____ Gov't Dep't: _____

PROPERTY INFORMATION

Location of Property Latitude/Longitude _____ / _____

Street (if applicable) _____

Nearest town _____ County _____ State _____

Railroad Milepost _____

Approximate area of property to be leased (specify square feet or acres) sq ft _____ acres _____

Are there railroad tracks located on the land? Yes No

How close will the leased property be to the centerline of the nearest track Yds _____ Ft _____

On which side of the track is the leased area situated? N S E W

Proposed tower type _____

Proposed tower height _____ Distance to nearest tower _____

Distance to nearest NS microwave tower site _____

Are there existing improvements (buildings, pavement, fences, signs etc.) located on the proposed site? Yes No

If yes, specify: _____

How will the property be accessed? _____

I/We understand that submission of this application does not authorize occupation of the property and that approval is contingent upon the availability of the property and the negotiation of a formal lease agreement. Exact rental rates and other requirements will be forwarded to Applicant after the application has been reviewed and approved by Norfolk Southern.

Signed _____

Date _____