

LRCP 26-016

**STATE OF NEW HAMPSHIRE
INTER-DEPARTMENT COMMUNICATION**

FROM: ^{EAS} Eric G. Sargent
Administrator

DATE: May 11, 2026

AT: Dept. of Transportation
Bureau of Right-of-Way

SUBJECT: Access Point in Town of Greenland
RSA 4:39-c

TO: Representative Mark McConkey, Chairman
Long Range Capital Planning and Utilization Committee

REQUESTED ACTION

The New Hampshire Department of Transportation (Department), under RSA 4:39-c, requests authorization to grant a twelve-foot access point through the Controlled Access Right of Way (CAROW) on the easterly side of NH Route 33/Greenland Road to a parcel owned by the Requestor situated between NH Route 33 and the Boston & Maine Railroad in the Town of Greenland, County of Rockingham. The sale will be direct to Wakefield Investments Inc., their designee being Atlantic Tower, LLC (Requestor) for a value of \$132,800. The Department will additionally assess an administrative fee of \$1,100.00. The sale will be subject to conditions as specified in this request

EXPLANATION

The Department is processing a request for the Requestor, as referenced above. The Requestor owns a certain parcel of land identified in the Greenland Tax Records as Tax Map R-21, Lot 46 and would like to acquire an access point through NH Route 33 CAROW to the parcel. The CAROW was acquired under the Commissioners' Return of Highway Layout dated January 18, 1957, for the Greenland-Portsmouth Project F 018-2(4), P-2977. Also, see conveyance from Elery G. & Bessie W. Smith by Warranty Deed recorded February 21, 1957, in Book 1424, Page 007 at the Rockingham County Registry of Deeds, and as further revised on April 14, 1966, and recorded in Book 1823, Page 519, on June 10, 1966, at said Registry. The Return of Highway Layout granted two (2) points of access on the South to Elery G. & Bessie W. Smith, as well as awarding damages of \$6,510.00. Both access points have been utilized, and no other access points were made available to this parcel in the Return of Highway Layout.

After a Departmental review, it was determined that granting this access point is surplus to the Department's operational needs and available for disposal. This access point will be conveyed with the following conditions:

- If any proposed construction or alteration of structures or temporary equipment on this property will exceed 100± feet above ground level, then the proponent will need to provide notice to the Federal Aviation Administration (FAA)

via <https://ocaaa.faa.gov/ocaaa/external/portal.jsp> and no construction can be initiated until the FAA has issued a determination letter about the proposal. Notification to FAA is to be a minimum of 45 business days before initiating construction. The proponent should be made aware of this federal requirement under US Code of Federal Regulations Title 14 Part 77.9). The Buyer is required to apply for a driveway permit, through the District 6 office, to construct the intersection of Frye Road and NH Route 111, and is required to follow the guidelines of the driveway permitting process.

- Use of access is to be limited to the cell tower or similar use with very minimal traffic generation.
- The driveway will be restricted to right in, right out.

A Staff Appraiser from the Department evaluated the property and concluded it does not have an independent highest and best use. They then prepared a contributory value appraisal using the sales comparison approach that adheres to the requirements of the Right of Way Manual and the Uniform Standards of Professional Appraisal Practice. The contributory value as of October 20, 2025, was determined to be \$132,800.

The Department respectfully requests authorization to grant this access point as outlined above.

EGS/EEA
Attachments

Surplus Property Appraisal Report

Project ID: N/A

Parcel Number: Map R-21, Lot 46

Location / Address: **1419 Greenland Road** (Route 33), **Greenland**, New Hampshire

Property Rights Valued: A break in the CAROW to allow a 12 foot access onto Route 33

Owner(s) of Record/Requester: Wakefield Investments Inc. (Map R-21, Lot 46)

Effective Date: **September 4, 2025**

Report Date: October 20, 2025

Appraiser: Brian Frost

Contributory Value : \$ 132,800

Introduction

The Client for this appraisal is the New Hampshire Department of Transportation (NHDOT). Intended users of this appraisal and report include the client's agents and officials, and members of the Long-Range Capital Planning and Utilization Committee. I have not prepared this appraisal and report for any other use, nor do I intend any other users to be able to rely on it.

The intended use of this appraisal and report is to assist the Client in making informed decisions regarding negotiations for a potential sale of the subject property rights to the owner, Wakefield Investments, Inc.

The purpose of the analysis is to develop an opinion of the contributory value of a 12 foot wide access right-of-way from the controlled right-of-way (CAROW) located on the easterly side of NH Route 33/Greenland Road to 1419 Greenland Road (APN: R-21/46) consistent with the concluded highest and best use of the property in the Before and After scenarios.

In this case, the subject property rights, *a proposed 12' wide access point/right-of-way*, does not have an independent highest and best use due to limited marketability. Per the New Hampshire Department of Transportation, Right of Way Manual, I have appraised the subject's contributory value¹ to the requestor's property (change in value)².

1. A type of value that reflects the amount a property or component of a property contributes to the value of another asset or to the property as a whole.

2. The change in value of a property as a whole, whether positive or negative, resulting from the addition or deletion of a property component. Also called *deprival value* in some countries." - The Dictionary of Real estate Appraisal, 6th edition, The Appraisal Institute.

This appraisal has been based on a number of assumptions and conditions outlined within this report. A hypothetical condition has been applied to the analysis and is a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist but is used for the purpose of analysis.

Furthermore, the appraiser has utilized NHDOT data for the description and location of the subject property right (access/ROW). Should the description/dimensions and location be found to be inaccurate, a reappraisal may be required.

Extraordinary assumptions have also been applied to the analysis and are assignment specific assumptions as of the effective date of this appraisal and report regarding uncertain information used in an analysis, which, if found to be false, could alter the appraiser's opinions or conclusions.

The opinion of Contributory Value of the subject property rights, *a proposed access point/ROW*, as of September 4, 2025, is \$132,800.

The appraiser conducted his inspection of the subject property on September 4, 2025.

Conditions of Sale

The buyer will be required to pay NHDOT an Administrative Fee of \$1,100;

The Grantee will be required to commission a land surveyor licensed in New Hampshire, to survey and prepare a perimeter Boundary Line Survey depicting the limits of the point of access right-of-way meeting the NH Code of Administrative Rules 503.09, to be submitted to the Department for review and approval. Upon approval by the Department, the Grantee is required to record the plan under RSA 478:1-a, in the Rockingham County Registry of Deeds, from which the Department will prepare the conveyance deed. The Grantee will supply a full-size copy of the recorded plan and a draft description of the surveyed property.

A review of statewide analytical data collected by the Department as well as nationwide information indicates that transportation corridor soils commonly include metals, and Polycyclic Aromatic Hydrocarbons (PAH's) at concentrations above background conditions. When excavated, these Limited reuse soils' (LRS) shall be addressed in accordance with applicable New Hampshire Department of Environmental Services (DES) rules;

The grantee shall also be responsible for obtaining all applicable local and state land use approvals precedent to closing.

The official condition for use of the access point will be as follows:

- 1) Use of access is to be limited to the cell tower or similar use with very minimal traffic generation.

Additional conditions are as follows:

- 2) Conveyance under below aeronautics conditions: If any proposed construction or alteration of structures or temporary equipment on this property will exceed 100± feet above ground level, then the proponent will need to provide notice to the Federal Aviation Administration (FAA) via <https://oeaaa.faa.gov/oeaaa/external/portal.jsp> and no construction can be initiated until the FAA has issued a determination letter about the proposal. Notification to FAA is to be a minimum of 45 business days before initiating construction. The proponent should be made aware of this federal requirement under US Code of Federal Regulations Title 14 Part 77.9).
- 3) Use of access is to be limited to the cell tower or similar use.
- 4) Driveway restricted to right in, right out

Exposure Time

Exposure time is defined by USPAP as the estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation

of a sale at market value on the effective date of the appraisal. The definition of market value presumes that the property, prior to the date of value, was on the market for a reasonable length of time to find a buyer who was ready, willing and able to consummate a purchase on the date of valuation.

The subject property rights, a 12' wide access point/right-of-way to Map R-21, Lot 46, would only have appeal/marketability to the owner of Map R-21, Lot 46. The subject property rights do not represent an independently marketable property right as of the date of valuation. Thus an estimate of exposure time is not considered appropriate/relevant for this assignment.

Assumptions and limiting Conditions

Hypothetical Conditions:

A hypothetical condition is a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist but is used for the purpose of analysis. The following *hypothetical condition* was invoked:

- This report is subject to the hypothetical condition that the subject property rights, a *proposed access point/right-of-way*, exists (as defined in this report) in the After analysis and valuation.

Extraordinary Assumptions

An extraordinary assumption is an assignment specific assumption as of the effective date of this report regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions. This report is subject to the following extraordinary assumptions:

- 1) The requester's (APN: R-21/46) property has been appraised as if clean and free of contamination. No information regarding soil testing or the subject's environmental status has been provided to the appraiser.
- 2) This appraisal and conclusion of highest and best use in the After is subject to the extraordinary assumption that the site has received, or will receive, all the necessary approvals and permits for the proposed telecommunications tower on the requester's site. A site plan for the telecommunications tower was reportedly approved with conditions on February 15, 2024. A copy of the Town Planning Board's Notice of Decision is included in the attached addenda.
- 3) This appraisal is subject to the extraordinary assumptions that the estimated potential gross income (based on estimated ground lease rates) and associated expenses with obtaining approvals for the proposed communications tower are reasonable and appropriate. If the estimates are determined to be inaccurate, the appraiser reserves the right to revise the estimates/appraisal.

The hypothetical conditions and extraordinary assumptions used may have affected the results of this appraisal.

General Assumptions

This appraisal report has been made with the following general assumptions:

- No responsibility is assumed by the appraiser for the legal description or for matters pertaining to legal or title considerations. Title to the property is assumed to be good and marketable, unless otherwise stated.
- The properties analyzed for this valuation are appraised free and clear of any or all liens or encumbrances unless otherwise stated.
- Responsible ownership and competent property management are assumed.
- The information furnished by others is believed to be reliable, but no warranty is given for its accuracy. Information from all sources is assumed to be reliable and correct unless otherwise stated. Information and/or confirmation from real estate brokers/agents and local assessor representatives is assumed to be reliable and correct.
- Any plans and illustrative material in this report are included only to help the reader visualize the property. It is assumed that the subject property rights location and description provided to me is accurate. All maps, plans, and photographs utilized in the appraisal process are believed to be reliable and correct.
- All efforts have been made to obtain pertinent information influencing the value of the subject property rights. The appraiser reserves the right to adjust the value if additional significant information is provided after the completion of this appraisal report.
- The physical condition of the requester's property was based upon a visual inspection. It is assumed there are no hidden or unapparent conditions of the requester's property, subsoil, or improvements that render it more or less valuable. No responsibility is assumed for such conditions or for obtaining the engineering studies that may be required to discover them.
- It is assumed the requester's property is in full compliance with all applicable federal, state, and local environmental regulations and laws unless the lack of compliance is stated, described, and considered in the appraisal report.
- It is assumed the use of the land and improvements is confined within the boundaries or property lines of the property described and there is no encroachment or trespass unless noted in the report.

Limiting Conditions:

This appraisal report is bound by the following limiting conditions:

- Exhibits and photographs in this report are included to assist the reader in visualizing the property. I have not conducted a survey of any of the properties analyzed or any of the sales, and do not assume responsibility in these matters.
- I assume no responsibility for any hidden or unapparent conditions on the properties, in the subsoil (including hazardous waste or ground water contamination), or within any of the structures, or the engineering that may be required to discover or correct them.
- This appraisal is based on information and plans provided to the appraiser by the NHDOT. General and other construction plans, if available, have also been reviewed. Any changes, additions, discrepancies, and/or revisions to any of the information provided to me may require an updated or new appraisal report.
- Possession of this report (or a copy) does not carry with it the right of publication. This report may not be used for any purpose other than by the party to whom it is addressed without the written consent of the State of New Hampshire and in any event only with the proper written qualification and only in its entirety. Neither all nor any part of the contents (or copy) shall be conveyed to the public through advertising, public relations, news, sales, or any other media without written consent and approval of the State of New Hampshire.
- Acceptance and/or use of this report constitutes acceptance of the foregoing underlying limiting conditions and underlying assumptions.

Scope of Work

The scope of work identifies the type and extent of research and analysis in an assignment. Several steps are involved in the appraisal process, beginning with the inspection of the subject properties and collection of data applicable to the properties, their neighborhood and relevant real estate markets. Based upon the review of this information, the appropriate methodology to be used in the valuation is determined.

My investigations and research included an exterior inspection of the requester's property from the public right-of-way (along NH Route 33) as well as the immediate neighborhood area on September 4, 2025. I reviewed pertinent municipal and county property records including assessment data and taxes, zoning regulations, GIS maps, existing easements, and reviewed available NHDOT and other plans. Subject and comparable property data was collected and compiled from several sources, including the Town of Greenland, Registry of Deeds records, PrimeMLS, the New England Commercial Property Exchange (Moody's/NECPE), local real estate professionals, various online billboard and telecommunication websites, and the NH Department of Transportation. The data was analyzed and verified where possible.

In the valuation analysis, I formed opinions of the highest and best use (H&BU) of the requester's property in the Before scenario (without benefit of the proposed access point/ROW) and the After

scenario (with access point/right-of-way in place). The H&BU opinions were based on legal, physical, and neighborhood land use characteristics as well as relevant market indicators of supply and demand.

Value estimates(s) were made considering the purpose/intended use, highest and best use, and applicable approaches to value.

The appraisal report was prepared to summarize and convey my findings, including the market data and the analyses used. I prepared this appraisal report in compliance with USPAP's Standard Rule # 2-2 (a) governing appraisal reports and the NHDOT Right-of-Way Manual.

I compiled comparable rental data, verified and analyzed the data, developed an opinion of the contributory market value of the proposed subject property rights, and prepared this appraisal report to summarize and convey my findings, the market data, and the analyses utilized.

Summary of Property Rights to be Appraised

The subject property/right being appraised is a proposed 12' wide access point/right-of-way along NH Route 33 (Greenland Road) providing access to the requester's site, to Map R-21, Lot 46.

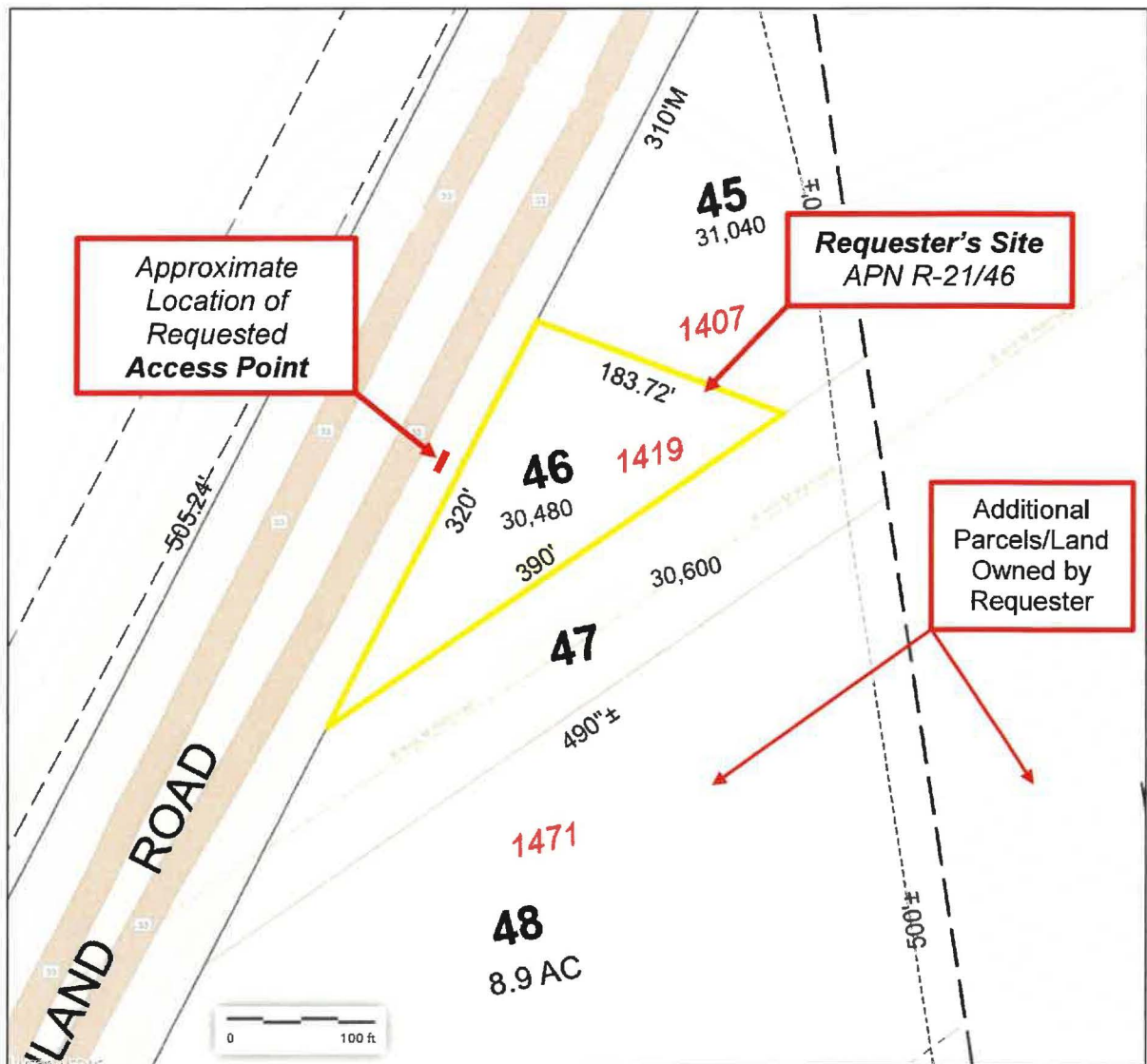
The appraiser was provided with site plans showing the existing site conditions (Before) and the approximate location of the proposed access point/right-of-way from the NH Route 33, a controlled access right-of-way (CAROW), and proposed communications tower improvements (After). Overview and plan exhibits are included on the following pages. The subject property rights consist of a proposed 12 foot wide access point/right-of-way from the eastern side of NH Route 33/Greenland Road.

The proposed access point/right-of-way would provide direct access from NH Route 33 and potentially allow development of a proposed telecommunications tower on the requester's site (APN R-21/46). The proposed access point/right-of-way does not represent an independently marketable property right as of the date of valuation. Therefore, the access point/right-of-way is being valued as contributory value to the requester's property based on the estimated difference in value between the Before scenario, without the proposed point of access, and the After scenario with the access point in place.

The requester's (Wakefield Investments, LLC) property, Map R-21, Lot 46 (1419 Greenland Road), in which the development of a communications tower is proposed, is a vacant, triangular-shaped, undeveloped (with exception of a billboard) parcel of approximately 0.7 acre situated east of Greenland Road (NH Route 33) and just west of the Portsmouth Town line. The site measures 300' x 183.72' x 390'. A significant portion of the site (northern portion) appears to be negatively affected by wetlands. The commercially zoned site currently has no legal access point from NH Route 33, or any other road, and thus is considered undevelopable.

The requester also owns the $\pm$ 8.9 acre site (APN R-21/48) just to the south of the APN R-21/46 but the two sites are separated by a stretch of the B & M Railroad easement and thus are not contiguous. The requester also owns a nearby landlocked $\pm$ 3 acre parcel, situated in Portsmouth, to the east of APN R-21/48 and abutting Interstate 95.

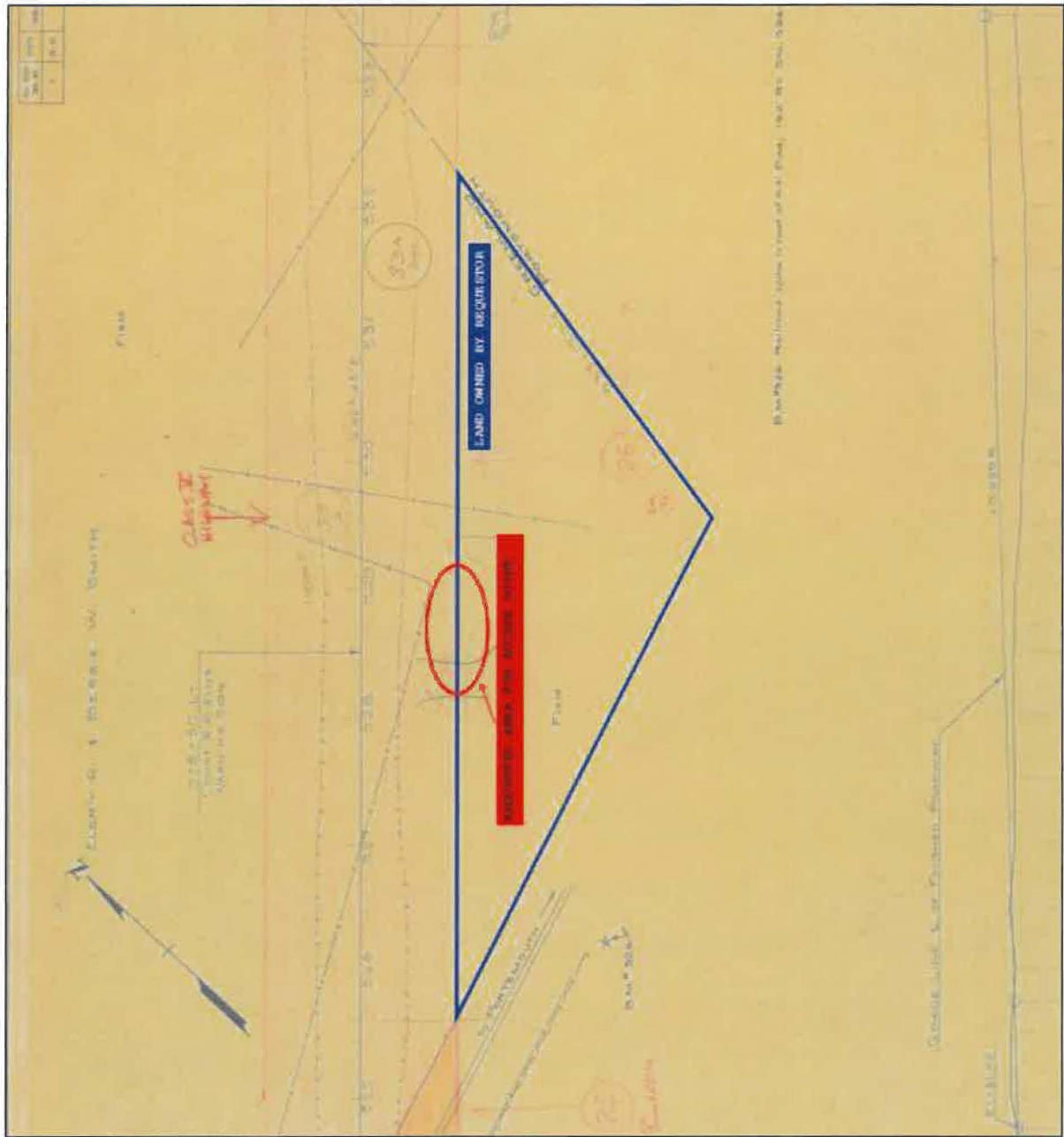
Overview Map



Source: GIS Map

Please note: The proposed access point/ROW location and dimensions (12' wide) shown on the exhibit above are approximate. See proposed site plans submitted to the Town Planning Board for a more precise location.

Commissioners' Return of Highway Layout Plan

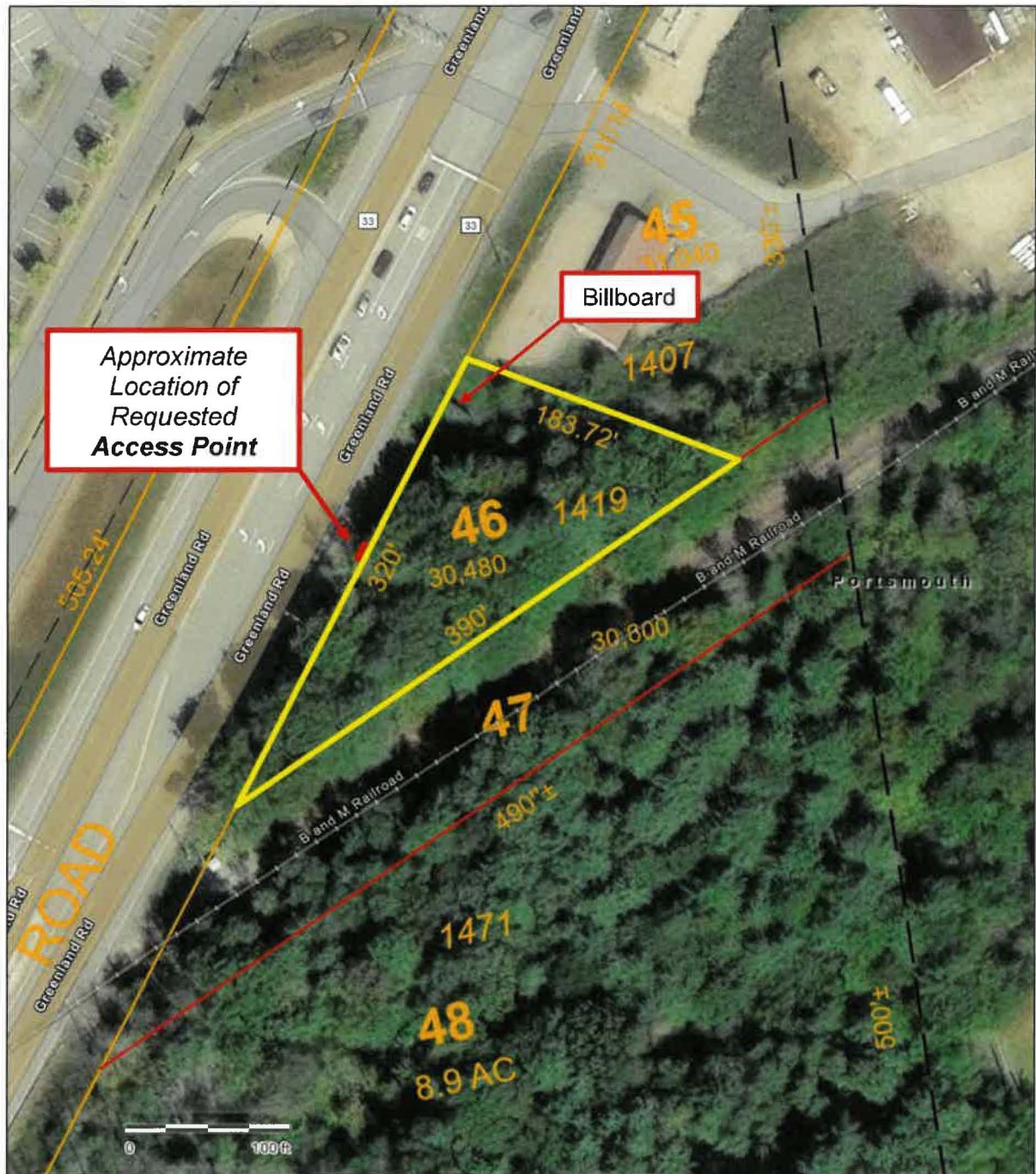


Source: NHDOT Property Management Section

Please note: The plan shows the subject and abutting site to the north as a combined/single parcel. The requested area for the proposed access point/ROW location shown on the exhibit above are approximate. See proposed site plans submitted to the Town Planning Board for a more precise location.

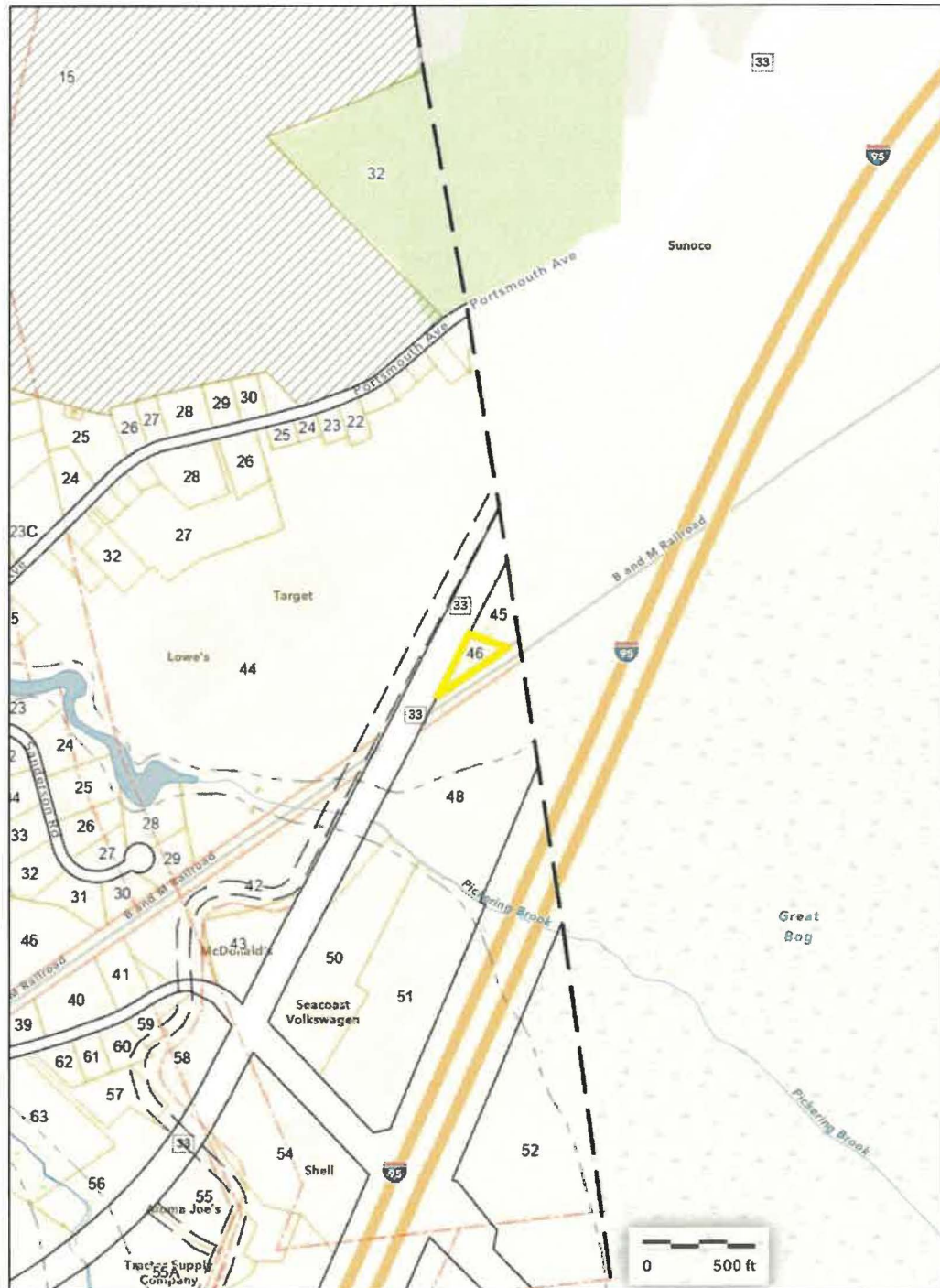
Surplus Appraisal | File No. 25-131 | Map R-21, Lot 46 | 12' Access Point | Greenland Road, Greenland, NH

Aerial Satellite View



Source: GIS Map

Expanded Street Map



Source: GIS Maps

Surplus Appraisal | File No. 25-131 | Map R-21, Lot 46 | 12' Access Point | Greenland Road, Greenland, NH

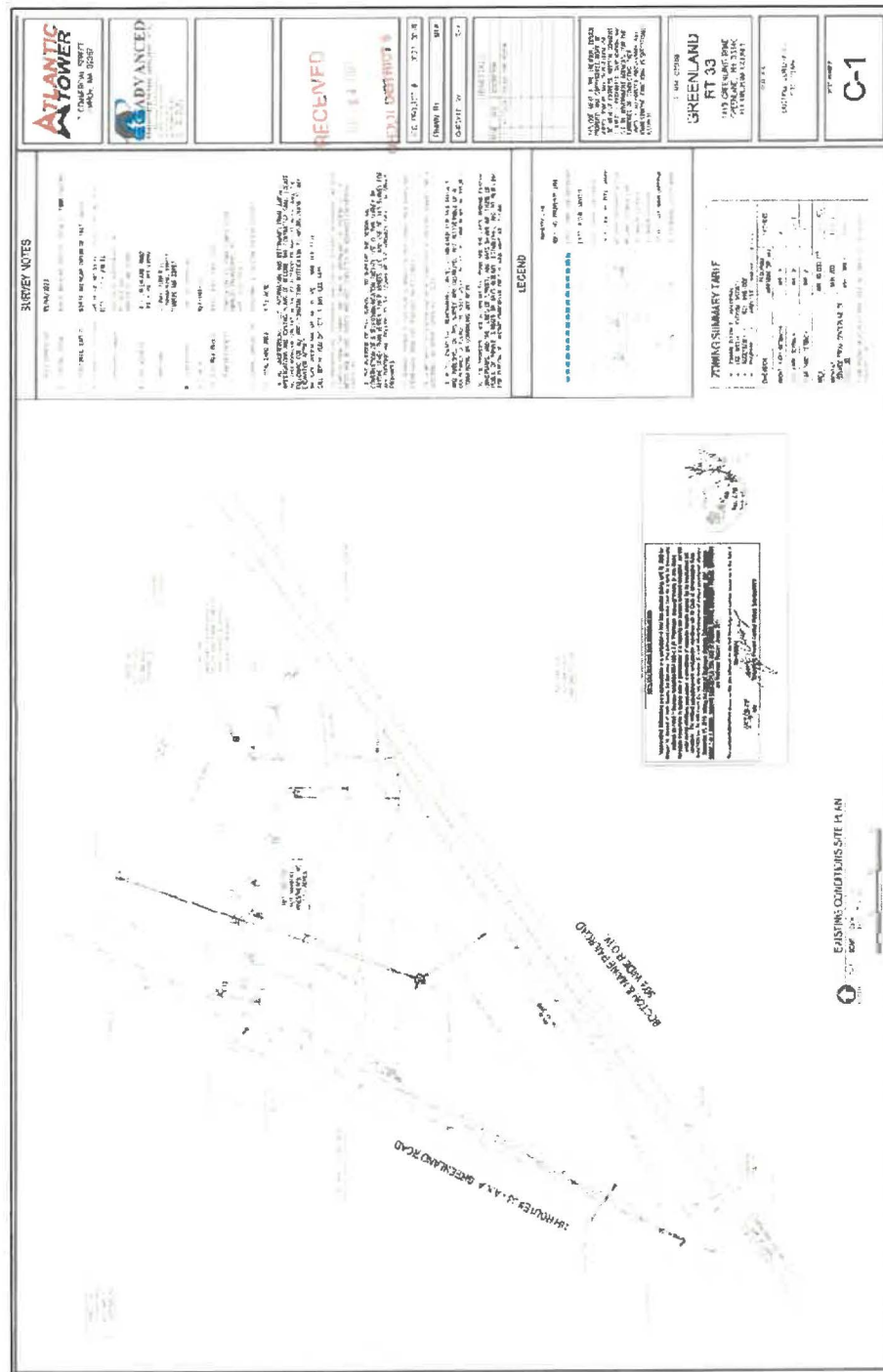
Expanded Satellite View



Source: GIS Maps

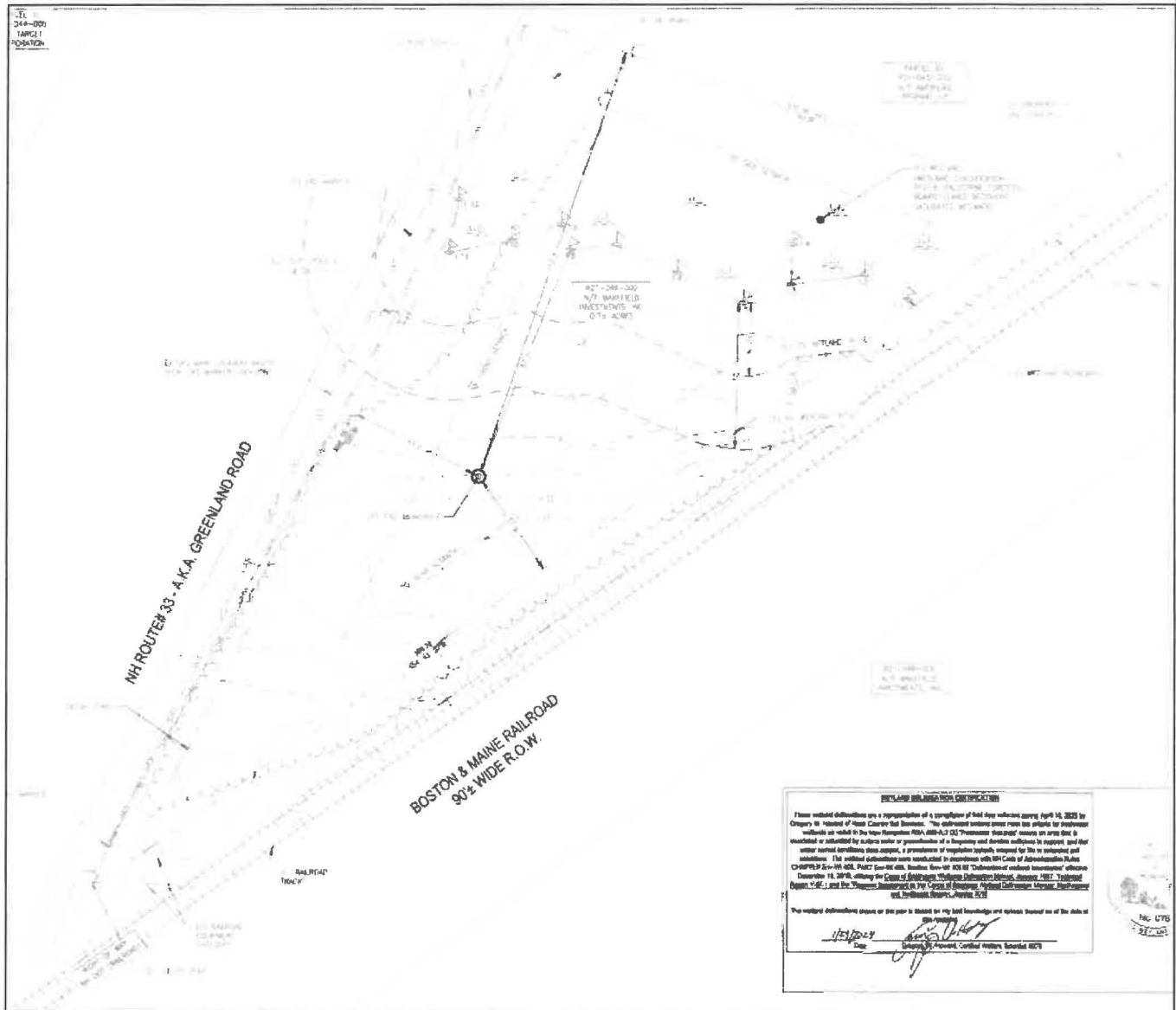
Surplus Appraisal | File No. 25-131 | Map R-21, Lot 46 | 12' Access Point | Greenland Road, Greenland, NH

APN R21/46 - Existing Conditions Site Plan



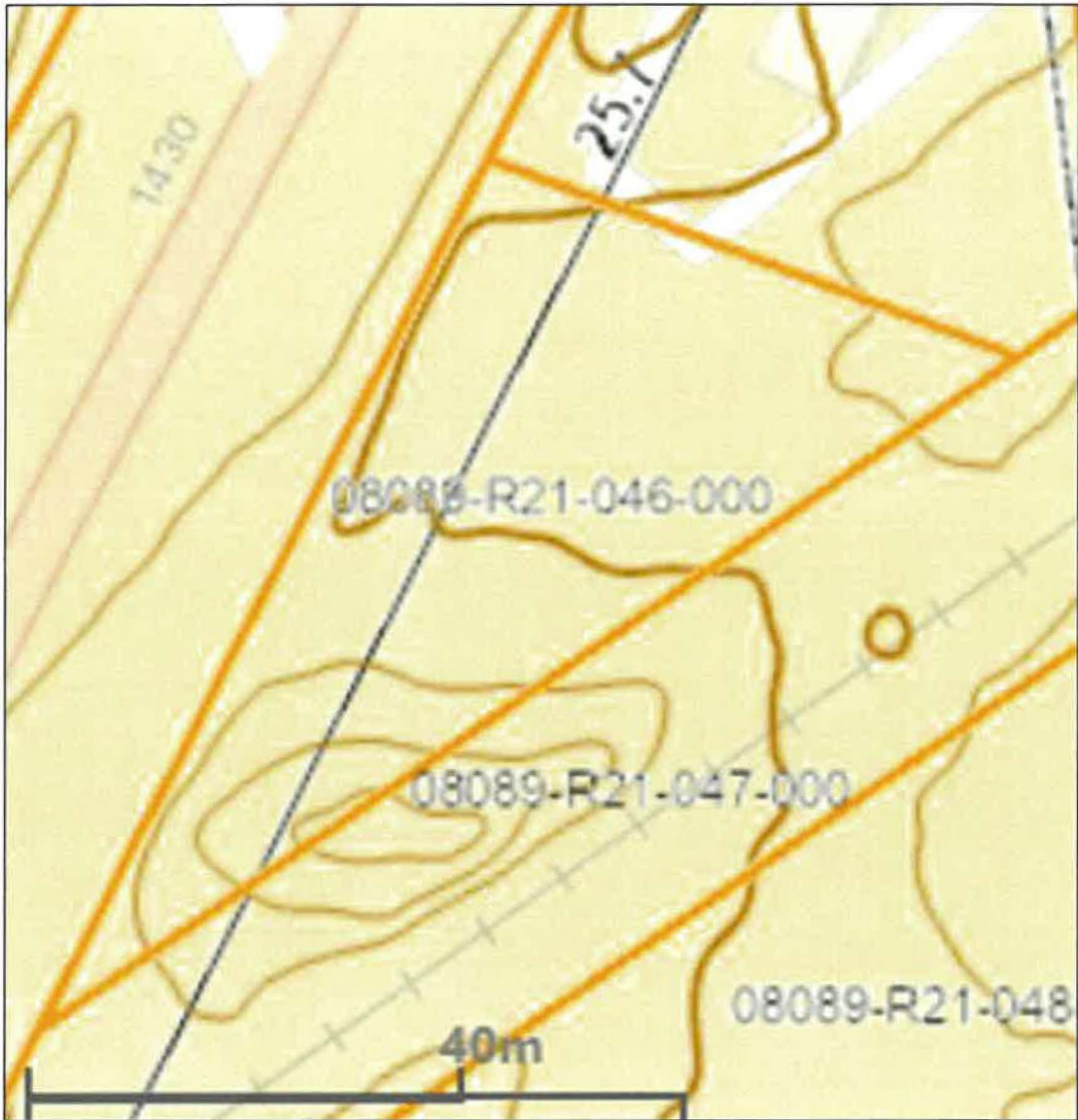
Plan prepared by Advanced Engineering Group, P.C.

APN R21/46 - Existing Conditions Site Plan - Enlarged View



From plan prepared by Advanced Engineering Group, P.C.

Topo/Contour Map



Source: GranitView

The requester's site has a generally rolling topography/contour, which is also shown in the Existing Conditions Site Plan on the preceding pages, that does not appear to have a significant impact on the requester's parcel's development potential.

Soils Map

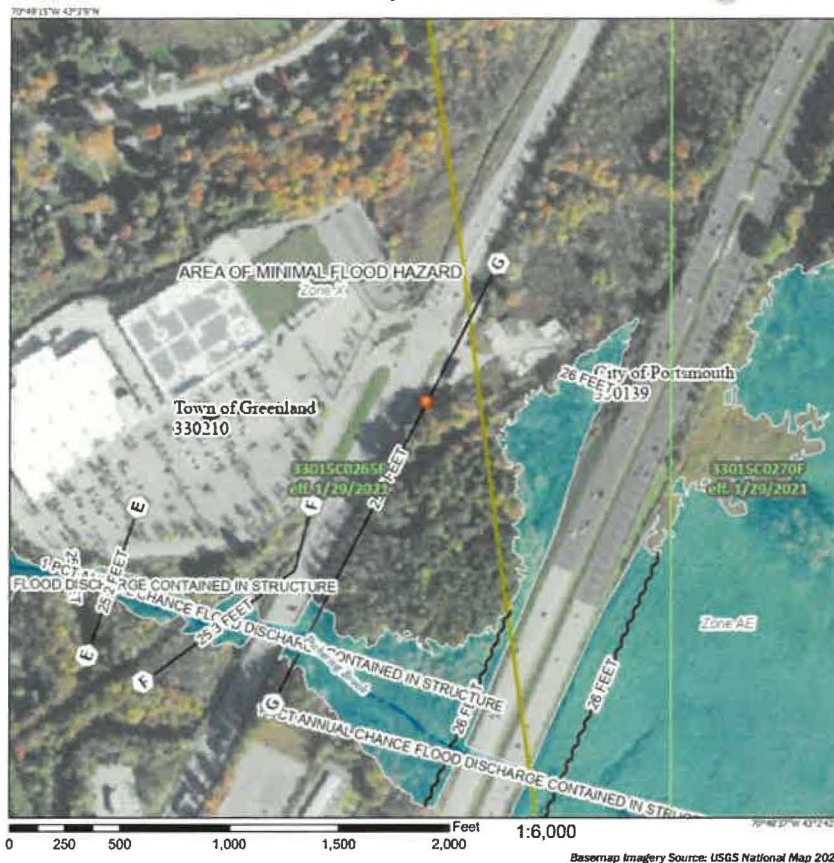


Source: Web Soil Survey/USDA Natural Resources Conservation Service

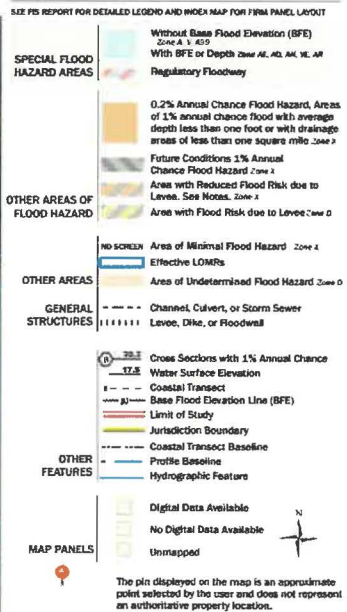
AOI = Area of Interest

According to the Soil Map exhibit above, the requester's site appears to be situated entirely within the Pennichuck channery very fine sandy loam, 3 to 8% slopes (460B) classification. Pennichuck channery very fine sandy loam is described as well drained with no frequency of ponding or flooding. Given nearby development, it is assumed that the requester's site's general soil composition would likely not inhibit its development.

National Flood Hazard Layer FIRMette



Legend



This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The basemap shown complies with FEMA's basemap accuracy standards.

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 9/6/2026 at 2:53 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

This map image is void if the one or more of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map creation date, community identifier, FIRM panel number, and FIRM effective date. Map images for unmapped and unmoderated areas cannot be used for regulatory purposes.

According to FEMA Flood Insurance Rate Map (FIRMette) shown above, the requester's site is situated entirely within Zone X, being an area of minimal flooding hazard.

Public water and sewer, natural gas, and overhead electricity is in place along NH Route 33 along the parcel's eastern lot line.

As shown in the Existing Conditions Site Plan on the preceding pages, much of the upper/northern portion of APN R-21/46 consists of wetlands. The extent and location of the wetlands would likely have a significant impact on the parcel's development potential.

Improvements/Use

The requester's site is vacant with the exception of a static lighted billboard sign situated on the northwest corner of the site along Route 33. According to the NHDOT, the lighted sign was erected in May 1956 and is permitted. A copy of the current billboard permit is included in the addenda. The deed/legal description appears to convey a beneficial right-of-way along the abutting parcel's southern boundary which apparently provides legal access to the existing billboard on site. A copy of the deed is included in the attached addenda.

Photographs - Taken by Brian Frost on September 4, 2025



NE view of Map R-21, Lot 46 (1419 Greenland Road/NH Route 33)



SW view of Map R-21, Lot 46 (1419 Greenland Road/NH Route 33)



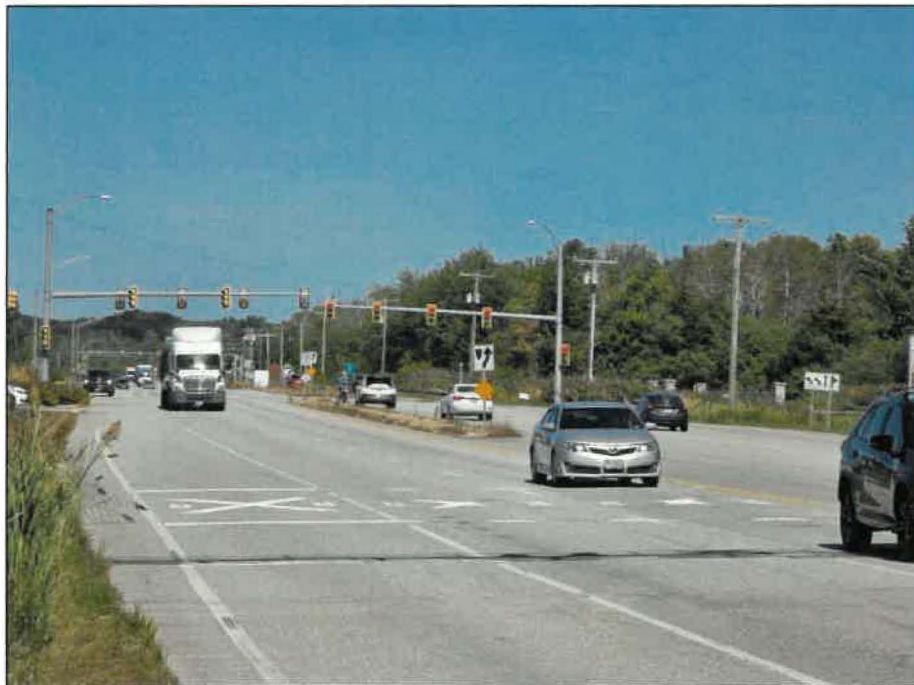
SE view of area of proposed access point/right-of-way to Map R-21, Lot 46 from NH Route 33



NE view of existing billboard on site (Map R-21, Lot 46)



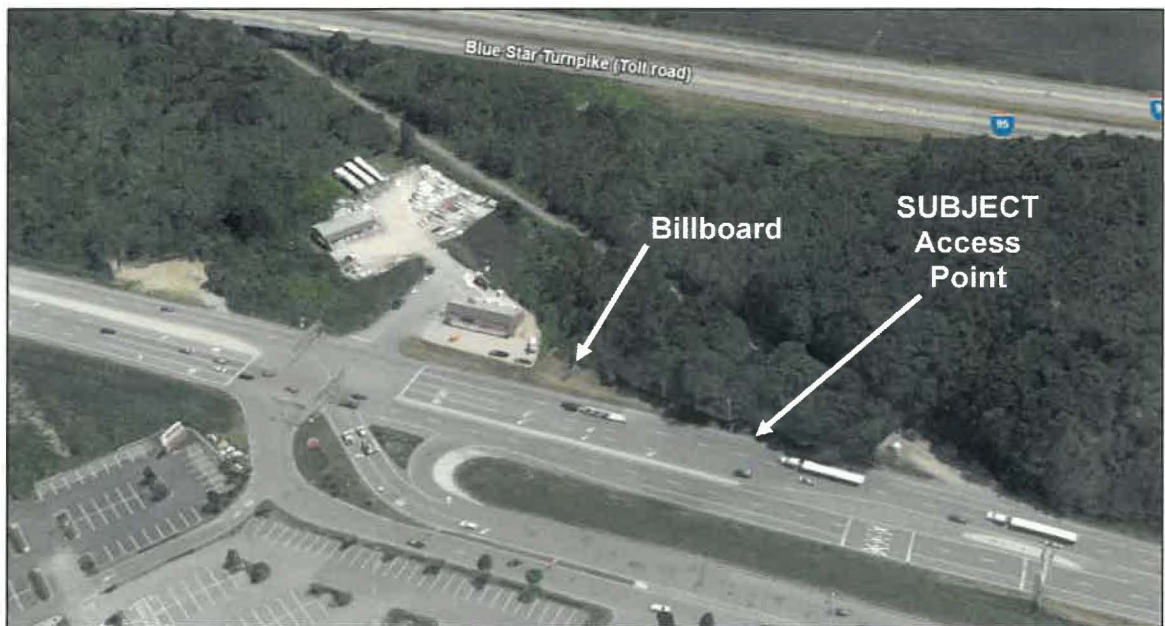
SE view of abutting parcel to north (Map R-21, Lot 45)



View of NH Route 33 looking NE (Map R-21, Lot 46 on right)



View of NH Route 33 looking SW (Map R-21, Lot 46 on left)



2D Aerial View

Source: Google Earth

Real Estate Assessment/Tax Burden

The subject property right, a proposed point of access/ROW, is not recognized by the Town of Greenland and accordingly is not assessed. The requester's property, in which the access point/ROW is proposed to service, is assessed by the Town of Greenland as follows:

1419 Greenland Road (Map R-21, lot 46)

Land \$ 85,100

Annual taxes.... \$ 1,105.54

A copy of the full tax assessment record for Map R-21, Lot 46 is included in the attached addenda.

Regional, Market Area, Municipal, and Neighborhood Analysis

Regional & State Profile

The subject property is situated in the Northern New England region, which includes the states of New Hampshire, Maine, and Vermont. Much of the state's population and business activity is in southern New Hampshire as contrasted with the more northern and western areas of the state. The subject property is located within the Seacoast Area of New Hampshire in the southeastern portion of the State.

New Hampshire continues to benefit from its proximity to Boston, which from a drive time perspective, is more accessible today than it has ever been due to the recent widening of the Interstate-93 (I-93) corridor. Interstate 95 also provides access to the Seacoast area from Massachusetts.

Southern New Hampshire contains most of the state's population, with commercial development concentrated in the population centers of Nashua, Salem, Manchester, and Portsmouth. These municipal centers are connected by the state's major highways, which include I-93, I-95, Route 101, and the FE Everett Turnpike. Southern New Hampshire is heavily influenced by its proximity to the greater population density of Eastern Massachusetts. New Hampshire's highest priced real estate tends to be in communities near the Massachusetts border and within the Seacoast Region.

Despite rapid economic growth during the past few decades, real estate developers and lenders have generally been cautious following the widespread overbuilding of the 1980s, over 40 years ago. As a result, little speculative construction has been undertaken in the region. Owner-user and build-to-suit development has been most prevalent in the industrial and service/office sectors. These trends have kept inventory levels low, resulting in moderate long-term rent and price appreciation. New investor construction is evident in prime locations, while new construction in secondary markets is mostly limited to local businesses and owner-users.

There is significant new multi-family construction taking place in most parts of southern New Hampshire at this time, despite high construction costs. Rents have increased in line with these trends, but it appears that rents may be stabilizing. New Hampshire's multi-family market is seeing a boom in development, with both market-rate and affordable housing projects, particularly in Manchester and Nashua. However, the rate at which new projects are being proposed/developed appears to have curtailed.

The current and recent past interest rate environment has certainly resulted in less activity, particularly in the commercial market, than was being realized before and during the Pandemic (2020 - 2022). Prices in most segments of the commercial market appear to have leveled off. The most significant factor affecting the commercial market during the past two to three years has been rising interest rates, which have increased borrowing costs and reduced buyers' purchasing power. This coupled with economic uncertainty and high inflation have made both buyers and sellers more cautious, impacting their willingness to engage in new transactions. Another major factor has been evolving market demands due to the changing dynamics of the workplace and consumer behavior. The shift towards remote work and flexible office arrangements has influenced the demand for different types of commercial spaces.

New Hampshire's industrial market is in a period of adjustment. With speculative development slowing in early 2025, most new projects now involve owner-users or build-to-suits. Leasing activity remains strong, especially for spaces between 3,000 and 15,000 SF with tenants prioritizing loading access and clear heights. While availability has improved slightly, owner-users continue to face limited purchase opportunities that meet both budget and operational needs. There has been a continued shift in demand from larger blocks to smaller or medium-sized spaces such as contractor bays. The market is trending towards a more balanced level, as rising vacancy rates are leading to more supply.

The New Hampshire office market has been significantly impacted since the start of 2024 by office-to-residential conversions. Despite the reduced supply, the vacancy rate still rose year-over-year. Class A properties were the only category to see improvement, continuing to benefit from the flight-to-quality trend in urban submarkets. While the weighted average rental rate increased, several submarkets experienced rent declines, especially in older Class C properties, which also recorded the largest vacancy increases during the same period.

The retail market across Southern New Hampshire has remained relatively stable. This stability is partly due to limited new retail space being added, helping to maintain flat vacancy rates despite negative net absorption over the past 12 to 18 months. The retail supply pipeline remains minimal, which is expected to help sustain low vacancy rates. Most new retail construction projects are tenant-driven and require lease commitments before breaking ground, further supporting the region's low vacancy rate. It has yet to be seen how external forces like tariffs and inflation will reshape business strategy and consumer behavior throughout 2025.

Despite rising inflation and interest rates as well as higher construction costs, the demand for some commercial segments (retail, smaller industrial/contractor spaces) and residential real estate remains relatively strong. Overall, the New Hampshire market appears to be well positioned during the current economic cycle with its broad employment base and healthy commercial and residential real estate markets. New Hampshire continues to be one of the only

states in the U.S. to rely almost exclusively on property and business profits taxes for its revenue base, with no personal income or sales tax.

Like national trends, the residential real estate market has demonstrated considerable demand and price appreciation during the past several years. Available inventories remain limited and marketing times are very abbreviated, compared to historic levels. Where land and approvals are available, new home construction continues at a modest pace, despite relatively high construction material and labor costs. Inflation increased sharply during 2022, causing the Federal Reserve to embark on a series of interest rate hikes, resulting in a cooling of economic activity, although employment remains relatively strong. The housing market continues to experience strong demand and inventory shortages although the market has continued to cool since early 2023 due to rising mortgage and affordability rates.

According to the New Hampshire Employment Security (NHES), Economic, & Labor Market Information Bureau, New Hampshire's preliminary seasonally adjusted unemployment rate for July was 3.1 percent. This was unchanged from the June rate, which remained at 3.1 percent after revision. The July 2024 seasonally adjusted rate was 2.6 percent.

Additionally, New Hampshire's residential and retail sectors have been fueled by the highest rate of population growth in the New England region. A common motivation for relocating residents has been 'quality of life', relatively affordable housing, and low state taxes, compared to neighboring states to the south.

Overall, the New Hampshire market appears to be well positioned during the current economic cycle, compared to other regions of the United States with its broad employment base and healthy commercial and residential real estate markets. New Hampshire continues to be one of the only states in the U.S. to rely almost exclusively on property and business profits taxes for its revenue base, with no personal income or sales tax.

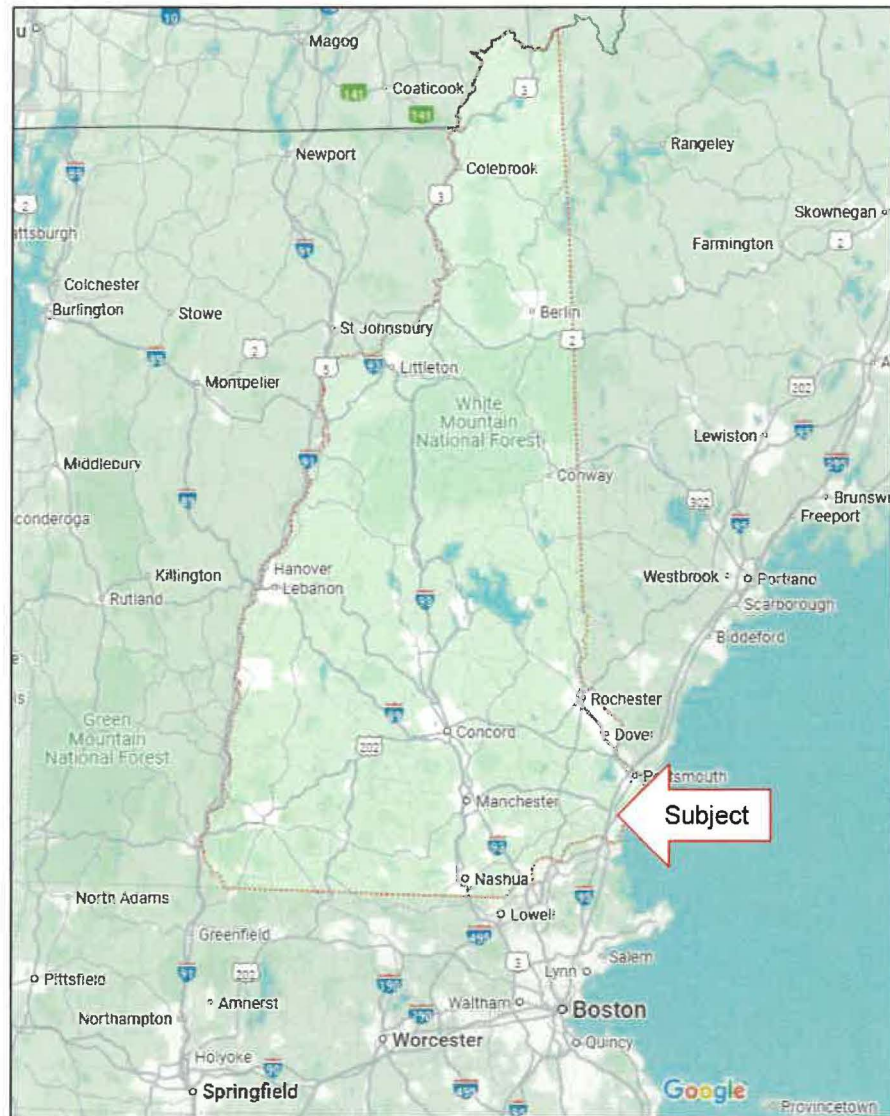
Area/Municipal Profile

Greenland is a historic Seacoast town known for its small-town feel, rural character, and proximity to Portsmouth and the ocean. Founded in 1638, it features preserved antique homes, rolling farmlands, and fronts on Great Bay. The town offers a peaceful residential environment with larger properties and natural beauty, while remaining conveniently located for shopping, restaurants, and the beaches of the New Hampshire coast.

Greenland is situated in the 'Seacoast Area' along the Interstate 95 corridor in the northeastern portion of Rockingham County in southeastern New Hampshire. Greenland abuts the community of Newington (Great Bay) and the City of Portsmouth to the north, Portsmouth and the Town of Rye to the east, the Town of North Hampton to the south, and the Town of Stratham to the west. The Maine border is approximately 4 miles northeast of the subject property. The coast/Atlantic Ocean is within 5 miles of the subject property.

Greenland is situated approximately 37 miles (driving distance) northeast of Manchester, New Hampshire, 57 miles southwest of Portland Maine, and 55 miles north of Boston, Massachusetts.

Regional Map



Source: Google Maps

According to the Community Profile prepared by the Economic & Labor Market Information Bureau (ELMI), NH Employment Security, as of 2023, Rockingham County had a population of 320,665 and Greenland had a population of 4,104.

The Town has one school, Greenland Central School, which serves students in grades Kindergarten through 8th grade. High school students in grades 9–12 attend Portsmouth High School.

The town is bordered by Great Bay to the north, offering recreational opportunities for hiking and birdwatching at the Great Bay National Wildlife Refuge and the Great Bay Discovery Center. The town is a short drive from Portsmouth, offering access to attractions like the Strawberry Banke Museum and Albacore Park.

According to the aforementioned ELMI Community Profile, The Town's housing stock is broken down as follows:

Housing (ACS 2019-2023)	
Total Housing Units	1,686
Single-Family Units, Detached or Attached	1,492
Units in Multiple-Family Structures:	
Two to Four Units in Structure	163
Five or More Units in Structure	31
Mobile Homes and Other Housing Units	0

The town offers a balance of suburban and rural living, with many residents owning their homes. The following single-family market data sheets for Rockingham County and the Town of Greenland, prepared by the New Hampshire Association of Realtors, point to continued modest appreciation for single-family homes.

Sales volume has increased in Rockingham County and marketing times have increased during the past year but are still well below 30 days. The inventory supply remains well below a balanced market. The reported volume of sales for 2024 and 2025 (YTD) is insufficient for the Town of Greenland to derive meaningful trends. However, it is considered likely that Greenland has experienced similar market trends as the County. Comparable sale research indicates the overall residential market remains relatively strong in New Hampshire's Seacoast Region area with generally low marketing times, limited inventories, and modest appreciation.

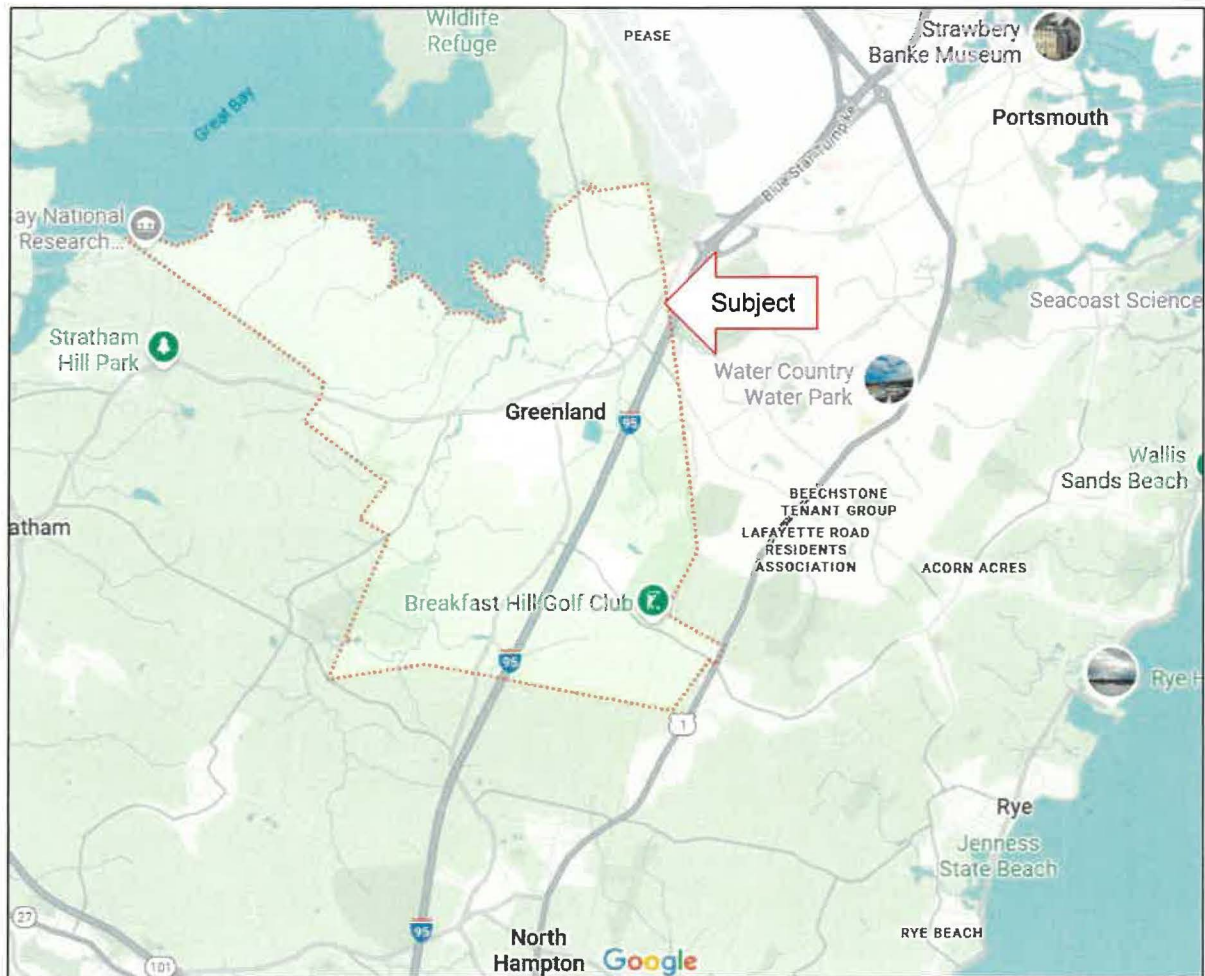
Per the ELMI, New Hampshire's preliminary seasonally adjusted unemployment rate for July 2025 was 3.1 percent. As of July, 2025, Rockingham County had a labor force of approximately 24,411 with an unemployment rate of 2.7%. The July 2025 unemployment rate for Greenland was approximately 2.5%.

According to the ELMI profile, the top employers in the Town of Greenland as of 2023 were as follows:

Largest Businesses	Product/Service	Employees
Anson Sailmakers	Sail manufacturer	
High Flying Flag Company	Flags, banners	
Novel Iron Works	Structural steel fabrication	
Boise Cascade	Lumber distributor	
Cole Haan	Corporate office/warehouse	200+/-
Advanced Concrete	U.S. Headquarters	30
Target	Department store	100
Lowe's	Home improvement center	100
Tractor Supply Co.	Rural retail store	100

Employer Information Supplied by Municipality

Immediate Area Map



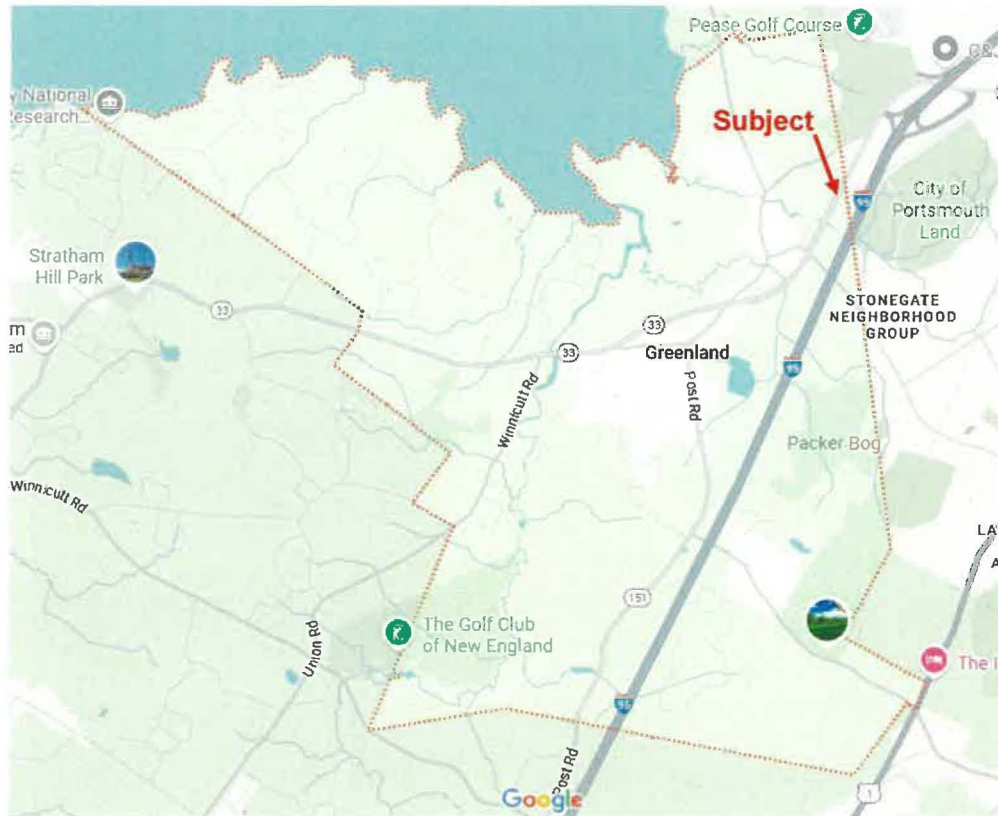
Source: Google Maps

Neighborhood Profile

The immediate neighborhood consists of the commercially developed areas along NH Route 33 in the northeastern portion of Town west of Interstate 95.

Neighborhood uses include AmeriGas Propane, a Target store, a Lowes improvement store, an automotive dealership (Portsmouth Volkswagen), McDonald's, Bluebird Self Storage, a truck stop (TA Travel Center), a dentist (Seacoast Children's Dentistry), a Tractor Supply store, Consolidated Communications, and Greenland Famous Roast Beef & Seafood.

Municipal Map



Source: Google Maps

The requester's property is located on the eastern side of NH Route 33 (Greenland Road) in northeastern Greenland just southwest of the Portsmouth Town line. The subject property is situated approximately 1 mile southwest of access to Interstate 95 via NH Route 33.

The requester's parcel is situated directly across the street from a large site developed with two big-box retailers, Target and Lowes, and just south of a lighted intersection that provides access to the aforementioned big-box retailers. The NHDOT reports an average annual daily traffic (AADT) count along NH Route 33 just north of the aforementioned intersection, of 23,062 in 2024.

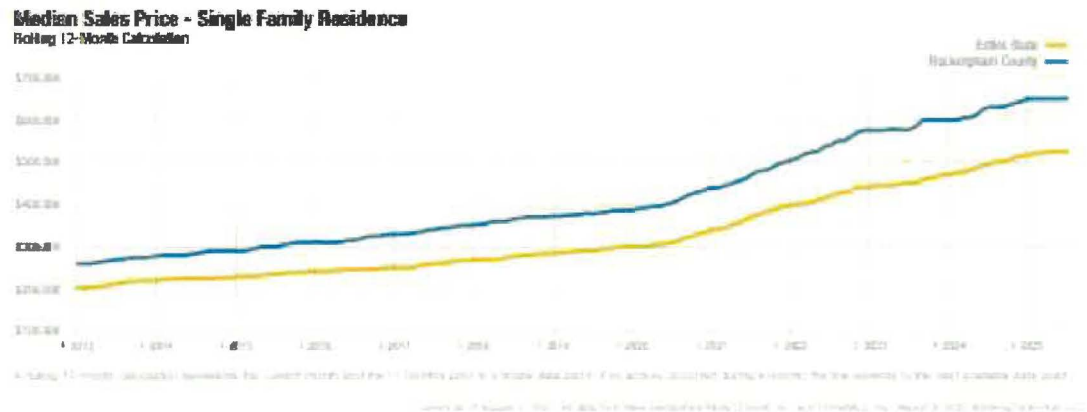
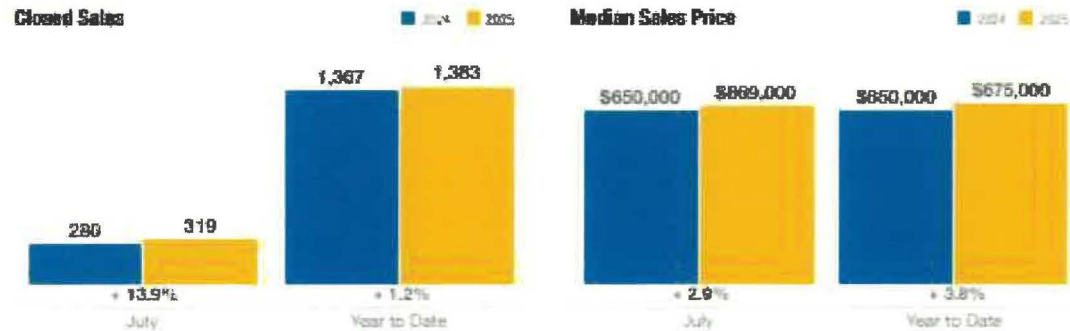
In summary, the subject community and neighborhood have good accessibility to Routes NH 33 and Interstate 95, the Seacoast region's main north-south route that provides direct access to the nearby Massachusetts to the south and Maine to the north. The community is in close proximity to the Atlantic Ocean coastline and numerous beaches in New Hampshire, Maine, and Massachusetts. The community also abuts the City of Portsmouth and is within commuting distance to Boston, Massachusetts.



Rockingham County

Single Family Residence	July			Year to Date		
Key Metrics	2024	2025	% Change	Thru 7-2024	Thru 7-2025	% Change
Closed Sales	280	319	+ 13.9%	1,367	1,383	+ 1.2%
Median Sales Price*	\$650,000	\$659,000	+ 2.9%	\$650,000	\$675,000	+ 3.8%
Median List Price	\$650,000	\$674,900	+ 3.8%	\$667,000	\$689,900	+ 4.9%
Volume of Closed Sales	\$214,122,852	\$262,258,419	+ 17.8%	\$1,067,936,195	\$1,007,878,537	+ 3.8%
Days on Market Until Sale	16	19	+ 18.8%	20	23	+ 15.0%
Pending Sales	257	305	+ 18.7%	1,514	1,803	+ 5.9%
Months Supply of Inventory	1.8	1.9	+ 5.6%	—	—	—
New Listings	337	361	+ 4.2%	1,866	2,023	+ 6.7%
Inventory of Homes for Sale	367	418	+ 13.9%	—	—	—
Percent of Original List Price Received*	101.1%	99.7%	- 1.4%	100.8%	99.8%	- 1.2%

*Based on the following: All sales transactions reported to the Multiple Listing Service. Percent changes are for closed sales. Percentages for new listings are based on the number of new listings for the month. Percentages for pending sales are based on the number of pending sales for the month. Percentages for inventory of homes for sale are based on the number of homes for sale for the month. Percentages for percent of original list price received are based on the number of sales for the month.



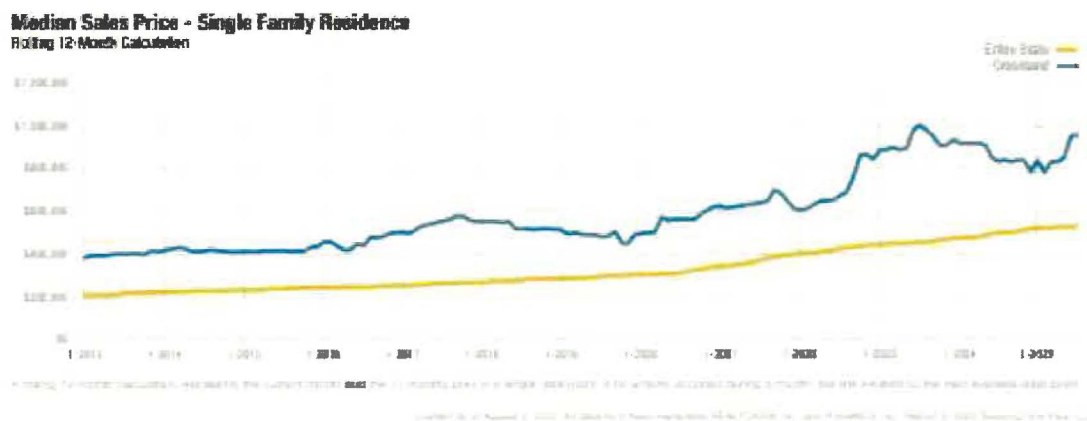
Source: FastStats (NBAR)

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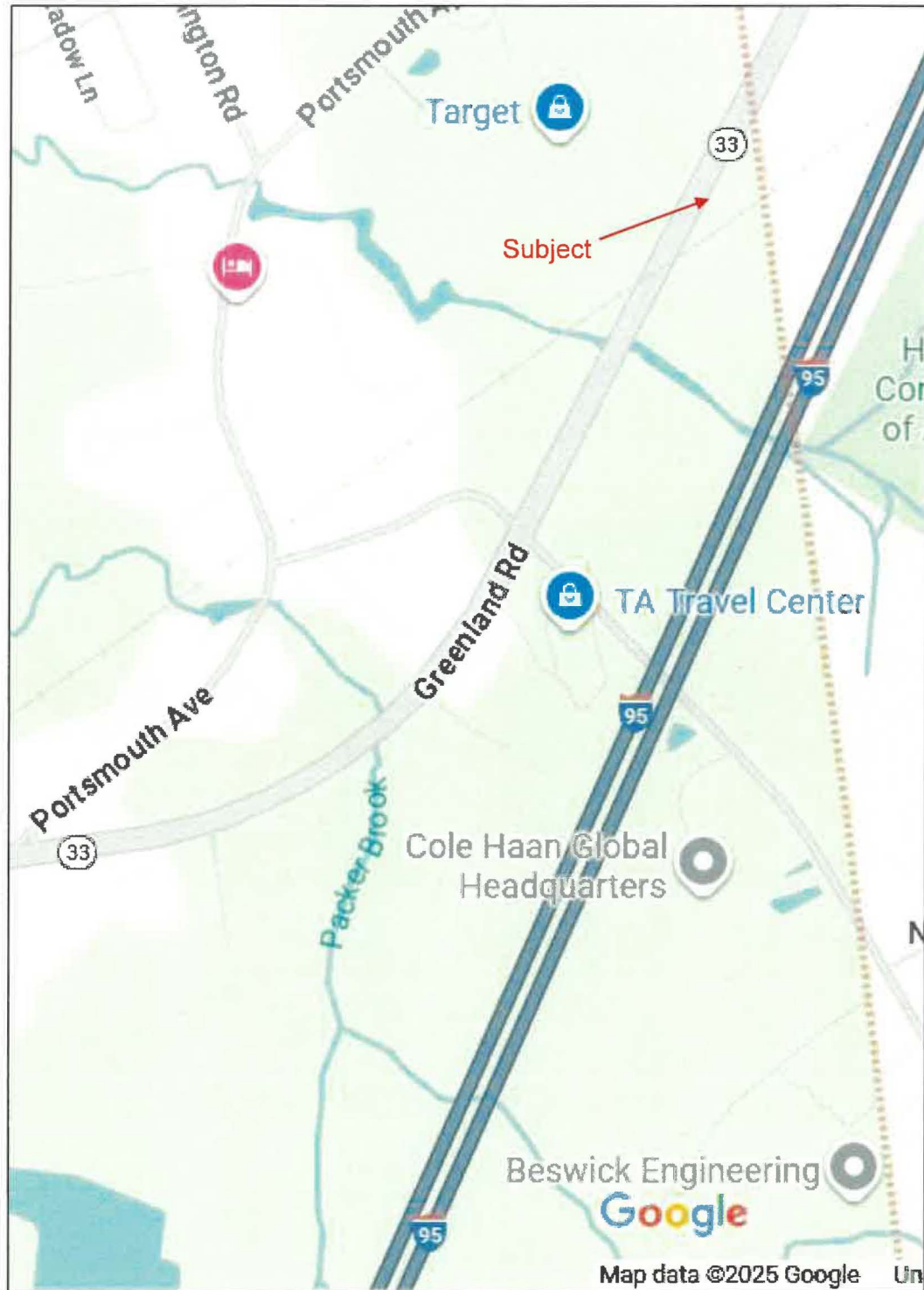
Greenland

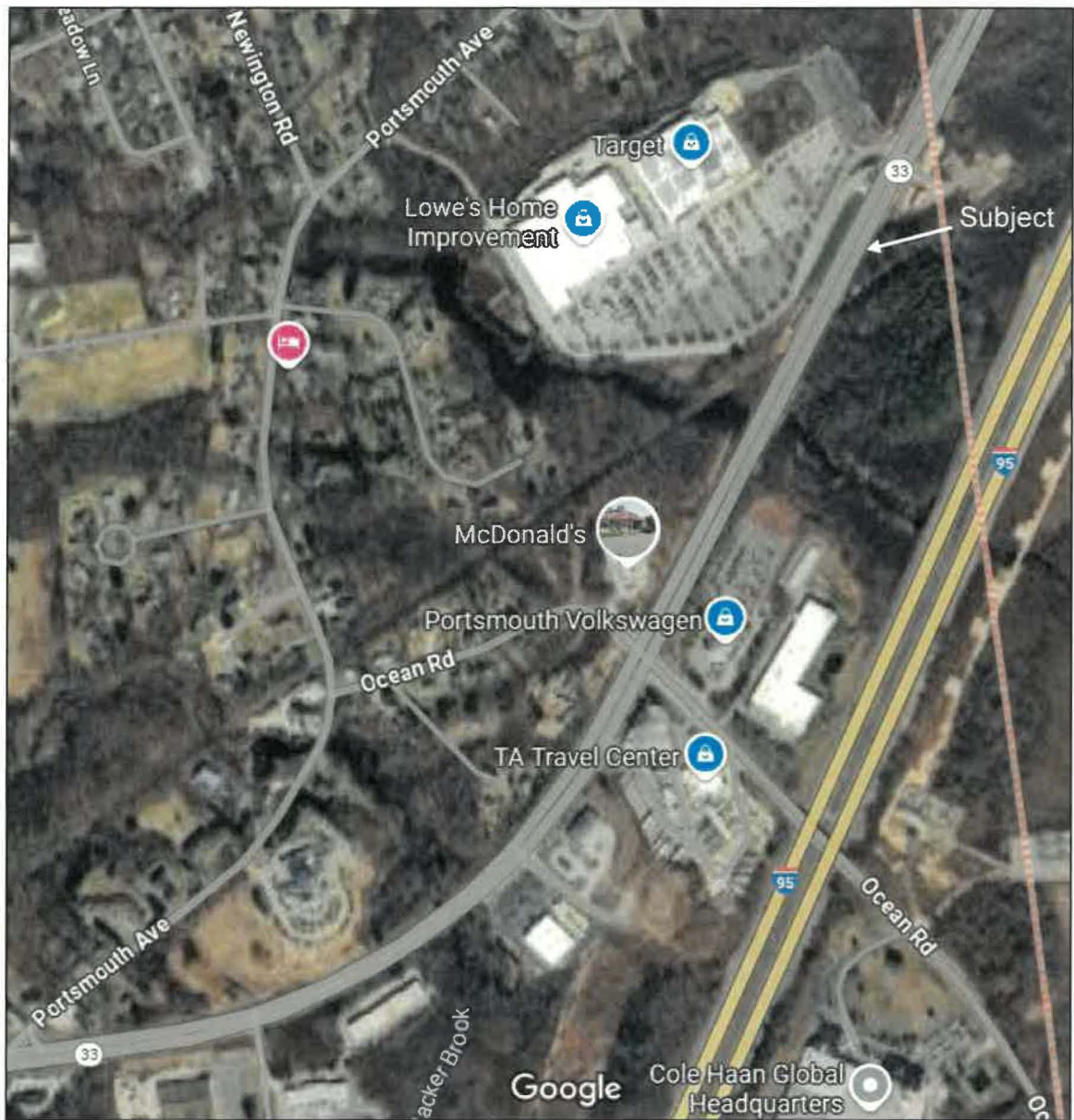
Single Family Residence	July			Year to Date		
Key Metrics	2024	2025	% Change	Thru 7-2024	Thru 7-2025	% Change
Closed Sales	8	3	-62.5%	20	14	-30.0%
Median Sales Price*	\$810,000	\$1,850,000	+103.3%	\$838,950	\$1,832,000	+95.0%
Median List Price	\$350,000	\$1,300,000	+271.4%	\$829,000	\$948,500	+14.4%
Volume of Closed Sales	\$8,165,000	\$4,740,000	-41.9%	\$18,787,900	\$23,036,000	+22.7%
Days on Market Until Sale	15	23	+53.3%	18	28	+55.6%
Pending Sales	2	5	+150.0%	19	23	+21.1%
Months Supply of Inventory	1.9	3.7	+94.7%	—	—	—
New Listings	1	11	+1,000.0%	24	37	+54.2%
Inventory of Homes for Sale	5	15	+200.0%	—	—	—
Percent of Original List Price Received*	96.7%	103.1%	+6.5%	101.2%	95.8%	-5.3%



Source: FastStats (NHAR)

Immediate Neighborhood Maps





Source: Google Maps

Zoning/Land Use

According to the Town of Greenland's Zoning map, revised to April 1, 2024, and Zoning Ordinance, see excerpt below, the requester's parcel (APN R-21/46) is situated within Greenland's Commercial District C (CC) zoning district.

Zoning District Descriptions

- C. **Commercial District C** is defined using 2010 Property Tax Map and Lot numbers for each property located within this district. The following is a list of properties located within Commercial District C.

TAX MAP	LOTS
R-21	43, 44, 44A, 44B, 45, 46, 47, 48, 49, 50, 51, 54, 55, 55A, 56, 58, 65, 65A, 66, 67

Source: Town Zoning Ordinance, Page 135

The intent of this district is to allow for the development of large scale, high traffic generating commercial development in areas where transportation, water and sewer infrastructure is suitable for the intended use.

Based on a review of the Town Zoning Ordinance, permitted residential uses within the CC zoning district include Single Family Dwellings, Home Occupation/Cottage Industry, Doggie Day Care, Accessory Dwelling Units, and Residential Open Space-Conservation Development.

Permitted governmental, educational, religious, charitable, cultural, and public uses include Municipal Uses for Civic, Governmental, Service, Educational or Recreational Use, Historical Museums, Place of Assembly: Religious, Public Parks and Playgrounds, Private Schools: Nursery thru College, Licensed Child Day Care Facilities, and Senior Citizen Centers.

Permitted medical uses include Hospitals, Clinics (With Inpatient Care), Ambulatory Surgical Center, and Residential Care Facility.

Permitted recreational uses (Indoor/Outdoor) include Cinema or Similar Indoor Amusement Use with No Live Performance, Indoor and/or Recreation Facility, and Health Club, Yoga Studio, Martial Arts School or Similar Use.

Permitted Office: Non-Medical uses include Professional and Business Offices, Retail Bank, and Financial Services Office.

Permitted Service: Non-Healthcare uses include Personal Services, Consumer Services Such as Copy Shop, Bicycle Repair, Pet Grooming, Trade, Craft and General Service Establishments Such As, But Not Limited To, Shops for Carpenters, Plumbers, Painters, Electricians, Paper Hangers, Sign Painters, Upholsterers, and Printers, Laundry and Dry Cleaning Establishments, and Self-Service Laundry for Use by the General Public.

Permitted Retail trade uses include Convenience Goods, Retail Sales, and Shopping Centers.

Permitted Eateries and Drinking Places include Restaurants, Fast Food Restaurants, Full-Service Restaurants, Brew Pubs, and Nano Breweries.

Permitted Motor Vehicle uses include Sales, Renting or Leasing of Passenger Cars and Light Trucks, Motorcycles, Tractors, Boats and Small Power Equipment (e.g. Lawnmowers) Including Accessory Repair Services, Snowmobiles, and Motor Vehicle Washing Facility for Passenger Cars and Light Trucks.

Additional permitted uses include Agricultural, Hotels, and Commercial Riding Stables. A full list/ table outlining all permitted uses is included in the attached addenda.

The minimal dimensional requirements for the CC zoning district are outlined below.

The requester's site and subject property are also located within the Telecom District. The Zoning Ordinance includes Article XI: Telecommunications Ordinance. Applicable pages of this ordinance are included in the addenda.

Dimensional Requirements

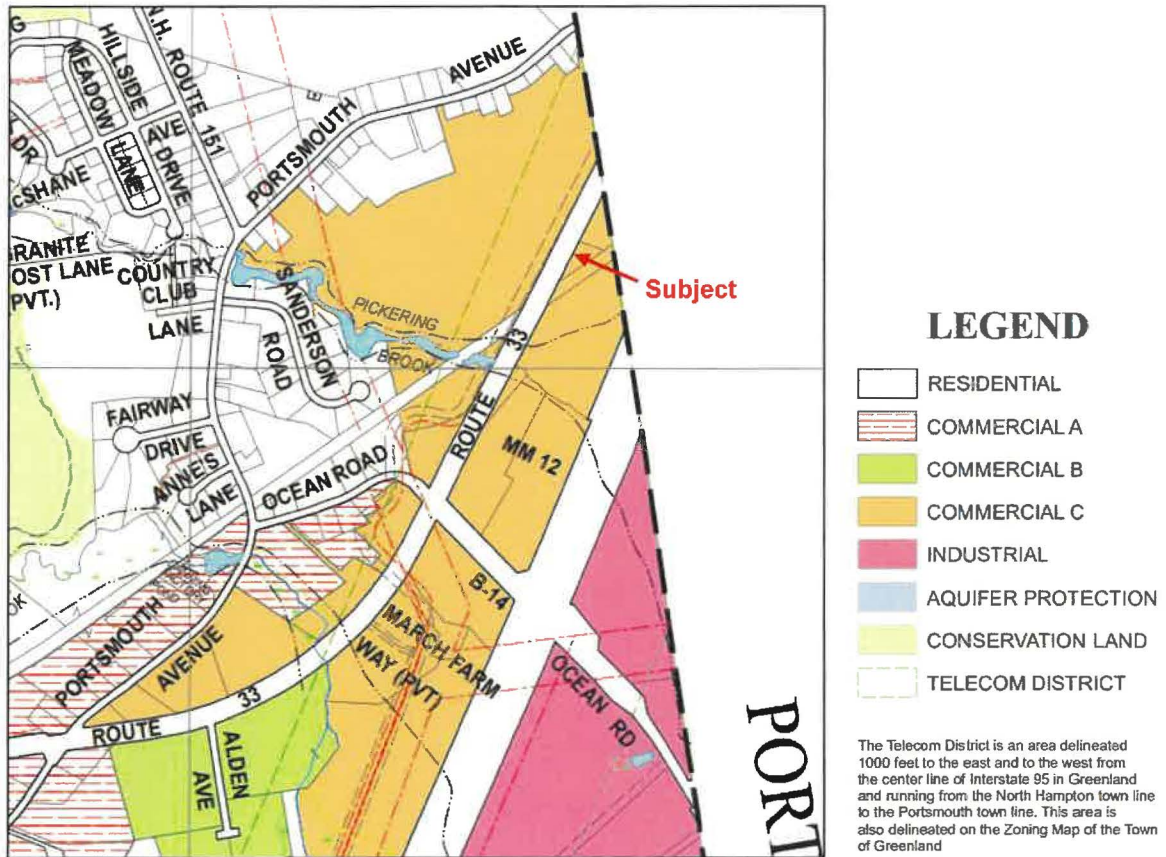
DIMENSIONS		ZONES
		CA, CB, CC
a	Lot area minimum (sq ft)	60,000 with 45,000 contiguous non-wetland soil
b	Lot front minimum (ft)	200 ft
c	Lot width minimum (ft)	80 ft
d	Front yard minimum (ft)	30 ft (1, 6)
e	Rear yard minimum (ft)	20 ft (4)
f	Side yard minimum (ft)	20 ft (4)
g	Building height maximum (ft)	35 ft
h	Lot coverage maximum (footprint)	50% max
i	Open space requirement	50% of lot
j	Building footprint	CA: 10,000 sq ft maximum for each bldg on site
		CB: 20,000 sq ft maximum for each bldg on site

Source: Town Zoning Ordinances, Page 36

Map R-21, Lot 46 is also situated within the Residential-Commercial-Industrial Mixed-Use (RCIM) District (Overlay). The RCIM District is an overlay district within which residential, commercial, and industrial uses, or any combination thereof, may be permitted on a single parcel of land upon issuance of a Conditional Use Permit (CUP) by the Planning Board. In order for a CUP to be granted, an applicant must demonstrate to the satisfaction of the Planning

Board that a specific land use proposal will conform to specified requirements of this RCIM District Ordinance.

ZONING MAP
OF
GREENLAND
NEW HAMPSHIRE



REVISED TO APRIL 1, 2024

REVISED & REPRINTED BY
CAI Technologies
Precision Mapping Geospatial Solutions

Source: Town of Greenland

www.greenland-nh.com/DocumentCenter/View/1902/2025-Zoning-Map-PDF?bidId=

Surplus Appraisal | File No. 25-131 | Map R-21, Lot 46 | 12' Access Point | Greenland Road, Greenland, NH

Valuation

Highest and Best Use

The subject property is a proposed 12' wide access point/right-of-way from NH Route 33 to the requester's parcel identified by the Town as Map R-21, Lot 46.

This report is subject to the hypothetical condition that the subject property area, a *proposed access point/right-of-way*, exists (as defined in this report) in the After analysis and valuation.

Highest and Best Use of Map R-21, Lot 46 - 'Before' the Proposed Access Point/ROW

Highest and Best Use is the physically possible, legally permissible, financially feasible, and maximally productive use that would result in the greatest net return. It cannot not be highly speculative nor predicated upon conditions anticipated in the too distant future.

APN Map R-21, Lot 46 is an irregular/triangular shaped site of ± 0.70 acre with approximately 320 feet of frontage on NH Route 33 (Greenland Road). The site also has frontage (backs up to) along the Boston & Maine Railroad tracks ($\pm 90'$ wide ROW) along its southeastern lot line. The site is generally rolling and mostly wooded. The parcel has significant wetlands on the northeastern portion of the site. There is overhead electrical, public water and sewer and natural gas available along the site's NH Route 33 frontage. Based on development in the immediate area, it is assumed that soils are conducive to development. The site 'as is' could likely accommodate a number of permissible uses. However, due to limitations related to its size, shape, wetlands, any traditional development of the site would present significant challenges.

The site is situated within the Commercial C (CC) zoning district. Numerous uses are allowed within the district including single-family residences, office, retail, restaurants, personal and customer services (e.g., copy shop, pet grooming, and trade and general service establishments), hotels, medical facilities, and Laundry and Dry Cleaning Establishments. However, the site does not meet the minimal lot size requirement of the Zoning district and does not have permitted access from NH Route 33. The site is also situated within the Telecom District that permits new towers with a Special Exception. Any development of the site would likely require a variance/Special Exception and permitted access to the dry, southern portion of the site from NH Route 33. The Town Planning Board has reportedly approved (with conditions) site plans for a telecommunications tower on the site subject to obtaining a NH DOT driveway permit. See a copy of the Planning Board's Notice of Decision in the attached addenda.

The site has limited development potential on its own, if any, due to its relatively small size, irregular shape, significant wetlands, and lack of permitted access from NH Route 33, a controlled access right-of-way (CAROW). It would be speculative to assume that any traditional development and/or access approvals would be granted by the Town or NH DOT (controls access from NH Route 33).

There is an existing illuminated billboard on the northwest corner of the site. According to a permit (# 526) on file with the NHDOT, the billboard is owned by Outfront Media and was erected on the

site in May 1956. It is assumed the billboard sign and access (for maintenance) is considered legal and grandfathered by both the Town and State.

The existing billboard use appears to be the only feasible use of the site without an assemblage and/or variances and permitted access from NH Route 33. Even if the site received permitted access from NH Route 33, the development potential would still be extremely limited due to the physical characteristics of the site. The billboard use is considered the highest and best use of the site in the Before as it provides income to the property.

Highest and Best Use - 'After' With the Proposed Access Point/ROW

The proposed 12' wide access point/right-of-way would provide access to the southern portion of the requester's site (Map R21, Lot 46). The access would allow development and maintenance of a proposed telecommunications tower on the site.

According to documents provided to the NHDOT, the agent for the requester, Atlantic Towers LLC, received Site Plan review approval from the Town of Greenland Planning Board on February 15, 2024 to construct a 100' communications tower on 1419 Greenland Road (Map R21, Lot 46). Approvals were based on site plans, Project No. 2023-0079, dated September 26, 2023. Atlantic Towers LLC subsequently applied for a driveway permit from the NHDOT in July of 2024.

This appraisal and conclusion of highest and best use in the After is subject to the extraordinary assumptions that the site has received, or will receive, all the necessary approvals and permits for the aforementioned telecommunications tower.

Highest and Best Use Conclusion

The site has limited development potential on its own, if any, due to its relatively small size, irregular shape, significant wetlands, and lack of permitted access from NH Route 33.

There is an existing permitted billboard on the northwest corner of the site. The reported traffic count just north of the subject site was 23,062 (AADT) in 2024. The sign is also located just south of a lighted intersection that services two big-box retailers (Target and Lowe's).

The proposed access point/right-of-way would provide access to the southern portion of the requester's site and potentially allow development and maintenance of a proposed telecommunications tower on the site.

The highest and best use in the After scenario (with the proposed access point/ROW) is the development of the proposed telecommunications tower and continuance of the existing billboard use on the site.

Valuation Approaches

There are three basic approaches commonly utilized in the valuation of real property interests, the Cost Approach, the Income Approach, and the Sales Comparison Approach. The use of each approach is contingent upon the type and characteristics of the property being appraised, market behavior specific to the property type, and the availability of relevant market data.

The Cost Approach was considered but not utilized as the requester's property/site essentially consists of vacant land with no improvements, other than the existing billboard, to consider.

The Sales Approach was also considered but not utilized due to the lack of comparable sales of similar sites with similar development potential/approvals.

In the analysis and valuation, I have utilized only the Income Approach. The potential purchase of the subject site, in both the Before and After scenarios, would likely be based on the parcel's ability to generate income from existing and proposed uses.

Income Approach

The Income Approach to value is based on the principle of anticipation, i.e., the value of property correlates to the present worth of the future rights to benefits to be received by the owner. Income approach analysis considers the property from an investor's point of view, the basic premise being that the amount and quality of the income stream are the basis for value of the property.

When estimating the value of the fee simple interest by the income approach, the annual operating income is forecast assuming market levels. The term "market levels" means that the income and expenses are set at levels considered suitable for the subject property after comparing it to similar properties under current market conditions.

Estimate of Potential Gross Income (PGI)

Potential Gross Income is the total income attributable to real property at full occupancy before vacancy and operating expenses are deducted. Potential Gross Income includes the sum of potential rental income, other income, and expense recoveries. In this appraisal, as the interest being appraised is the fee simple interest (i.e., income stream at market rents).

Before Analysis

Ground Lease Income

The requester's parcel has an existing billboard on the property. It is a static, illuminated one-sided sign that currently advertises two businesses.

Landowner rates for billboards vary widely depending on location and billboard type. Rents are typically based on a billboard's gross rental revenue. High-traffic areas like busy highways and major cities will command much higher rates than more rural locations. For southern New Hampshire landowners, Compensation for a billboard can range from \$300 to over \$1,500 per month for standard static signs, and potentially higher for prime locations or digital displays. The payment is generally not fixed and varies significantly based on several factors, including traffic, visibility, and the final lease terms. Many agreements pay the landowner a percentage of the gross advertising revenue from the billboard. This typically falls between 10% and 30%, with 15% to 20% being a common range.

The billboard on the requester's parcel is a single-sided, lighted improvement which faces the northern bound traffic on NH Route 33. The average annual daily traffic count is reported to be 23,062 (2024) just north of the subject site. The billboard is also situated just south of a lighted intersection serving Lowe's and Target store across the street from the subject parcel.

The annual rental/lease income from the billboard was not provided to the appraiser and are unknown. The billboard improvements are reportedly owned by Outfront Media, which generally leases the right to construct and maintain a billboard on a site from a landowner. The media company would typically collect the market rent and pay a percentage of the lease rate to the holder of the real property rights for the permitted sign location.

According to a representative of Outfront Media, Barrett Norton, annual rents in the subject's market area for a single face static billboard range from \$1,000 to \$6,000.

Given the subject's location on a highly traveled 4-lane State Route in close proximity to a lighted intersection servicing two major big-box retailers, I have estimated a market rent for the subject billboard towards at the top end of the range reported by the Outfront Media representative, or \$6,000 annually (\$500 per month).

There are no publicly reported, standardized cap rates for billboard easements in specific regions like Southern New Hampshire. The value of a billboard location is highly variable and depends on individual factors that influence its potential cash flow. Investors often look at a property's annual rent as a multiple rather than focusing on a cap rate. Multiples for valuing billboard easements or leases generally range between 8 and 12 times the annual rent payments. This translates to an estimated cap rate range of 8% to 12.5%. The specific multiplier/cap rate for a billboard depends heavily on its location, market strength, and type of asset (easement vs. operating billboard). Higher-quality, well-located billboards in prime markets command lower cap rates, indicating lower risk and higher value. A 10% cap rate has been estimated for the subject billboard.

In order to estimate the annual net operating income, operating expenses need to be deducted from the estimated gross income.

There are no other improvements on the subject property. The subject parcel/land is assessed by the Town at \$85,100 which results in a current annual tax burden of \$1,105.45 (\$85.1 x \$12.99/\$1,000 of assessment). No other expenses are known or considered appropriate for the analysis.

The estimated value of the subject parcel in the Before is calculated as follows:

Estimated Annual Billboard Easement Rental.....	\$ 6,000
Less Annual Real Estate Taxes	\$ <u>1,105</u>
Estimated Net Operating Income	\$ 4,895
÷ .10 (Capitalization rate of 10%) =	\$ 48,950
Rounded to	\$ 49,000

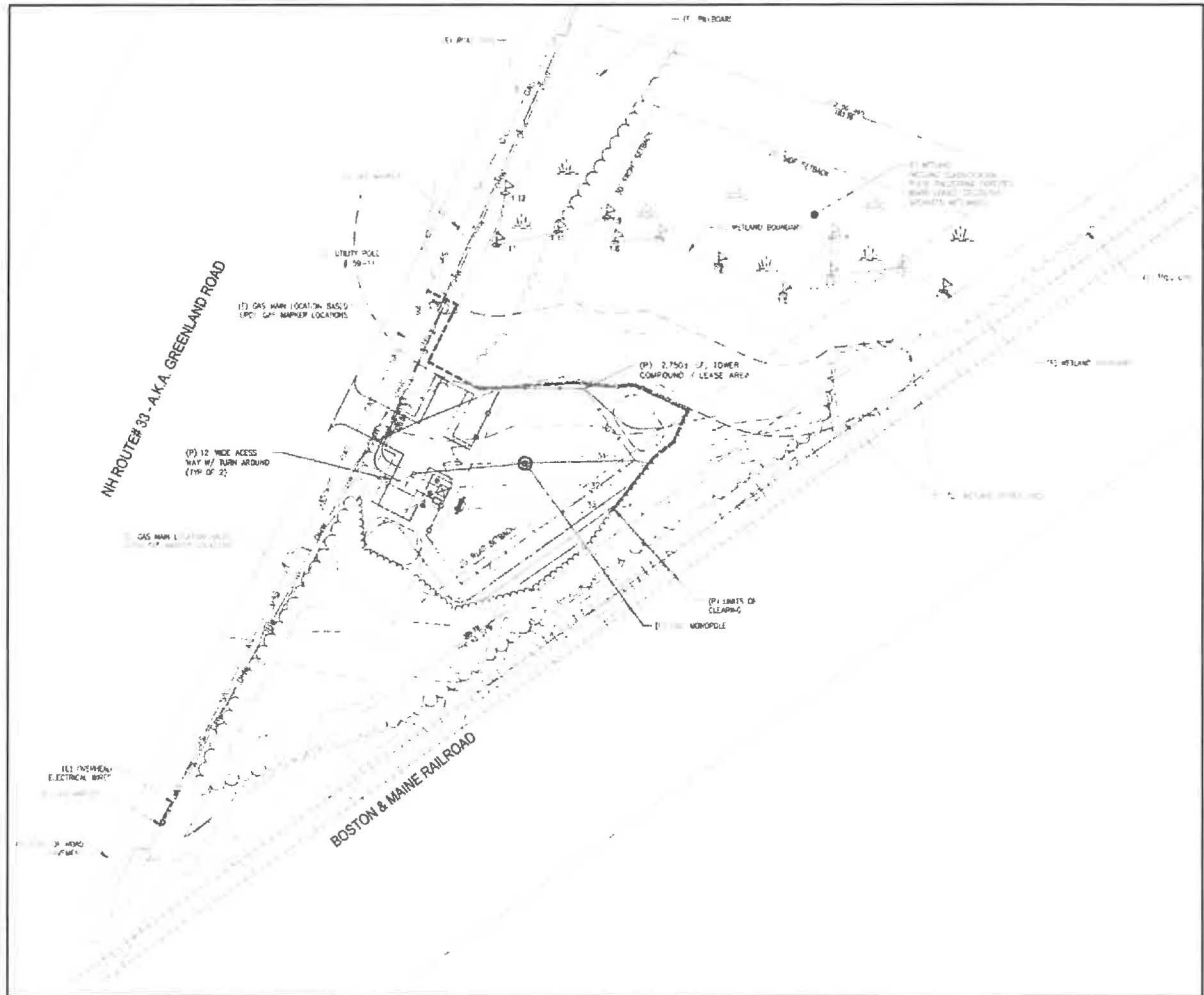
Conclusion

In the existing, Before scenario, I estimate the market value of the requester's parcel (APN R-21/46) as of September 4, 2025 to be \$49,000.

After Analysis

In the hypothetical After analysis, the abutting site will benefit from the proposed 12' wide access point/right-of-way from NH Route 33 (Greenland Road). A 100' tall communication tower is planned for the site utilizing the proposed access. The site plan exhibit below shows the proposed location of the planned improvements as approved by the Town Planning Board.

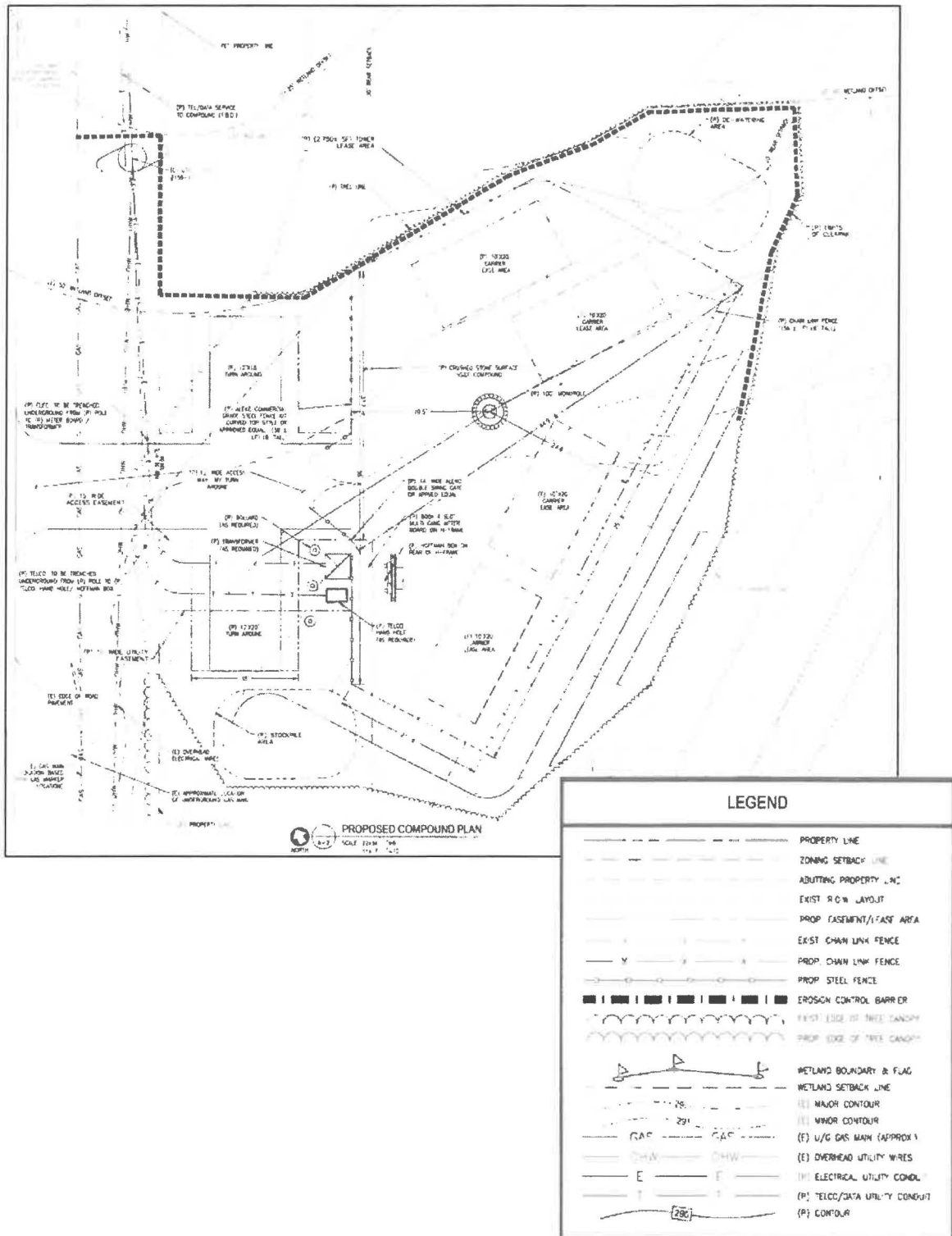
Proposed Site Plan



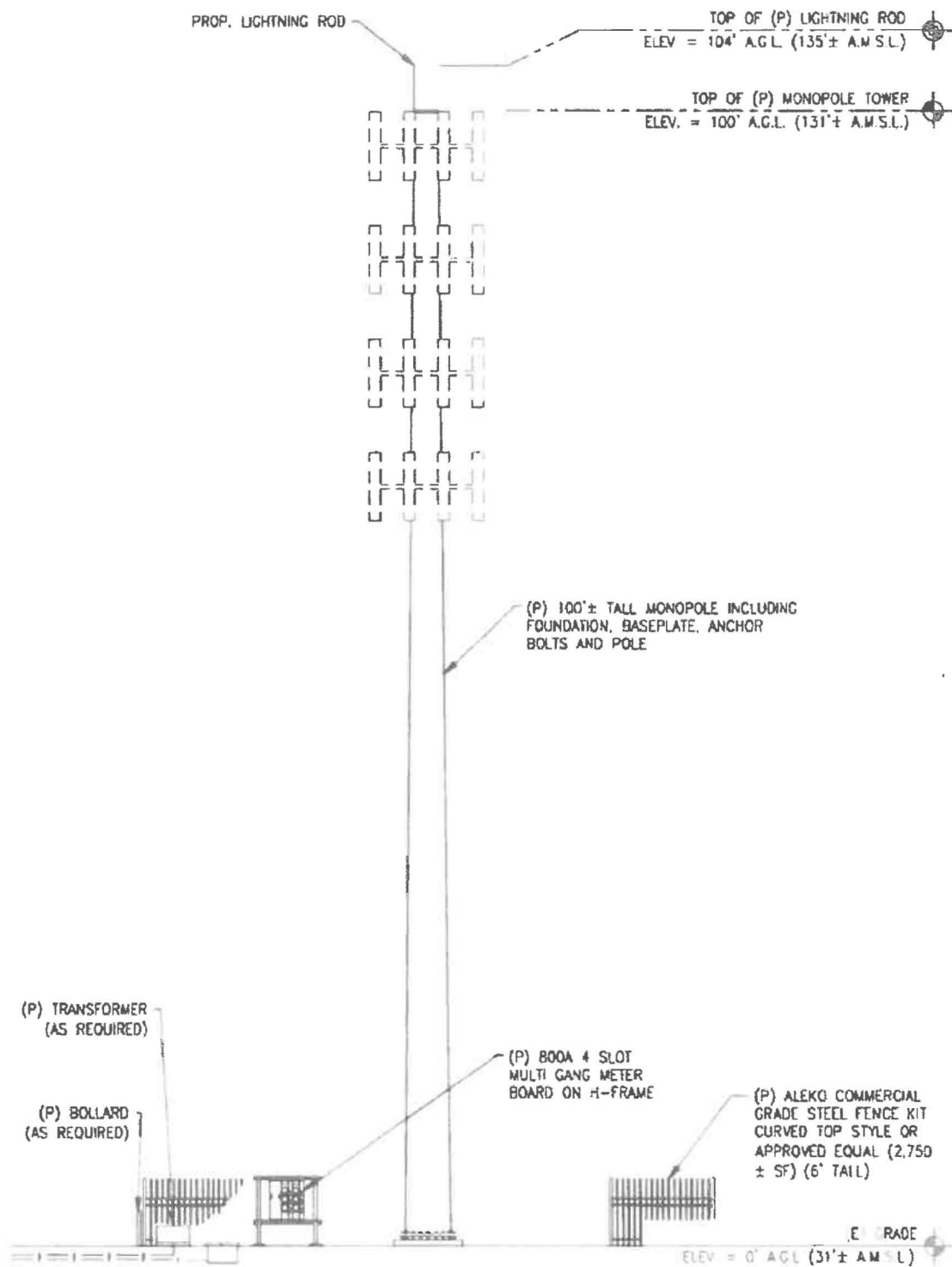
The exhibit on the following page shows a more close-up view of the planned access point/right-of-way and the planned lease area and location of planned improvements on the site.

The exhibit on Page 43 shows an elevation view of the proposed monopole communications tower.

Proposed Compound Plan



Surplus Appraisal | File No. 25-131 | Map R-21, Lot 46 | 12' Access Point | Greenland Road, Greenland, NH



2
A-2

ELEVATION

SCALE: 22x34, 1"=10'
11x17 1"=20'

Communications Tower (ground lease income)

In the After scenario, in addition to the existing billboard, the subject site is encumbered by a telecommunication tower easement or ground lease.

The appraiser reached out to a representative of the communications tower lease company, Fran Parisi, who's contact info was provided by the Property Management section of the NHDOT. The appraiser requested a copy of the proposed ground lease and/or specific terms of the lease with the landowner. Mr. Parisi indicated he was very reluctant to provide any specific information on the lease due to confidentiality concerns.

Current industry ground rental rates vary widely based on numerous factors, including location, population density, network needs, and construction limitations. Based on online research, current typical monthly rental rates for cell tower ground leases range anywhere from \$500 up to \$25,000+. The reported current industry standard for telecommunication tower ground leases is a 5-year initial term with four 5-year extensions, for a total of 25 years. However, ground leases for cell towers are commonly 20 to 40 years long.

Although telecommunication lease info is often recorded, in many cases just a memorandum of lease is recorded which typically does not specify all of the terms (rates, escalations, etc.) of the lease agreement. A Memorandum of Lease for the proposed easement area and use, dated August 1, 2023, is recorded in the Rockingham Registry of Deeds in Book 6498, Page 1031. A copy of the memorandum is included in the addenda. The memorandum outlines an option to lease a portion of the subject property for the purpose of erecting, installing, operating and maintaining a communications tower. It calls for a 10-year initial lease term, commencing on the date the tenant exercises their option, with two additional 10-year terms.

In addition, telecommunication tower technology is constantly evolving. The appraiser reviewed numerous online articles and cell tower lease valuation company websites to assist in estimating the contributory value of the proposed lease.

Industry and market factors include the number of carriers (a tower that can host multiple tenants generates more revenue), the type of lease (a direct lease with a wireless carrier will typically pay more than a lease with a tower company, and market demand (higher population density and mobile usage in a specific area increase demand for coverage, driving up lease prices for strategically located sites).

The final rate depends on specific local factors rather than statewide averages. Property specific factors influencing the lease rate include strategic importance (If a site is in a prime location that fills a critical network coverage gap and there are limited alternative options, the lease value will be higher), zoning regulations, ground elevation (higher-elevation sites provide a better line-of-sight for signals, which can command a higher lease rate), and accessibility and utility access.

Lease term conditions including rent escalators and termination clauses impact the long-term security and value of the lease. Current industry ground rental rates vary widely based on numerous factors, including location, population density, network needs, and construction limitations.

Generally, current monthly rental rates for a 100-foot cell tower monopole in New Hampshire typically range from \$800 and \$2,000, though they can range from \$500 to over \$10,000 per month depending on several critical factors. There is reportedly no single "market rate" for cell tower leases, as each site is valued individually.

Given the proposed communications tower is a monopole tower that will accommodate limited tenancy, be at a predominantly level elevation in the Seacoast Area of southern New Hampshire (modest population density), a market ground rent in the middle of the \$800 and \$2,000 monthly range indicated above of \$1,400 monthly (or \$16,800 annually) has been estimated as a reasonable expectation of the net income to the requester's property (landowner). It is assumed that all expenses associated with obtaining approvals, constructing and maintaining the improvements, and site operating costs (e.g., the real estate taxes, etc.) for the entire site would be the responsibility of the lessee (communications tower operator).

Cell tower lease buyouts are calculated differently than commercial real estate. Reportedly, the wireless industry doesn't use capitalization rates when making lease-purchase offers. The typical technique for estimating existing cell tower lease values include analyzing the rental value of similar cell tower leases and applying a multiplier (multiple of annual rate).

According to Ken Schmidt of Steel In The Air (SITA), a company specializing in evaluating cell tower leases, the industry uses multipliers, generally 17x to 20x. The multiplier is applied to the net annual income which typically equates to the annual rent being paid. For cell tower leases, there are rarely any expenses.

The following published multipliers were found during my research:

- SteelinTheAir.com: 17x to 20x
- TowerGenious.com: 16x or lower (below average)
17.5x or higher (above average)
- SteelTree Partners, LLC: 10x to 25x

It's clear that multipliers can vary widely. Most online sources report market multipliers between 15x and 20x. Based on my research and the data presented above, an annual multiplier of 17.5x has been concluded as reasonable for the subject.

The potential gross Income for the proposed communications tower subject has been estimated as follows:

Estimated Annual Communications Tower Rental..... \$16,800 (\$1,400 x 12 months)

Applying a 17.5x multiplier results in a current value of \$294,000 (\$16,800 ÷ 17.5)

In order to come up with an estimate of net contributory value of the proposed communications tower lease, estimated approval expenses, developer's profit have been estimated and deducted.

The cost of obtaining approvals for a cell phone tower in New Hampshire reportedly range from thousands to tens of thousands of dollars, with no guarantee of approval. Total project development costs for pre-construction activities like surveying, engineering, zoning and permitting can range from \$40,000 to \$60,000. The final cost is highly variable and depends on the specific municipality, the project's complexity, and potential legal challenges. An estimate at the very upper end of this range, \$60,000, has been utilized for this analysis.

Developer's profit margins vary but often range from 15% to 25% of total project costs or revenue, depending on the project's location, scale, and market segment. Total cost for monopole cell towers in New Hampshire, reportedly range from approximately \$200,000 to over \$400,000. The final price depends on various factors, including the tower's height, location, and necessary equipment. Given the type and scope of the proposed tower it is projected that the total project cost would be at the lower end of the range indicated above, say approximately \$200,000. Applying a discount rate of 25% results in an estimated developer's profit of \$50,000.

In addition, a further discount has been applied to reflect the access and site restrictions imposed by the NH DOT. The restrictions, which severely limit the development potential of the site, include the requirement that the use of access is to be limited to cell tower or similar use (with very minimal traffic generation) and the access/driveway will be restricted to right in, right out. Given the restrictions/development limitations, a 25% (of estimated \$200,000 total project cost) discount has been applied.

Thus the estimated net value of the contributory value of the cell tower has been estimated as follows:

Contributory Value before Expenses, Developer's Profit & Restriction Discount ... \$ 294,000

Less Approval Costs \$ 60,000

Less Developer's Profit \$ 50,000

Less Restriction Discount \$ 50,000

Net Contributory Value of Communications Tower \$ 134,000

The estimated value of the requester's site in the After, based on both the income producing components, is estimated as follows:

Estimated Before Value (existing billboard) \$ 49,000

Net Contributory Value of the Proposed Communications Tower \$ 134,000

Total Estimated Value in the After scenario \$ 183,000

The estimated After value of the subject property (APN R-21/46) as of September 4, 2025 with the proposed Access point/ROW in place is \$ 183,000.

After Value Conclusion

The estimated contributory value of the subject property rights (point of access/ROW), as of September 4, 2025 is calculated as follows:

Estimated After Value \$ 183,000

Less Estimated Before Value \$ 49,000

Contributory Value of Point of Access/ROW \$ 134,000

The final estimated contributory After value of the point of access/ROW to the requester's site as of September 4, 2025 is \$ 134,000.

Final Contributory Value Conclusion

The buyer is expected to incur additional costs and fees related to purchasing the access point/ROW. A fee adjustment was applied to reflect these additional transactional costs.

The required NHDOT Administrative Fee is \$1,100. Plan recording fees of approximately \$100 are anticipated for the subject point of access/ROW.

Point of Access/ROW Value \$ 134,000

Less Administrative and Recording Fees* \$ 1,200

Contributory Value of the Proposed Access Easement .. **\$ 132,800**

* NHDOT Administrative Fee of \$1,100 and plan recording fees (see Page 2, Conditions of Sale).

The fees are calculated/estimated as follows:

Estimated Administrative and Fees:

Administrative Fee \$ 1,100

Plan Recording Fee..... \$ 100

Total \$ 1,200

Any survey fees are expected to be the responsibility of the communications tower lessee.

Appraisal Certification

I certify, to the best of my knowledge and belief, that:

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions, and conclusions are limited only by the reported general assumptions; extraordinary assumptions, hypothetical conditions, limiting conditions, and legal instructions;
- The report relays my personal, impartial, and unbiased professional analyses, opinions, and conclusions;
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved;
- I have no bias with respect to any property that is the subject of this report or to the parties involved with this assignment;
- I have not provided any valuation services for the subject property within the last 3 years.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results;
- Neither my compensation nor my employment is contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client/employer, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal;
- I will not directly or indirectly benefit from the acquisition(s) of such property appraised;
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP), and the appropriate State laws, regulations, policies, and procedures applicable to appraisal of right- of-way properties for these purposes;

- I have personally made an exterior observation of the property that is the subject of this report and exterior observations of the comparable sales, where possible, relied upon for this appraisal;
- No one provided significant professional assistance to me in the preparation of this report;
- No portion of the value assigned to the property appraised consists of items which are non-compensable under the established law of the State of New Hampshire;
- I have not revealed the findings and results of this appraisal to anyone other than the proper officials of the Department of Transportation of the State of New Hampshire and I will not do so until so authorized by State officials, or until I am either required to do so by due process of law or until I am released of this obligation by having publicly testified as to such findings, and that;
- No one provided significant real property appraisal assistance to me;



Appraiser

October 20, 2025

Date

ADDENDA

- 51 -

Property Location		1419 GREENLAND ROAD		Map ID: 0/R 21/ 46/ /		Bldg # 1		Bldg Name		Sec # 1 of 1		Card # 1 of 1		State Use 442C		Print Date 8/20/2025 10:15:08 A																																																																																																																																										
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OB - OUTBUILDING & YARD ITEMS(L)/XF - BUILDING EXTRA FEATURES(B)

Code	Description	L/B	Units	Unit Price	Yr Bt	Cond.	Cd	% Cd	Grade	Grade Adj.	Appr. Value

BUILDING SUB-AREA SUMMARY SECTION

Code	Description	Living Area	Floor Area	Alt Area	Unit Cost	Undeprec Value
Tot Gross Liv / Lease Area		0	0	0		0

No Sketch

Deed/Legal Description - 1419 Greenland Road - APN R-21/46

2305-0415

Know all men by these presents

WIT, I, Natalie D. Barker, Trustee of the Smith Realty Trust, under Declaration of

Trust, dated August 19, 1968, recorded in Rockingham County Registry of Deeds, Book

1984, Page 14. of Greenland, Rockingham County, State of

New Hampshire, for consideration paid, gave to Coastal Concrete Co., Inc., a New Hampshire

corporation, with a place of business c/o Brown & Fitzpatrick,

224 State Street, Portsmouth, Rockingham County, State of

New Hampshire, with WARRANTY COVENANTS,

Two Tracts of land, situate on the easterly side of Route #101, partly in Greenland and

partly in Portsmouth, County of Rockingham and State of New Hampshire, bounded and described

as follows:

TRACT 1: Beginning on the easterly side of said Route #101 and by a right-of-way at land now or

formerly of the Granite State Gas Transmission, Inc., and thence running S 70° 34' 30" E, 183.72

feet to land of the Boston & Maine Railroad; thence turning and running S 55° 02' 30" W by said

Railroad land, 350 feet, more or less, to Route #101; thence turning and running

N 27° 13' E by said Route #101, 326 feet, more or less, to the point of beginning. Containing

.67 Acres, more or less.

Also conveying a right-of-way over land of Granite State Gas Transmission, Inc. for the

benefit of Elroy C. Smith, his heirs, executors, administrators or assigns, to be used in con-

junction with Granite State Gas Transmission, Inc., its successors or assigns, for the usual pur-

poses of ingress and egress, along the southerly boundary of said premises of said Granite

State Gas Transmission, Inc. and bounded and described as follows:

Beginning on the easterly side of Route #101 at the northwesterly corner of Tract 1

and the southwesterly corner of the right-of-way, and thence running N 27° 13' E along the

easterly side of said Route #101, 50.47 feet to a point; thence turning and running S 70° 34'

30" E over said Granite State Gas Transmission, Inc. land, 212.7 feet to a point at land of

the Boston and Maine Railroad; thence turning and running S 55° 02' 30" W along land of said

Railroad, 61.51 feet to the premises heretofore described; thence turning and running N 70°

34' 30" W along said parcel heretofore described, 183.72 feet to the point of beginning.

TRACT 2: Also a certain tract of land, situate partly in Greenland and partly in Portsmouth,

in said County and State, bounded and described as follows:

Beginning on the easterly side of said Route #101 on the southerly side of the Boston &

Maine Railroad land, and thence running N 55° 02' 30" E by said Railroad land, 1872 feet, more or

less, to Interstate Route #95; thence turning and running S 23° 37' 30" W by Interstate Route

#95, 1490 feet, more or less, to the center of Pickering Brook at land now or formerly of

Moorevich; thence turning and running northeasterly by said Moorevich land by the Guard

of Pickering Brook, 604 feet, more or less, to said Route #101; thence turning and running

N 27° 13' E by said Route #101, 457 feet, more or less, to said Railroad land at the point of

beginning. Containing 12.6 Acres, more or less.

Also all of the rights the Grantor may have to cross over the Boston & Maine Railroad

land from Route #101 past the southerly side of Tract 1 to Tract 2 and from Tract 1 to Tract 2.

Being a portion of the premises conveyed to Elroy C. Smith and Natalie W. Smith by deed of

Jeanne S. Miller, Administrator, dated February 21, 1950, and recorded in Rockingham County

Registry of Deeds, Book 1161, Page 26. See also Estate of Elroy C. Smith, Rockingham County,

Rockingham County Probate Registry File No. 84471. See also deed of William S. Munkley, et al.,

Heirs of Elroy C. Smith, to Smith Realty Trust, Natalie D. Barker, Trustee, recorded in said

Registry of Deeds, Book 1204, Page 12.

The Grantor warrants that when parcels 1 and 2 are added together, they consist of not

less than 12 Acres.

Witness my hand and seal this 14th day of March, 1970

Natalie D. Barker, Trustee

Smith Realty Trust

STATE OF NEW HAMPSHIRE

TAX ON TRANSFER OF REAL PROPERTY

112.50

Memorandum of Lease

Book:6498 Page:1031

E # 23022625 08/01/2023 02:10:06 PM
Book 6498 Page 1031 Page 1 of 2
Register of Deeds, Rockingham County



RECORDING 14.00
SURCHARGE 2.00

Record and Return to:
Atlantic Tower LLC
2 Commercial Street
Sharon, MA 02067

RECEIVED

JUL 24 2024

NHDOT DISTRICT 6

MEMORANDUM OF LEASE

This Memorandum of Lease evidences a Lease Agreement ("Agreement") by and between Atlantic Tower LLC, a Delaware limited liability company with a mailing address of 2 Commercial Street, Sharon, MA 02067 (the "TENANT") and Wakefield Investments, Inc., a Massachusetts Corporation with a mailing address of P.O. Box 540, Wakefield, MA 01880 (the "LANDLORD"), which Agreement contains, among other things, the following terms:

1. LANDLORD owns certain real property located at 1419 Greenland Road in the Town of Greenland, Rockingham County, State of New Hampshire, which is depicted as Lot 46, on Assessor's Map R-21, and being further described as the same real property conveyed by that certain deed recorded under Deed Book 2306 on Page 415 of the Rockingham County Registry of Deeds (the "Subject Property").
2. Subject to the terms of the Agreement, LANDLORD has granted to TENANT an option to lease a portion of the Subject Property and to acquire certain easements for ingress, egress and utilities collectively known as the "Leased Premises". The Agreement will constitute a lease of the Leased Premises. The Agreement is for an initial term of ten (10) years commencing on the date that TENANT exercises its option as defined in agreement, and two (2) additional ten (10) year renewal terms, unless earlier terminated by TENANT.
3. The Leased Premises may be used exclusively by TENANT for all legal purposes outlined in the Agreement, including without limitation, erecting, installing, operating and maintaining radio and communications towers, buildings, and equipment; TENANT is entitled to sublease and/or sublicense the Leased Premises, including any communications towers located thereon.
4. Pursuant to the Agreement, excluding a sale of the Subject Property in its entirety, provided such sale also includes the Leased Premises, LANDLORD has granted a TENANT a right of first refusal in connection with all requests, proposals or offers from any third party other than the TENANT's to acquire, lease or obtain an easement (or other right of way) under all or any portion of the Leased Premises.
5. By this Memorandum, the parties hereto intend to record a reference to the Agreement and do hereby ratify and confirm all of the terms and conditions of the Agreement and declare that the Leased Premises are subject to all of the applicable provisions of the Agreement. In the event of a conflict between this Memorandum and the Agreement, the Agreement will control.

[THE REMAINDER OF THIS PAGE IS INTENTIONALLY LEFT BLANK,
SIGNATURES BEGIN ON NEXT PAGE]

Atlantic Tower LLC

Page 1 of 2

Site: AT-NH-0306B Greenland

JUL 24 2024

IN WITNESS WHEREOF, the parties hereto have fully executed this Agreement as of the date last signed by
Party hereto

TENANT:

ATLANTIC TOWER LLC

By: [Signature]
Name: Stephen Kelleher
Title: Manager
Date: 8-1-2023

LANDLORD:

WAKEFIELD INVESTMENTS INC.

By: [Signature]
Name: R. David Schelzi
Title: President
Date: 7-24-23

TENANT ACKNOWLEDGEMENT
COMMONWEALTH OF MASSACHUSETTS
COUNTY OF NORFOLK:

On the date below, before me personally appeared Stephen Kelleher, Manager of Atlantic Tower LLC, to me known (or proved to me on the basis of satisfactory evidence) to be the individual who executed the foregoing instrument, and he acknowledged said instrument by him executed to be his free act and deed in said capacity as Manager.

Date: 8-1-2023

Notary Public Signature: [Signature]



LANDLORD ACKNOWLEDGEMENT
COMMONWEALTH OF MASSACHUSETTS
COUNTY OF MIDDLESEX:

On the date below, before me personally appeared R. David Schelzi, President of Wakefield Investments, Inc. to me known (or proved to me on the basis of satisfactory evidence) to be the individual who executed the foregoing instrument, and he acknowledged said instrument by him executed to be his free act and deed in said capacity as President, of the Subject Property as described herein.

Date: 7/31/23

Notary Public Signature: [Signature]



Notary Stamp or Seal



MICHAEL P. LOOMOS
Notary Public
Commonwealth of Massachusetts
My Commission Expires
March 8, 2024

Applicable Zoning Pages

Town of Greenland, NH



Zoning Ordinance 2025

Updated: March 1998; February 1999; March: 2000, 2002, Readopted September 2002; March: 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2020, 2021, 2022, 2023, 2024, 2025



3.4 – DISTRICT PURPOSES (Repeal & Re-Adopt 2011)

The following purposes are hereby established for each of the districts:

- 3.4.1 Residential:** The intent of this district is to provide for open space conservation, agricultural use, and predominantly low density residential development on individual lots, which can be accommodated on the land without major disruptions of the natural terrain, vegetation, watercourses or surface drainage and which would not customarily have Town water.
- 3.4.2 Commercial District A:** The intent of this district is to permit general commercial uses that are modest in size, promote traditional New England architecture, and limit traffic hazards in areas on streets with high traffic volumes. The intent of this zone is also to buffer abutting residential neighborhoods from disturbance and disruption.
- 3.4.2.1 Commercial District B:** The intent of this district is to provide a transition zone along Rt. 33 from areas of larger size, higher traffic generating commercial development to areas of modest size, lower traffic generating commercial development. The intent of this zone is to emphasize continuity with traditional New England architecture as well as buffer abutting residential neighborhoods from disturbance and disruption.
- 3.4.2.2 Commercial District C:** The intent of this district is to allow for the development of large scale, high traffic generating commercial development in areas where transportation, water and sewer infrastructure is suitable for the intended use. The intent of this zone is to emphasize continuity with traditional New England architecture as well as buffer abutting residential neighborhoods from disturbance and disruption.
- 3.4.3 Industrial:** The intent of this district is to provide areas for research and development, manufacturing, processing, assembly, wholesaling, and transportation-oriented activities and related services as trucking and warehousing providing that such uses are determined not to be injurious or hazardous to the public health, safety, and/or welfare. Furthermore, the intent of the district is to reserve suitable land for the expansion of existing industry and location of new industry and to enhance economic development and employment.
- 3.4.4 Floodplain Management District (Overlay):** The intent of this district is to maintain the flood carrying capacity of the surface waters of Greenland by discouraging the alteration of floodways, and by promoting building practices within the Town's flood hazard areas which are consistent with minimizing flood damage to land and buildings.
- 3.4.5 Aquifer Protection District (Overlay):** The intent of this district is to protect, preserve and maintain existing and future potential groundwater supplies and related groundwater recharge areas within Town.
- 3.4.6 Residential-Commercial-Industrial Mixed-Use (RCIM) District (Overlay):** The Residential-Commercial-Industrial Mixed-Use (RCIM) District is an overlay district within which residential, commercial, and industrial uses, or any combination thereof, may be permitted on a single parcel of land upon issuance of a Conditional Use Permit (CUP) by the Planning Board. In order for a CUP to be granted, an applicant must demonstrate to the satisfaction of the Planning Board that a specific land use proposal will conform to specified requirements of this RCIM District Ordinance.

3.6 TABLE OF USES (RESIDENTIAL, COMMERCIAL AND INDUSTRIAL DISTRICTS)
Key: P – Permitted, S – Special Exception, CU – Conditional Use Permit, N – Prohibited

USE	RESIDENTIAL	CA EXISTING COMMERCIAL	CB ALDEN AVE	CC HIGHWAY	I INDUSTRIAL	SUPPLEMENTAL REGULATIONS
A. RESIDENTIAL USES						
1) Single Family Dwelling	P	P	N	P	N	
2) Back Lot Development	P	P	N	N	N	In accordance with Section 4.4.1.1 of the Subdivision Regulations
3) Two Family Dwelling	CU	CU	N	N	N	In accordance with Subsection 3.7.12.3 of the Ordinance
4) Manufactured Housing: Mobile Homes	P	P	N	N	N	In accordance with Section 3.7.3 of the Ordinance
5) Home Occupation/Cottage Industry (Amended 2012)	P	P	N	P	N	In accordance with Section 3.7.1 of the Ordinance
6) Doggie Day Care	S	P	N	P	N	
7) Age Restricted Housing (2003)	P	P	N	N	P	In accordance with Article XIX of the Ordinance
8) Accessory Dwelling Unit	P	P	N	P	N	In accordance with Section 3.7.11 of the Ordinance
9) Residential Open Space-Conservation Development	P	P	N	P	N	In accordance with Article XXVI of the Ordinance
10) Multi-Family	N	CU	N	N	N	In accordance with Town of Greenland Site Plan Review Regulations (March 2022)
B. TEMPORARY RESIDENTIAL USES						
1) Overnight and Day Camps, Cottage Colonies, Vacation Resorts, Hostels and Similar Recreational Facilities	S	S	N	N	N	
2) Forestry, Wildlife, Timber Preserves, Reservoirs, and Nature Study Areas	P	P	P	P	P	
3) Commercial Riding Stables and Riding Trails With:						
3.1) Over 10 acres of land	P	P	P	P	N	
3.2) Under 10 acres of land	S	S	S	S	N	
4) Recreational Camping, Parking, Recreational Areas, Residential Tenting and Camping for Class A, B and C Recreational Vehicles	S	S	N	N	N	

USE	RESIDENTIAL	CA EXISTING COMMERCIAL	CB ALDEN AVE	CC HIGHWAY	I INDUSTRIAL	SUPPLEMENTAL REGULATIONS
C. GOVERNMENT, EDUCATIONAL, RELIGIOUS, CHARITABLE, CULTURAL AND PUBLIC USES						
1) Municipal Uses for Civic, Governmental, Service, Educational or Recreational Use	P	P	P	P	P	
2) Historical Museums	S	P	P	P	N	
3) Place of Assembly: Religious	S	P	P	P	P	In accordance with Town of Greenland Site Plan Review Regulations
4) Public Parks and Playgrounds	P	P	P	P	P	
5) Private Schools: Nursery thru College	N	P	P	N	N	
6) Licensed Child Day Care Facilities	CU	P	P	P	S	In accordance with Section 3.7.14 of the Ordinance (March 2025)
7) Senior Citizen Centers	S	P	P	P	S	
8) Non-Profit Lodges, Fraternal Organizations, Civic Organizations, and Charitable Organizations	N	P	N	N	N	
D. AGRICULTURAL/FORESTRY						
1) Agriculture	P	P	P	P	P	RSA 674:32-c. Agricultural uses shall not be prohibited in any district
E. MEDICAL SERVICES (Amended March 2017)						
1) Hospitals	N	N	P	P	S	
2) Medical Offices and Clinics (Outpatient Only)	N	P	S	CU	S	In accordance with Article 3.6.2/Ordinance
3) Clinics (With Inpatient Care)	N	N	S	P	S	
4) Ambulatory Surgical Center	N	P	P	CU	N	In accordance with Article 3.6.2/Ordinance
5) Residential Care Facility	S	P	P	P	S	
F. RECREATIONAL (INDOOR/OUTDOOR)						
1) Cinema or Similar Indoor Amusement Use with No Live Performance	N	N	P	P	S	
2) Indoor Recreation Facility	N	P	P	P	S	
3) Health Club, Yoga Studio, Martial Arts School or Similar Use	N	P	P	P	S	
4) Golf Courses Which May Include: Clubhouse, Swimming and Tennis Facilities, Storage and Maintenance Structures	S	S	N	N	N	
5) Outdoor Recreation Facility	S	P	P	P	S	

Key: P – Permitted, S – Special Exception, CU – Conditional Use Permit, N – Prohibited

USE	RESIDENTIAL	CA EXISTING COMMERCIAL	CB ALDEN AVE	CC HIGHWAY	I INDUSTRIAL	SUPPLEMENTAL REGULATIONS
G. OFFICE: NON-MEDICAL						
1) Professional Office	N	P	P	P	P	
2) Business Office	N	P	P	P	P	In accordance with Section 3.7.8 of the Ordinance
3) Retail Bank	N	P	P	P	S	
4) Financial Services Office	N	P	P	P	S	
H. SERVICE: NON-HEALTHCARE						
1) Adult Day Care Facilities	N	P	P	N	S	
2) Personal Services	N	P	P	P	N	
3) Consumer Services Such as Copy Shop, Bicycle Repair, Pet Grooming	N	P	P	P	N	
4) Trade, Craft and General Service Establishments Such As, But Not Limited To, Shops for Carpenters, Plumbers, Painters, Electricians, Paper Hangers, Sign Painters, Upholsterers, and Printers	N	P	P	P	P	
5) Landscape Services	N	P	P	N	P	
6) Veterinary Care	N	P	P	N	N	
7) Laundry and Dry Cleaning Establishments						
7.1) Drop Off/Pick Up Only for Items to be Dry Cleaned or Laundered Off Site or On Site	N	P	N	P	P	
7.2) Self-Service Laundry for Use by the General Public	N	P	N	P	N	
8) Undertaking Establishment, Funeral Parlor	N	P	N	N	S	
I. RETAIL TRADE						
1) Convenience Goods	N	P	N	P	N	
2) Retail Sales	N	P	P	P	S	
3) Shopping Center	N	P	P	P	S	
4) Sexually Oriented Business	N	N	S	S	N	In accordance with Section 3.7.4 of the Ordinance

Key: P – Permitted, S – Special Exception, CU – Conditional Use Permit, N – Prohibited

USE	RESIDENTIAL	CA EXISTING COMMERCIAL	CB ALDEN AVE	CC HIGHWAY	I INDUSTRIAL	SUPPLEMENTAL REGULATIONS
J. EATERIES AND DRINKING PLACES						
1) Restaurant						
1.1) Fast Food Restaurant	N	P	N	P	N	
1.2) Full-Service Restaurant	N	P	N	P	N	
2) Brewery	N	N	N	N	P	A brewery of any type shall not be permitted within, or accessory to, a golf course located within a residential district. (2014)
2.1) Brew Pub	N	P	N	P	N	
2.2) Nano Brewery	N	P	N	P	N	
K. LODGING ESTABLISHMENTS						
1) Bed and Breakfast	S	P	N	N	N	
2) Inn	S	P	N	N	N	In accordance with Section 3.7.7 of the Ordinance
3) Hotel	N	N	P	P	S	
4) Overnight and Day Camps, Cottage Colonies, Vacation Resorts, Hostels and Similar Recreational Facilities	S	N	N	N	N	
L. MOTOR VEHICLE (Amended March 2020)						
1) Sales, Renting or Leasing of Passenger Cars and Light Trucks, Motorcycles, Tractors, Boats and Small Power Equipment (e.g. Lawnmowers) Including Accessory Repair Services, Snowmobiles	N	S	N	P	N	
2) Automotive Service Station						*To authorize the prohibition of additional automotive service stations within one (1) mile of an existing automotive service station
2.1) Fueling Only	N	S	N	S	S	
2.2) Fueling and Service	N	S	N	S	S	
2.3) Fueling, Service and Repair	N	S	N	S	S	
2.4) Associated Convenience Store	N	S	N	S	N	
3) Motor Vehicle Washing Facility for Passenger Cars and Light Trucks (NO MORE THAN 2 AXLES)	N	N	N	P	N	
4) Truck Stop	N	N	N	N	N	
5) Off Site Parking Lot	N	CU	CU	CU	CU	Refer to Article II – Definitions: Off-Site Parking Lot (March 2020) and Section 3 G.3 of the Ordinance

Key: P – Permitted, S – Special Exception, CU – Conditional Use Permit, N – Prohibited

USE	RESIDENTIAL	CA EXISTING COMMERCIAL	CB ALDEN AVE	CC HIGHWAY	I INDUSTRIAL	SUPPLEMENTAL REGULATIONS
M. WHOLESALE TRADE, WAREHOUSING AND DISTRIBUTION						
1) Wholesale	N	N	S	N	P	
2) Warehousing	N	N	S	N	P	
N. INDUSTRIAL						
1) Light Industry	N	S	S	N	P	
2) Research and Development, Corporate and Business Offices	N	S	S	N	P	
3) Food Processing	N	S	S	N	P	
4) Electronic Manufacturing	N	S	S	N	P	
5) General Manufacturing	N	S	S	N	P	
6) Commercial Sawmills	N	N	N	N	P	
7) Junk Yards/Recycling Centers	N	N	N	N	S	
8) Biological or Chemical Laboratory	N	S	S	N	P	
9) Bulk Storage and Distribution of Goods, Except Fuels	N	N	S	N	P	
10) Bulk Storage of Fossil Fuels	N	N	N	N	N	
O. RESIDENTIAL-COMMERCIAL-INDUSTRIAL MIXED-USE (OVERLAY) DISTRICT (March 2020)						
1) Overnight, Day Camps	N	N	N	N	N	Refer to Article XXVIII: RCIM (Overlay) District for All Other Allowed Uses by Conditional Use Permit Only
2) Cottage Colonies	N	N	N	N	N	
3) Vacation Resorts	N	N	N	N	N	
4) Hostels, Similar Recreation Facilities	N	N	N	N	N	
5) Golf Courses which may include: Clubhouse, Swimming & Tennis Facilities, Storage and Maintenance Structures	N	N	N	N	N	
6) Sexually Oriented Business	N	N	N	N	N	
7) Junk Yards, Recycling Centers	N	N	N	N	N	

Key: P – Permitted, S – Special Exception, CU – Conditional Use Permit, N – Prohibited

ARTICLE IV: DIMENSIONAL REQUIREMENTS

4.1 – GENERAL REQUIREMENTS

The following general requirements shall be met:

- 4.1.1 No building or structure shall be erected, enlarged, or moved nor shall any use be authorized or extended, nor shall any existing lot be changed as to size except in accordance with the Table of Dimensional Requirements, Section 4.2.
- 4.1.2 A lot having frontage or an area less than required by Section 4.2 may be considered to be in compliance therewith provided that the lot had received final subdivision approval prior to the enactment of this Ordinance or was shown on a recorded plan or deed filed before the Planning Board that was granted jurisdiction to control the subdivision of land. (Amended 2016)
- 4.1.3 Unless as permitted in the Table of Uses or multi-family developments, no lot in the Residential R Zone shall contain more than one residential structure used for living purposes. Structures containing two dwelling units shall have a common interior or garage wall, a common concrete foundation, and a contiguous roofline. (Repeal & Replace 2011; Amended 2021)

4.2 – TABLE OF DIMENSIONAL REQUIREMENTS (Repeal & Replace 2011, Amended 2014, 2016)

The Table of Dimensional Requirements shall apply for all lots, uses of land, and developments within the various districts, unless modified by other sections of this ordinance. (See Section 4.3 – Explanatory Notes)

DIMENSIONS		ZONES		
		R	CA, CB, CC	I
a	Lot area minimum (sq ft)	60,000 with 45,000 contiguous non-wetland soil	60,000 with 45,000 contiguous non-wetland soil	60,000 with 45,000 contiguous non-wetland soil
b	Lot front minimum (ft)	200 ft	200 ft	200 ft
c	Lot width minimum (ft)	80 ft	80 ft	80 ft
d	Front yard minimum (ft)	30 ft (1, 6, 7)	30 ft (1, 6)	30 ft (1, 6)
e	Rear yard minimum (ft)	20 ft (7)	20 ft (4)	20 ft (4)
f	Side yard minimum (ft)	20 ft (7)	20 ft (4)	20 ft (4)
g	Building height maximum (ft)	35 ft	35 ft	35 ft
h	Lot coverage maximum (footprint)	20% max	50% max	50% max
i	Open space requirement	80% of lot	50% of lot	50% of lot
j	Building footprint		CA: 10,000 sq ft maximum for each bldg on site CB: 20,000 sq ft maximum for each bldg on site	

6.3 – DEFINITIONS OF SIGN TYPES AND CHARACTERISTICS

Sign shall be defined as a surface containing text and/or graphics intended to convey a message to a viewer in a public space.

AIRBORNE SIGNS: A sign aloft and secured to either a balloon or powered craft. See “Prohibited Signs” in Section 6.4.

AREA: Sign area shall include all lettering, wording, and accompanying designs and symbols, together with the background on which they are displayed, including the frame around the sign, and any cut-outs or extensions, but not including any supporting structure or bracing. Only (2) two-sided nominally two-dimensional signs are permitted, the area of which shall be the larger of either rectangular projection of that sign. (6.2.2)

AWNING SIGN: Any sign painted on, sewn on, attached to, or woven into any awning.

BANNER SIGN: Any sign constructed of fabric or flexible material and having a banner geometry.

BILLBOARD: An off-premise sign intended to convey a message. See “Prohibited Signs” in Section 6.4.

BLADE SIGN: A sign which is affixed perpendicular to the front surface of a building. See “Prohibited Signs” in Section 6.4.

DIRECTIONAL SIGNS: A sign identifying the location of, direction to, or separate function performed, within one portion of that building. For example: “Entrance”, “Exit”, “Auditorium”, etc., which do not name or advertise any activity.

DIRECTORY BOARD: A wall sign permanently attached to a building wall at ground floor level and containing name identification for more than one activity or located in one or more adjacent buildings.

DIRECTORY SIGN: A freestanding sign containing listings of two or more commercial uses or users and located along the entrance way for the smooth and safe flow of traffic.

ELECTRONIC SIGN: A sign with a fixed or varying display and/or message composed of a multiplicity of lights that may be changed through electrical or electronic means.

FEATHER SIGN: A sign made of fabric or fabric-like material that is attached to a tube, rod, or pipe, over its full length and typically displayed in a near vertical orientation. See “Prohibited Signs” in Section 6.4.

FLAG: A piece of cloth fabric, or other pliable material, substantial size, distinctive color, and design, used as a symbol, standard, signal or emblem. Flags can include governmental flags, artistic renderings, and the like.

6.4 - PROHIBITED SIGNS

The following types of signs are prohibited in all Zoning Districts:

- A. **Airborne Signs** below 300 feet altitude. (Airborne signs at higher altitudes are regulated by FAA rules.)
- B. **Attention Attracting Devices** including, but not limited to banners, pennants, search lights, balloons or other gas-filled items, propellers, spinner streamers, reflector(s), strobe lights, flashing lights, strings of lights, and similar devices for serving the purposes of attracting attention.
- C. **Blade Signs**
- D. **Feather Signs**
- E. **Flashing, Mobile and Animated Signs** (refer to Definitions, Section 6.3)
- F. **Illuminated Trim** whose specific purpose is outlining any part of a building such as a gable, roof, sidewalk, or corner (excluding holidays).
- G. **Non-Planar/Flat Signs**
- H. **Remote Signs**
- I. **Rogue Signs**
- J. **Robotic Signs**
- K. **Signs** affixed to public service surfaces such as utility poles, light poles, and traffic control enclosures (with the exclusion of signs directly related to the public service surface, such as identification text and numbers).
- L. **Signs** located at the rear of a premises and facing residential property.
- M. **Signs** of a non-governmental nature located on public right of way or Town of Greenland property.
- N. **Signs** painted directly on the wall of a building, fence, or other accessory structure, or directly on any paved surface (other than duly authorized traffic control information).
- O. **Strings of lights** shall not be used for the purpose of either advertising or attracting commercial attention and are also prohibited as an adjunct to advertising and/or commercial activity unless part of an approved plan submitted to the Planning Board.
- P. **Vehicle Wrap Signs** are prohibited if they are visible from a public way unless they are attached to a registered and inspected vehicle. All vehicle wrapped signs shall not be abandoned in place for more than 14 consecutive days. Vehicles with wrap signs which are transiting the Town of Greenland on State or Interstate highways are not regulated while in transit.

6.5 - EXCEPTIONS AND SIGNS NOT REQUIRING A PERMIT

Signs not requiring a Sign Permit are defined as follows:

- A. **Signs erected and maintained for public safety** including traffic and directional signs and public welfare, or pursuant to and in discharge of any governmental function, or required by law, ordinance, or governmental regulation.
- B. A **name sign** not exceeding 1 square foot in area identifying the name or names of residents of the premises where such sign is located; **combination house number and name plates** shall not exceed 2 square feet in area for each residential building.

ARTICLE XI: TELECOMMUNICATIONS ORDINANCE

11.1 - AUTHORITY

This Ordinance was adopted by the Town of Greenland on March 11, 1997, in accordance with the authority as granted in New Hampshire Revised Statutes Annotated 674:16 and 674:21 and procedurally under the guidance of 675:1, II.

11.2 - PURPOSE AND GOALS

This Ordinance is enacted in order to establish general guidelines for the siting of telecommunications towers and antennas and to enhance and fulfill the following goals:

- 11.2.1 Preserve the authority of the Town of Greenland to regulate and to provide for reasonable opportunity for the siting of telecommunications facilities, by enhancing the ability of providers of telecommunications services to provide such services to the community quickly, effectively, and efficiently.
- 11.2.2 Reduce adverse impacts such facilities may create, including but not limited to impacts on aesthetics, environmentally sensitive areas, historically significant locations, flight corridors, health and safety by injurious accidents to person and property, and prosperity through protection of property values.
- 11.2.3 Provide for co-location and minimal impact siting options through an assessment of technology, current locational options, future available locations, innovative siting techniques, and siting possibilities beyond the political jurisdiction of the Town.
- 11.2.4 Permit the construction of new towers only where all other reasonable opportunities have been exhausted, and to encourage the users of towers and antennas to configure them in a way that minimizes the adverse visual impact of the towers and antennas.
- 11.2.5 Require cooperation and co-location, to the highest extent possible, between competitors in order to reduce cumulative negative impacts upon the Town of Greenland.
- 11.2.6 Provide constant maintenance and safety inspections for any and all facilities.
- 11.2.7 Provide for the removal of abandoned facilities that are no longer inspected for safety concerns and code compliance. Provide a mechanism for the Town of Greenland to remove these abandoned towers to protect the citizens from imminent harm and danger.
- 11.2.8 Provide for the removal or upgrade of facilities that are technologically outdated.

11.3 - DEFINITIONS

- 11.3.1 **Alternative Tower Structure:** Innovative siting techniques that shall mean man-made trees, clock towers, bell steeples, light poles, and similar alternative-design mounting structures that camouflage or conceal the presence of antennas or towers.

- 11.3.2 **Antenna:** Shall mean any exterior apparatus designed for telephonic, radio, television, personal communications service (PCS), pager network, or any other communications through the sending and/or receiving of electromagnetic waves of any bandwidth.
- 11.3.3 **FAA:** An acronym that shall mean the Federal Aviation Administration.
- 11.3.4 **FCC:** An acronym that shall mean the Federal Communications Commission.
- 11.3.5 **Height:** Shall mean, when referring to a tower or other structure, the distance measured from ground level to the highest point on the tower or other structure, even if said highest point is an antenna.
- 11.3.6 **Board:** Shall mean the Town of Greenland Zoning Board of Adjustment and the regulator of this ordinance.
- 11.3.7 **Pre-Existing Towers and Antennas:** Shall mean any tower or antenna lawfully constructed or permitted prior to the adoption of this ordinance. Shall also mean any tower or antenna lawfully constructed in accordance with this Ordinance that pre-dates an application currently before the Board.
- 11.3.8 **Telecommunications Facilities:** Shall mean any structure, antenna, tower, or other device which provides commercial mobile wireless services, unlicensed wireless services, cellular phone services, specialized mobile radio communications (SMR), and personal communications service (PCS), and common carrier wireless exchange access services.
- 11.3.9 **Tower:** Shall mean any structure that is designed and constructed primarily for the purpose of supporting one or more antennas, including self-supporting lattice towers, guy towers, or monopole towers. The term includes radio and television transmission towers, microwave towers, common-carrier towers, cellular telephone towers, alternative tower structures, and the like.

11.4 – SITING STANDARDS

11.4.1 General

The uses listed in this section are deemed to be permitted uses that may require further review under this ordinance in accordance with Section 15.1.3 Special Exceptions. However, all such uses must comply with other applicable ordinances and regulations of the Town of Greenland (including Site Plan Review). The following tables represent the siting standards for the listed uses as delineated by the districts in which they are located in Town of Greenland.

11.4.1.1 Principal or Secondary Use

Subject to this Ordinance, an applicant who successfully obtains permission to site under this ordinance, the Zoning Ordinance as a second and permitted use may construct telecommunications facilities in addition to the existing permitted use. Antennas and towers may be considered either principal or secondary uses. A different existing use or an existing structure on the same lot shall not preclude the installation of an antenna or tower on such lot. For purposes of determining whether the

installation of a tower or antenna complies with district development regulations, including but not limited to set-back requirements, lot-coverage requirements, and other such requirements, the dimensions of the entire lot shall control, even though the antennas or towers may be located on leased parcels within such lots. Towers that are constructed, and antennas that are installed, in accordance with the provisions of this ordinance, shall not be deemed to constitute the expansion of a nonconforming use or structure. Nor shall such facilities be deemed to be an "accessory use".

11.4.2 Use Districts

	New Tower Construction ¹	Co-Location on Pre-Existing Tower ²	Co-Location on Existing Structure ³
Industrial District	X	P	P
Commercial District	X	P	S
Residential District	X	P	S
Telecom District ⁴	S	P	S

P = Permitted Use without Special Exception
S = Permitted Use with Special Exception

X= Prohibited

¹An antenna may be located on a tower, newly constructed, under this Ordinance.

²An antenna may be located on a preexisting tower, constructed prior to the adoption of this ordinance.

³An antenna may be located on other existing structures with certain limitations (See §IV,B below).

⁴The Telecom District is delineated by the following textual description or as depicted on the Official Zoning map as Telecom District or "TD".

The Telecom District is an area delineated 1,000' to the east and to the west from the center line of Interstate 95 in Greenland and running from the North Hampton town line to the Portsmouth town line. This area is also delineated on the Zoning Map of the Town of Greenland.

11.4.3 Height Requirements

These requirements and limitations shall pre-empt all other height limitations as required by the Town of Greenland Zoning Ordinance and shall apply only to telecommunications facilities.

	New Tower Construction	Co-Location on Pre-Existing Tower	Co-Location on Existing Structure
Industrial District	300'	Current Height + 15% maximum	Current Height + 30'
Commercial District	N/A	Current Height	Current Height + 30'
Residential District	N/A	Current Height	Current Height
Telecom District	300'	Current Height + 20% maximum	Current Height + 40'

11.5 - APPLICABILITY

11.5.1 Public Property

Antennas or towers located on property owned, leased, or otherwise controlled by the Town may be exempt from the requirements of this ordinance, except that uses are only permitted in the zones and areas as delineated in § IV, B. This partial exemption shall be available if a license or lease authorizing such antenna or tower has been approved by the governing body and the governing body elects subject to state law and local ordinance, to seek the partial exemption from this Ordinance.

11.5.2 Amateur Radio; Receive-Only Antennas

This ordinance shall not govern any tower, or the installation of any antenna that is under 70 feet in height and is owned and operated by a federally licensed amateur radio station operator or is used exclusively for receive-only antennas. This application adopts the provisions and limitations as referenced in RSA 674:16, IV.

11.5.3 Essential Services & Public Utilities

Telecommunications facilities shall not be considered infrastructure, essential services, or public utilities, as defined, or used elsewhere in the Town's ordinances and regulations. Siting for telecommunication facilities is a use of land and is addressed by this Article.

11.6 - CONSTRUCTION PERFORMANCE REQUIREMENTS

11.6.1 Aesthetics and Lighting

The guidelines in this subsection (A), shall govern the location of all towers, and the installation of all antennas.

11.6.1.1 Towers shall either maintain a galvanized steel finisher, subject to any applicable standards of the FAA, or be painted a neutral color, so as to reduce visual obtrusiveness.

11.6.1.2 At a tower site, the design of the buildings and related structures shall, to the maximum extent possible, use materials, colors, textures, screening, and landscaping that will blend the tower facilities with the natural setting and built environment. These buildings and facilities shall also be subject to all other Site Plan Review Regulation requirements.

11.6.1.3 If an antenna is installed on a structure other than a tower, the antenna and supporting electrical and mechanical equipment must be of neutral color that is identical to, or closely compatible with, the color of the supporting structure so as to make the antenna and related equipment as visually unobtrusive as possible.

11.6.1.4 Towers shall not be artificially lighted, unless required by the FAA or other applicable authority. If lighting is required, the governing authority may review the available lighting alternatives and approve the design that would cause the least disturbance to the surrounding views.

11.6.1.5 Towers shall not contain any permanent or temporary signs, writing, symbols, or any graphic representation of any kind.

11.6.2 Federal Requirements

All towers must meet or exceed current standards and regulations of the FAA, FCC, and any other agency of the federal government with the authority to regulate towers and antennas. If such standards and regulations are changed, then the owners of the towers and antennas governed by this ordinance shall bring such towers and antennas into compliance with such revised standards and regulations within six months of the effective date of such standards and regulations, unless a more stringent compliance schedule is mandated by the controlling federal agency. Failure to bring towers and antennas into compliance with such revised standards and regulations shall constitute grounds for the removal, in accordance with Section 11.10, of the tower or antenna, as abandoned, at the owner's expense through the execution of the posted security.

11.6.3 Building Codes: Safety Standards

To ensure the structural integrity of towers and antennas, the owner of a tower shall ensure that it is maintained in compliance with standards contained in applicable local building codes and the applicable standards for towers that are published by the Electronic Industries Association, as amended from time to time. If, upon inspection, the Town concludes that a tower fails to comply with such codes and standards and constitutes a danger to persons or property, then upon notice being provided to the owner of the tower, the owner shall have 30 days to bring such tower into compliance with such standards. If the owner fails to bring such tower into compliance within 30 days, such action shall constitute abandonment and grounds for the removal, in accordance with Section 11.10, of the tower or antenna, as abandoned, at the owner's expense through execution of the posted security.

11.6.4 Additional Requirements for Telecommunications Facilities

These requirements shall supersede any and all other applicable standards found elsewhere in Town Ordinances or Regulations that are less strict.

11.6.4.1 Setbacks and Separation

- A. Towers must be set back a distance equal to 125% of the height of the tower from any off-site residential structure.
- B. Tower, guys, and accessory facilities must satisfy the minimum zoning district setback requirements.
- C. Towers over 90 feet in height shall not be located within one-quarter mile of any existing tower that is over 90 feet in height.

11.6.4.2 Security Fencing: Towers shall be enclosed by security fencing not less than 6' in height and shall also be equipped with an appropriate anti-climbing device.

11.6.4.3 Landscaping

- A. Towers shall be landscaped with a buffer of plant materials that effectively screens the view of the tower compound from adjacent residential property. The standard buffer shall

consist of a landscaped strip at least 10' wide outside the perimeter of the compound. Natural vegetation is preferred.

- B. In locations where the visual impact of the tower would be minimal, the landscaping requirement may be reduced or waived entirely.
- C. Existing mature tree growth and natural landforms on the site shall be preserved to the maximum extent possible. In some cases, such as towers sited on large, wooded lots, natural growth around the property may be deemed a sufficient buffer.

11.7 – SPECIAL EXCEPTION

11.7.1 General

All applications under this ordinance shall apply to the Planning Board for Site Plan Review, in accordance with the requirements as provided for in the Town's Site Plan Review Regulations. In addition, applications under this ordinance shall also be required to submit the information provided for in this Section.

11.7.2 Issuance of Special Exceptions

In granting the Special Exception, the Zoning Board of Adjustment may impose conditions to the extent the Board concludes such conditions are necessary to minimize any adverse effect of the proposed tower on adjoining properties and preserve the intent of this Ordinance.

11.7.2.1 Procedure on Application

The Zoning Board of Adjustment shall act upon the application in accordance with the procedural requirements of the Site Plan Review Regulations and RSA 676:4.

11.7.2.2 Decisions

Possible decisions rendered by the Zoning Board of Adjustment include approval, approval with conditions, or denial. All decisions shall be rendered in writing, and a Denial shall be in writing and based upon substantial evidence contained in the written record.

11.7.2.3 Factors Considered in Granting Decisions

- A. Height of proposed tower or other structure.
- B. Proximity of tower to residential development or zones.
- C. Nature of uses on adjacent and nearby properties.
- D. Surrounding topography.
- E. Surrounding tree coverage and foliage.
- F. Design of the tower, with particular reference to design characteristics that have the effect of reducing or eliminating visual obtrusiveness.
- G. Proposed ingress and egress to the site.

- H. Availability of suitable existing towers and other structures as discussed in § VII, C, 3.
- I. Visual impacts on view sheds, ridgelines, and other impacts by means of tower location, tree and foliage clearing and placement of incidental structures.
- J. Availability of alternative tower structures and alternative siting locations.

11.7.3 Information Required

Each applicant requesting a Special Exception under this ordinance shall submit a scaled plan in accordance with the Site Plan Review Regulations and further information including: a scaled elevation view, topography, radio frequency coverage, tower height requirements, setbacks, drives, parking, fencing, landscaping, adjacent uses (up to 200 feet away), and any other information deemed necessary by the Zoning Board of Adjustment to assess compliance with this ordinance. Furthermore, the applicant shall submit the following prior to any approval by the Board:

- 11.7.3.1 The applicant shall submit written proof that the proposed use/facility complies with the FCC regulations on radio frequency (RF) exposure guidelines.
- 11.7.3.2 The applicant shall submit written proof that an evaluation has taken place, as well as the results of such evaluation, satisfying the requirements of the National Environmental Policy Act (NEPA) further referenced in applicable FCC rules. If an Environmental Assessment (EA) or an Environmental Impact Statement (EIS) is required under the FCC rules and NEPA, submission of the EA or EIA to the Board prior to the beginning of the federal 30-day comment period, and the Town process, shall become part of the application requirements.
- 11.7.3.3 Each applicant for an antenna and or tower shall provide to the Zoning Board of Adjustment an inventory of its existing towers that are within the jurisdiction of the Town and those within two miles of the border thereof, including specific information about the location, height, design of each tower, as well as economic and technological feasibility for co-location on the inventoried towers. The Zoning Board of Adjustment may share such information with other applicants applying for approvals or conditional use permits under this ordinance or other organizations seeking to locate antennas within the jurisdiction of the governing authority, provided, however that the Planning Board is not, by sharing such information, in any way representing or warranting that such sites are available or suitable.

If the applicant is proposing to build a new tower, the applicant shall submit written evidence demonstrating that no existing structure can accommodate the applicant's proposed antenna. This evidence can consist of:

- A. Substantial evidence that no existing towers or structures are located within the geographic area required to meet the applicant's engineering requirements, provided that a description of the geographic area required is also submitted.
- B. Substantial evidence that existing towers are not of sufficient height to meet the applicant's engineering requirements, and why.
- C. Substantial evidence that the existing towers or structures do not have sufficient structural strength to support applicant's proposed antenna and related equipment.

- D. Substantial evidence that applicant's proposed antenna would cause electromagnetic interference with the antenna on the existing towers or structures, or the antenna on the existing towers or structures would cause interference with the applicant's proposed antenna.
- E. Substantial evidence that the fees, costs, or contractual provisions required by the owner in order to share the existing tower or structure are unreasonable. Costs exceeding new tower development are presumed to be unreasonable.
- F. Substantial evidence that the applicant can demonstrate other limiting factors that render existing towers and structures unsuitable.

11.7.3.4 The applicant proposing to build a new tower shall submit an agreement with the Town that allows for the maximum allowance of co-location upon the new structure. Such statement shall become a Condition to any Approval. This statement shall, at a minimum, require the applicant to supply available co-location for reasonable fees and costs to other telecommunications providers. Failure to provide such an agreement is evidence of the applicant's unwillingness to cooperate with the orderly and well-planned development of the Town of Greenland and grounds for a Denial.

11.7.3.5 The applicant shall submit the engineering information detailing the size and coverage required for the facility location. The Planning Board may have this information reviewed by a consultant for verification of any claims made by the applicant regarding technological limitations and feasibility for alternative locations. Cost for this review shall be borne by the applicant in accordance with 676:4(g).

11.8 - VARIANCES

11.8.1 General

Where the Board finds that extraordinary hardships, practical difficulties, or unnecessary and unreasonable expense would result from strict compliance with the foregoing regulations or the purposes of these regulations may be served to a greater extent by an alternative proposal, it may approve variances to these regulations. The purpose of granting variances under the provisions of these regulations shall be to ensure that an applicant is not unduly burdened as opposed to merely inconvenienced by said regulations. The Board shall not approve any variance(s) unless a majority of those present and voting shall find that all of the following apply:

- 11.8.1.1 The granting of the variance will not be detrimental to the public safety, health or welfare or injurious to other property and will promote the public interest.
- 11.8.1.2 The variance will not, in any manner, vary the provisions of the Greenland Zoning Ordinance, Greenland Master Plan, or Official Maps.
- 11.8.1.3 Such variance(s) will substantially secure the objectives, standards and requirements of these regulations.

APPENDIX A: ZONING DISTRICT DESCRIPTIONS

(Repeal & Re-adopt 2011, Amended 2017, 2020)

The Commercial and Industrial Districts outlined on the Official Town Zoning Map are defined below using 2010 property tax map and parcel numbers. All properties not listed below, or depicted on the Official Zoning Map shall be considered to be located within the Residential District:

- A. **Commercial District A** is defined using 2010 Property Tax Map and Lot numbers for each property located within this district. Also included is a strip of land that abuts the Greenland/Rye Town Boundaries, Breakfast Hill Road and is measured 400 feet from the centerline of Route 1 (Lafayette Road). (Amended 2017) The following is a list of properties located within Commercial District A. Note: R10, 24 granted a Variance for Commercial A in May 2012. (07.2023)

TAX MAP	LOTS
R-10	8, 9, 24, 25
R-17	2, 3, 59, 60, 61, 62, 62A, 62B, 63, 64, 65, 66, 67
R-18	37, 38, 39, 41, 42
R-21	1, 1A, 4, 5, 6, 8, 9, 10, 10 B-H, 10J-10T, 12, 13, 14, 57, 59, 60, 61, 62, 63, 64
U-4	1, 2, 2A, 3, 4, 5, 5A, 5B, 6, 8, 8A, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 21, 22, 23, 23A, 24, 25, 27, 29
U-5	5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 26A
U-6	1, 2, 3, 4, 5, 47, 48, 49, 50, 62, 64, 65, 66, 67, 68
U-7	10, 10A

- B. **Commercial District B** is defined using 2010 Property Tax Map and Lot numbers for each property located within this district. The following is a list of properties located within Commercial District B.

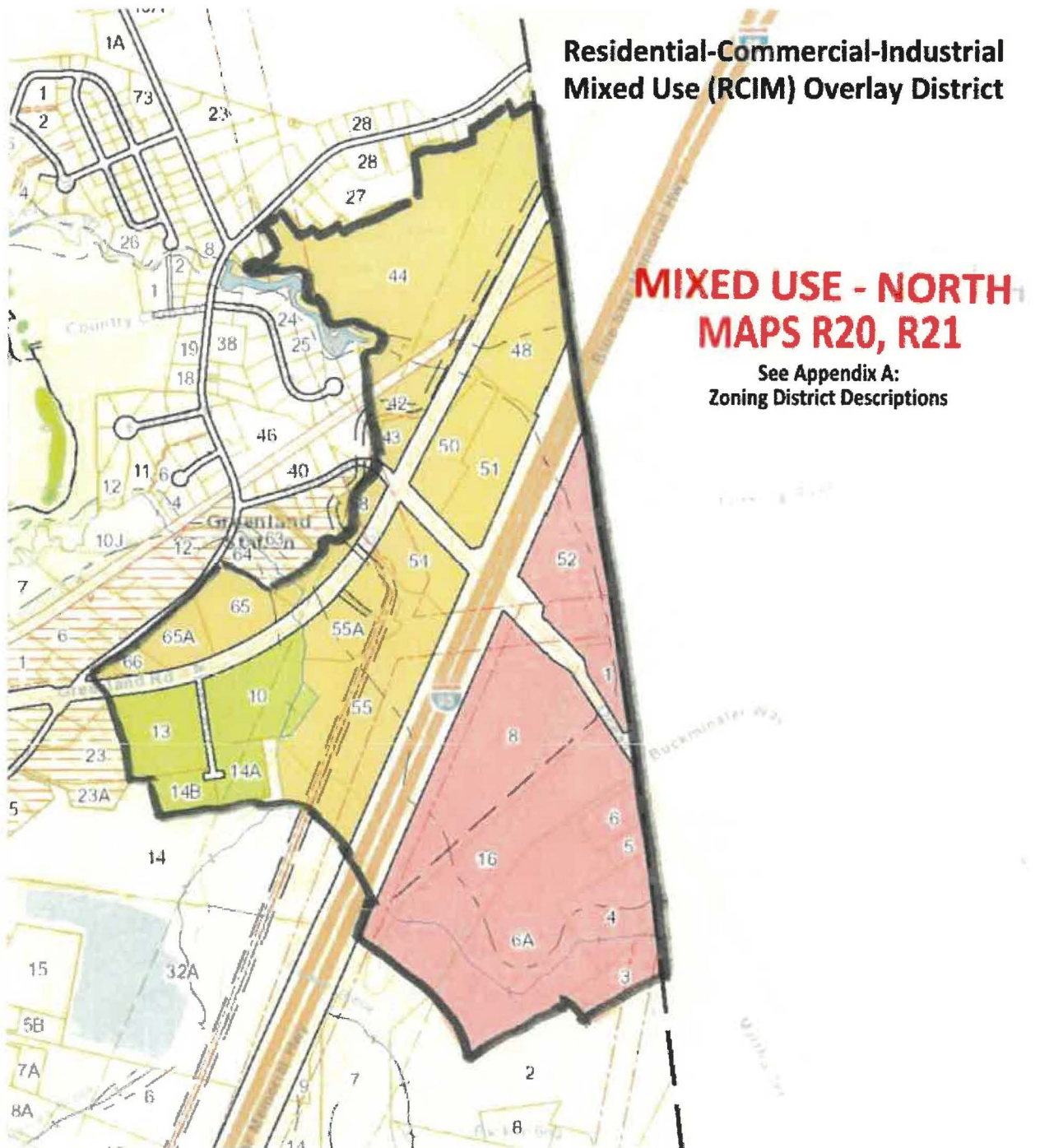
TAX MAP	LOTS
R-20	10, 13, 14A, 14B, Alden Avenue

- C. **Commercial District C** is defined using 2010 Property Tax Map and Lot numbers for each property located within this district. The following is a list of properties located within Commercial District C.

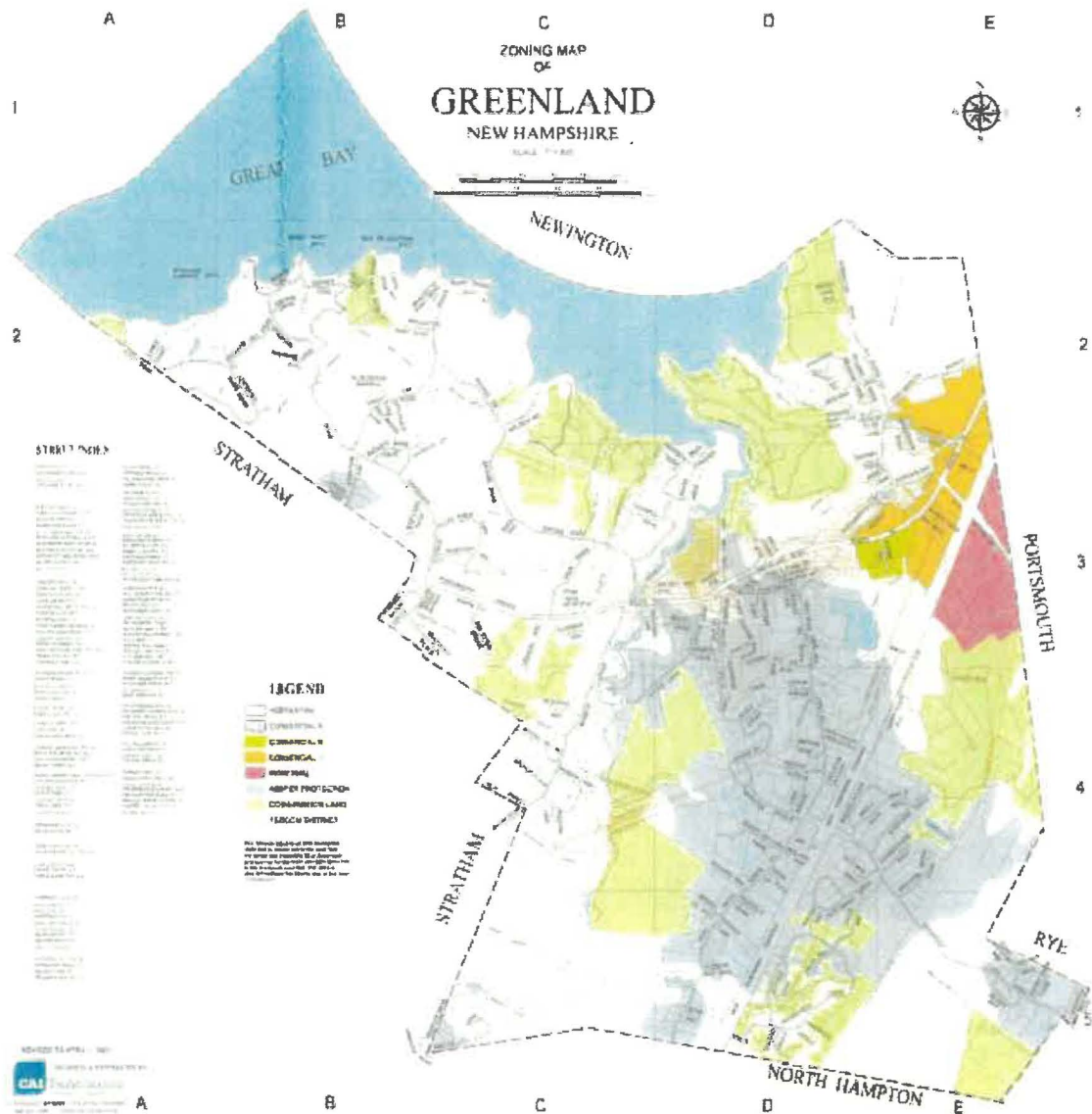
TAX MAP	LOTS
R-21	43, 44, 44A, 44B, 45, 46, 47, 48, 49, 50, 51, 54, 55, 55A, 56, 58, 65, 65A, 66, 67

- D. **Industrial District** is defined using 2010 Property Tax Map and Lot numbers for each property located within this zone. The following is a list of properties located within the Industrial District.

TAX MAP	LOTS
R-20	3, 4, 5, 6, 6A, 8, 16
R-21	52



This map is in the process of being updated 03/20/2025



Billboard Permit

PERMIT 526

33

GREENLAND



IMAGE 1 5/2/2024



IMAGE 2 5/2/2024

Start	1
Mile	3.13
From ROW	5.0
L/R	R
Zone	Industrial
Shape	R

	Face 1	Face 2
Horizontal	20	0
Vertical	10	0
Area	200	0
Height	17	

Visible from Multiple FAP	No
Imitates Official Traffic Device	No
Obstructs Visibility of Traffic	No

Lighting	Illuminated
Moving Parts	No
Material	Wood

Condition	Good
Mounting	Ground
Support/Frame	Substantial

Date Erected	05	1956
Name on Sign	Yes	
Conformity	Conforming	

FEE	\$75
OWNER	OUT01
CO ID NO	9662AJ

Notes:



IMAGE 3 5/2/2024

Legend **KA LANI/ARETE CHIROPRACTIC**

IMAGE 1 PATH V:\Bureaus\854-Traffic\Signs\OutdoorAdvertising\OffPremise\2024 inventory\5

IMAGE 2 PATH V:\Bureaus\854-Traffic\Signs\OutdoorAdvertising\OffPremise\2024 inventory\5

IMAGE 3 PATH V:\Bureaus\854-Traffic\Signs\OutdoorAdvertising\OffPremise\2024 inventory\5

X Coord	43.04898
Y Coord	-70.81560

Monday, September 08, 2025

Page 2 of 2

Notice of Decision (Planning Board)



PLANNING BOARD
Town of Greenland • Greenland, NH 03840
11 Town Square • PO Box 100
Phone: 603.380.7372 • Fax: 603.430.3761
Website: greenland-nh.com

RECEIVED

JUL 24 2024

NOTICE OF DECISION

NHDOT DISTRICT 6

Site Plan Review
1419 Greenland Road (R21, 46 – Commercial C Zone, Telecom District)
Applicant: Atlantic Tower LLC
Owner: Wakefield Investments

At a duly noticed public hearing held Thursday, February 15, 2024, the Planning Board approved the Site Plan Review for 1419 Greenland Road (R21, 46 – Commercial C Zone, Telecom District), according to the plan submitted by Atlantic Tower, Project No. 2023-0079, dated September 26, 2023.

APPROVED BY THE PLANNING BOARD, WITH THE FOLLOWING CONDITIONS

- The wetlands are clearly flagged prior to vegetation removal.
- Obtain a NH DOT driveway permit.
- Stipulation from Unitil: The applicant is required to consult with Unitil Service Corp. regarding the integrity of their 10-inch diameter gas transmission pipeline located on Rt. 33. Any improvements that Unitil deems necessary for the integrity of the pipeline must be completed. Unitil must notify the Town of their approval in writing.

This plan is consistent with the Town's Site Plan Review Regulations and Zoning Ordinance.

Bob Dion, Chairman

Date: 02.15.2024

Emailed – Attorney Chris Swiniarski, Devine Millimet

Appraiser Qualifications

Brian Frost



Certified General Real Estate Appraiser (NHCG-321) - 1993 to present.

Experience

Appraising residential and commercial real estate in New Hampshire and Massachusetts since 1986. Real estate salesperson in New Hampshire and Massachusetts from 2015 through 2023.

- ***New Hampshire Department of Transportation - Right-of-Way Appraiser/Supervisor***

Concord, NH - February 2023 to present.

Responsibilities include reviewing appraisals prepared by staff and outside fee appraisers, representing the New Hampshire Department of Transportation as an expert witness in condemnation proceedings, providing supervision/training/ instructional assistance to less experienced staff appraisers, and preparing appraisals for all types of real estate.

- ***Real Value Appraisal Services - Real Estate Appraiser***

Londonderry/Derry, NH - March 1999 to present.

Owner/operator of full-service real estate appraisal firm servicing New Hampshire. Providing appraisals of all types of real estate. Specializing in the appraisal of residential, agricultural, and small mixed-use commercial properties throughout New Hampshire. Completed appraisal assignments include many hundreds of valuations of single homes and condominiums, 2-4 multi-family properties, 5-10 unit mixed-use residential/ commercial properties, agricultural properties, and raw acreage.

Clients include mortgage lenders, appraisal management companies (AMCs), property owners, and attorneys. Experienced in estate and divorce settlement valuation assignments, including retrospective assignments, and providing expert witness testimony.

- ***Keller Williams Metropolitan - Real Estate Salesperson***

Londonderry/Bedford, NH - December 2015 to February 2023.

Real estate salesperson servicing New Hampshire and Massachusetts. Assisted the 'Best Move Team' with listing and selling residential properties.

Responsibilities included preparation of Comparative Market Analysis (CMA) reports for both buyer and seller clients, attending open houses and home inspections, and showing properties to buyer agent clients.

- ***Pacific Thrift and Loan - Real Estate Appraiser***

Bedford, NH - January 1998 to February 1999.

Responsible for completing appraisals of single-family homes, condominiums, and multi-family properties throughout New Hampshire.

- ***In-East Appraisal Group, Inc. - Real Estate Appraiser***

Windham, NH - May 1995 to January 1998.

Completed valuation assignments throughout southern New Hampshire and northeastern Massachusetts including appraisals of single family homes, condominiums, residential lots, and small income-producing properties.

- ***Property Financial Appraisal Services - Real Estate Appraiser***

Gloucester, MA - February 1986 to May 1995.

Commercial valuation assignments completed throughout New England including single and multi-family properties, office buildings, condominium developments, apartment complexes, retail properties, lodging properties, marinas, industrial properties, residential and commercial/industrial subdivisions, and raw land.

EDUCATION

North Shore Community College - Associate degree, Business Administration

Beverly, Massachusetts - 1983 to 1985.

I have completed/attended over 140 real estate appraisal and real estate sales related courses/seminars during my 35+ year career in real estate.

Most Recent Courses and Seminars

2024 - 2025

- International Right of Way Association - ***Region 4 Education Day*** - 4/3/2025
- Federal Highway Administration - ***New Hampshire Uniform Act Acquisition - Appraisal Overview Workshop*** - 12/10/2024
- Appraisal Institute - ***Market Outlook for NH Commercial Real Estate*** - 11/19/2024
- American Association of State Highway and Transportation Officials (AASHTO) ***Right of Way Engineering Essentials*** - 10/2024
- NH Bureau of Education & Training - ***Supervisory Academy Program*** - 1/2024 > 3/2024

2022 - 2023

- Appraisal Institute - ***2024-2025 7-Hour National USPAP Update Course*** - 12/8/2023
- Appraisal Institute - ***Marshall and Swift - Commercial Program*** - 11/3/2023
- National Highway Institute - ***Foundations of Federal-Aid Highway Program Appraisals*** - 7/24/2023
- Appraisal Institute - ***Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications*** - 6/8/2023 > 6/9/2023
- Appraisal Institute - ***Valuation of Conservation Easements*** - 5/30/2023 > 6/2/2023
- McKissock - ***Fair Housing, Bias and Discrimination*** - 8/11/2022
- McKissock - ***Best Practices for Completing Bifurcated & Hybrid Appraisals*** - 8/11/2022
- McKissock - ***Valuation of Residential Solar*** - 8/11/2022
- McKissock - ***Market Disturbances - Appraisals in Atypical Markets & Cycles*** - 8/9/2022
- McKissock - ***Valuation of Residential Green Buildings*** - 8/9/2022
- McKissock - ***Measuring 1-4 Unit Residential Properties with ANSI Standard*** - 4/26/2022
- McKissock - ***2022-2023 7 Hour National USPAP Update Course*** - 3/29/2022

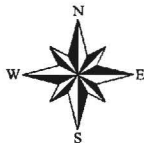
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Atlantic Towers LLC Request

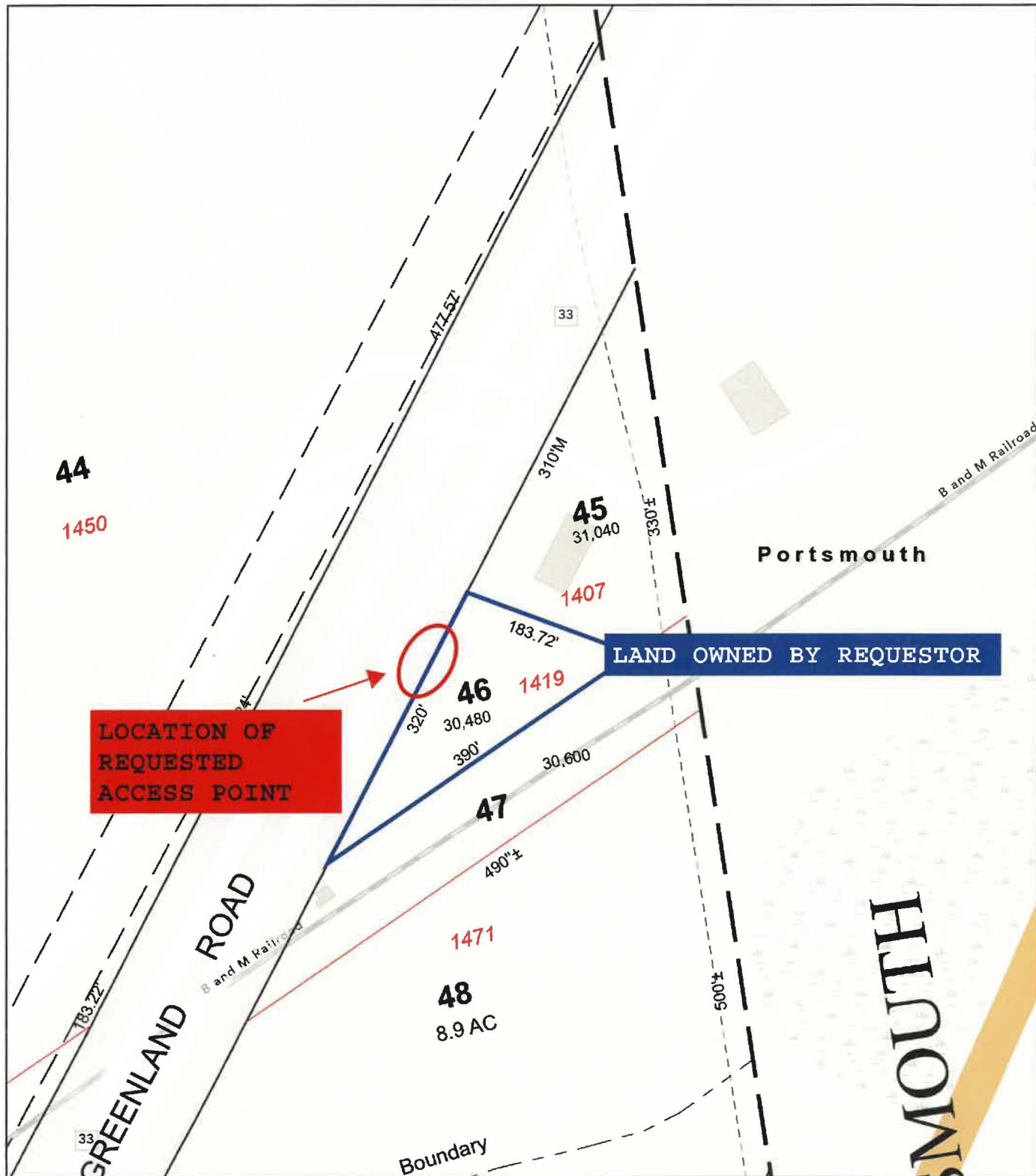
Town of Greenland, NH

1 inch = 138 Feet

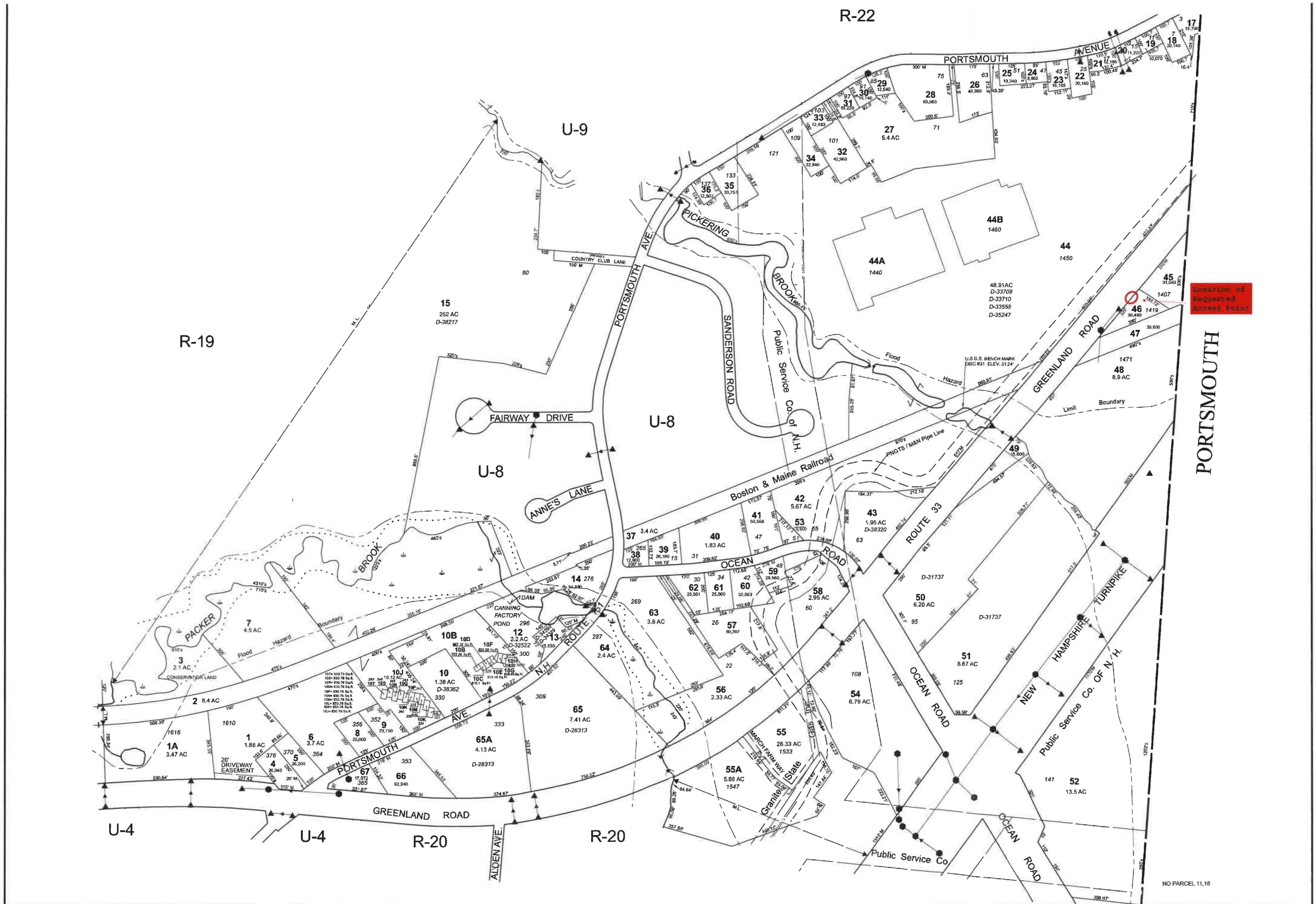


www.cai-tech.com

March 24, 2025



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THE HORIZONTAL DATUM IS THE NEW HAMPSHIRE STATE PLANE COORDINATE SYSTEM, NAD 83.

PREPARED IN 1976 BY PHOTOGRAMMETRIC METHODS BY JOHN E. O'DONNELL & ASSOCIATES, AUBURN, MAINE

REVISED & REPRINTED BY

CAI Technologies
Precision Mapping Geospatial Solutions
11 Pleasant Street, Littleton, NH 03561
603.937.4647

LEGEND

ADJACENT SHEET NO. 12

COMMON OWNERSHIP OR

DEVELOPMENT LOT NO. (2)

SCALED DIMENSION *

CATCH BASIN ●

DRAIN PIPE ▲

STREET NO. 1

FEET
200 100 0 200 400 600

SCALE: 1" = 200'

METERS
50 25 0 50 100 150

REVISED TO: APRIL 1, 2018

PROPERTY MAPS

GREENLAND

NEW HAMPSHIRE

INDEX DIAGRAM

MAP NO.

R-21