



WISPAU

Wireless Internet
Service Provider
Association of Australia



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To: **Rental Arrangements for Communication Towers on Crown Land**
Independent Pricing and Regulatory Tribunal
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Via Email: **ipart@ipart.nsw.gov.au**

Subject: **Submission to Review of rents for Communication sites on certain Crown land**

Date: **18/3/2024**

ABOUT WISPAU

WISPAU (Wireless Internet Service Providers Association of Australia) Members offer broadband services into remote, regional and underserved markets in Australia. We offer local services that deliver many economic benefits including affordable broadband, skilled local employment, training, technology provision and support for the communities we operate in.

For over 10 years WISPAU has supported Wireless Internet Service Providers in Australia, combining the experience and talent of those dedicated business owners who are striving to deliver improved coverage and service in areas whilst also providing economic benefits and support to the local community.

Together, these businesses through collaboration of this organisation are not necessarily competing against the national carrier but complimenting the vision for better connectivity outcomes for all Australians.



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SUBMISSION TO REVIEW OF RENTS FOR COMMUNICATION SITES ON CERTAIN CROWN LAND

WISPAU offers the following as part of the submission and review –

- **Whether there are any additional sources of data on rental prices for private land.**

WISPAU Members often use privately owned land to install infrastructure. In some cases the cost of land access is zero, based on a relationship with the landowner in which they receive a service or, that they land owner sees a community benefit by hosting infrastructure.

In other cases reported by our Members, land owners receive a range of license fees from \$1200 to \$12,000.

- **Details of current rental arrangements for communication sites on private land.**

In many cases a simple license agreement is sufficient with reasonable time frames reflecting the expected lifetime of the equipment and services being provided from the site.

- **Whether rooftop communication sites should be treated differently to other Crown land sites.**

Where rooftop facilities are proposed to be installed WISPAU members believe that a lower cost is appropriate for these sites, in addition to the discount provisions for Local Service Providers within the IPART pricing framework. In many cases these sites are low-impact facilities by definition of the Telecommunications Act.

- **Whether recent changes in ownership arrangements for mobile network towers has influenced rents.**

WISPAU members generally avoid using mobile network towers because of the prohibitive costs involved. This is because the WISPAU Members provide nimble small scale local services that supply telecommunication services to areas that are currently underserved by larger national providers.

- **What effect the phasing out of the 3G network may have on rental arrangements.**

WISPAU Members are not mobile carriers so the impact is minimal however, the reduced coverage in mobile internet service provides an opportunity for fixed wireless service to support local communities that will have been impacted.



- **How best to incorporate the social, cultural and environmental value of national park land in recommending rents for communication towers in national parks. Currently National Parks sets the price of their sites one category higher than other land agencies. The National Parks and Wildlife Act 1974 states that national park land cannot be used for communication facilities if there is a feasible alternative site available.**

WISPAU Members support the alternative sites to the Parks in the first instance however, our members are primarily supporting local smaller communities in a regional environment so access to Park lands, at a reasonable cost, will genuinely provide social benefits. Broadband Internet providers like WISPAU members often target narrow segments of the market and as such the willingness to proceed with a service to provide a community benefit to those in an area may not proceed at all due to higher rental costs.

- **The market approach to setting rents and fees for co-users and small cell technology on communication sites on private land.**

Generally, the WISPAU Members sites are smaller scale community servicing sites so collocation of other co users would be the local Council or radio enthusiasts or repeaters for two-way communication all at minimal cost. Dwelling density in an area may provide guidance also in setting rental costs in underserved areas when WISP's are looking to service an area to the benefit of those in the determined coverage area.

- **The practical implications of using the remoteness categories in the ABS' Australian Statistical Geography Standard to set location categories for fees for communication sites on Crown land.**

WISPAU Members have no objection to the current methodology used and supports the provision of the Local Service Provider rebate system.

ADDITIONAL

WISPAU Members would like to see the extension of the pricing system to Local Council land access for Communications Sites. It is our view that the IPART Rental Arrangements should provide for the maximum fee that Councils can charge Local Service Providers in particular.