

(((MILESTONE NEWS)))

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VACo, MABE and the VSBA Partner with Milestone

Milestone has successfully gained the endorsement of three major local organizations representing Governments and School Boards in Maryland and Virginia.

Most recently, Milestone and the Virginia Association of Counties (VACo) are partnering to bring exciting new revenue sharing opportunities to VACo members.

Milestone's wireless tower development program earns revenue for local governments that allow new towers on government property. Currently, VACo has members from all 95 Counties in the Commonwealth.

"Local Governments can take better control of their budgets and be more proactive about generating revenue, while at the same time enhancing wireless service," said Milestone president, Len Forkas.

Milestone will present the opportunity for a partnership with VACo members this November at VACo's annual conference at the Homestead in Hot Springs, VA. Over 1,000 government representatives will attend the conference.

On the school boards front, The Maryland Association of Boards of Education (MABE) has also agreed to to encourage its members to take control of their budgets in tough economic



times with revenue from Milestone's revenue share model.

MABE held its annual conference in Ocean City, MD the first week of October. School representatives from all 24 counties in the State were present.

Milestone was an exhibitor and sponsored the annual "BoardWalk"- a two-mile walk along the City's Board Walk. **continued on pg.2**

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MABE is the second school board organization partnering with Milestone. Last spring, Milestone began its partnership with the Virginia School Boards Association (VSBA).

The VSBA represents Virginia’s 134 school boards and provides members with training, services and advocacy.

This November, Milestone will participate in the VSBA’s annual conference in Williamsburg, VA. Milestone will have an exhibitor’s booth and host a panel session.

The panel will discuss the revenue earning potential of developing wireless infrastructure on school properties.

Milestone will host a similar information panel at the National



School representatives walk MABE’s “BoardWalk” 2-mile walk. The event was sponsored by Milestone.

Association of School Boards this coming April in Boston, MA.

Milestone will utilize opportunities provided by the VACo, MABE

and the VSBA partnerships to continue to sign new master lease agreements with local governments and school boards.

Len’s Corner

Sharing Best Practices From Industry Peers

by Len Forkas

Last week the wireless tower industry met for three days in Dallas for the annual PCIA conference. For the past two years I’ve served on the Presidents Advisory Council to implement a plan to connect small and mid size tower companies with one another at this and a spring time event.

The idea is to bring together entrepreneurs to share best practices and lessons learned with the premise that we are all better off sharing knowledge, even if



we may compete in shared markets. The name of the group is called the Infrastructure Developers Forum (IDF).

As the program chair I planned the speaker list with executives from the major publicly traded companies and Wall Street analysts. We also heard from some of the top carriers and market makers operating companies at all scales from 20 to 200 towers a year.

The tower business is very much a cottage industry with less than 100 companies operating in the USA. Keeping up to speed with stories from other developers and sharing advice on what to do and what not to do is absolutely worth the price of admission.

Wireless Treepole: From the Ground Up

Last February, Milestone started the construction of its first wireless treepole at a Fairfax County middle school. Construction was completed in June. Take a look at how the treepole “grew,” beginning with drilling the base, pouring concrete, stacking the pole, putting branches up and lastly, landscaping.



First the foundation of the tower is drilled. A metal casing is used to pour the concrete base.



The first part of the pole is then attached to the steel and anchor bolts are embedded in the concrete foundation.



The second part of the pole is lifted with a crane and carefully attached to the “trunk.”



Hundreds of branches arrive and are attached to the tree sockets using a crane. Each branch is 3-8 feet long and weights between 5-30 lbs.



Branches are attached by a technician suspended by a crane.

“The “tree” went up so fast and it looks real. We barely notice it”
-Brook Reynolds
Thoreau Middle School Student



A view of the branches from the ground



Completed treepole after branch installation



Fenced in equipment before landscaping.



Trees were planted to camouflage equipment compound.

Milestone Gains Approval for Herndon Middle School Tower

Milestone gained approval for a 125' light pole replacement wireless pole at the Herndon Middle School in the Town of Herndon, located in Fairfax County.

The application was approved 6-1 by the Town Council. The vote came after the Planning Commission unanimously recommended approval a month prior.

"I agree with moving forward. I think this is just the way of the future," said Town Council Member, Lisa Merkel, during the public hearing.

Milestone filed the application after successfully gaining the approval for a zoning ordinance amendment, which allows for the construction of new wireless facilities on public land.

The proposed tower will enhance wireless coverage for AT&T customers and has capacity for three additional carriers.



Photo simulation of the proposed wireless pole which will be located at one of the school's baseball fields.

"It's about moving Herndon forward in economic development. Who would want to live in a town or operate a business (in a town) that can't get good wireless," said Barbara Glakis, a Town of Herndon resident who testified at the hearing in support of the application.

More Robust Networks Needed in Times of Emergencies



Those of us who live and work on the East Coast experienced this summer's 5.9 magnitude earthquake. We

also experienced the impact of what the National Communications Center terms as a "massive calling event."

Immediately following the quake most mobile telephone subscribers experienced delays and many got busy signals on jammed networks.

The event put the spotlight on our nation's growing dependence on wireless devices. Millions of Americans were using their mobile devices to contact their loved ones, via voice, text messaging, Facebook and other social media outlets -all simultaneously.

According to *The Washington Post*, emergency call centers were also overwhelmed with calls from residents reporting the earthquake. *The Post* reported that the U.S. Parks and Police and the Prince William County Police asked residents to limit their calls to 911 unless they were in danger.

The earthquake highlighted the need for more robust wireless networks and reminded people of weaknesses first exposed ten years ago during the Sept. 11th attacks.

Wireless Industry Wrap-Up

One Million Pre-Order iPhone 4S.

The Wall Street Journal is reporting that one million of the new 4S iPhones were pre-ordered on the first day.

This number surpassed Apple's previous first-day pre-sale record of 600,000. Part of the sales boost can be credited to the fact that Sprint is now a carrier partner. The iPhone 4S launched Oct. 14th.



Members of Congress Ask Obama to Help Free up Spectrum

Members of the congressional committee tasked with cutting \$1.5 trillion from the federal deficit asked President Obama to help free up spectrum for auction.

In a letter to the President, lawmakers, including Republican Senator John Kerry and Congressman Fred Upton, said, "We should put every effort into making available paired, internationally-harmonized spectrum below 3 GHz in sufficient block sizes to support mobile broadband services within the next 10 years."

T-Mobile to Lose Over One Million Contracts



T-Mobile may shed as many as 1.2 million contracts this year, according to industry analysts.

Currently, T-Mobile is waiting for obstacles to resolve in AT&T's proposed \$39 billion acquisition.

The Justice Department has challenged the merger and a trial on the matter has been scheduled for Feb. 13, 2012.

Sprint to Roll Out LTE Network in 2012-2013

Sprint announced that it would launch LTE service in its 1900 MHz spectrum by mid-2012. Sprint will not use Clearwire's WiMax Network, which it currently uses to provide 4G service to its customers.

The company's CFO, Joe Euteneuers, said that the company plans to spend around \$10 billion on deploying Vision and LTE.



Google Samsung delay New Product Announcement

Samsung and Google have decided to delay their new product announcement, which was scheduled to be held at the CTIA Wireless Association Expo. in San Diego in Oct. 11-14.



It was expected that Samsung would debut a new hand-set equipped with Google's latest droid update 4.0, commonly known as the Ice Cream Sandwich.

According to various media reports, the companies said that right now is not the right time to release a new product and that a new announcement date would be released.