



**Milestone**  
COMMUNICATIONS

**Take Control of Your Budget...  
With Wireless Revenue**

11/10/11

[www.milestonecommunications.com](http://www.milestonecommunications.com)

**Founded: 2000**  
**Towers Built 40**  
**Managed Structures 20**

**Milestone builds, owns and operates “stealth wireless” facilities on public property that generate stable, recurring income for local governments.**





## **Trends in Wireless**

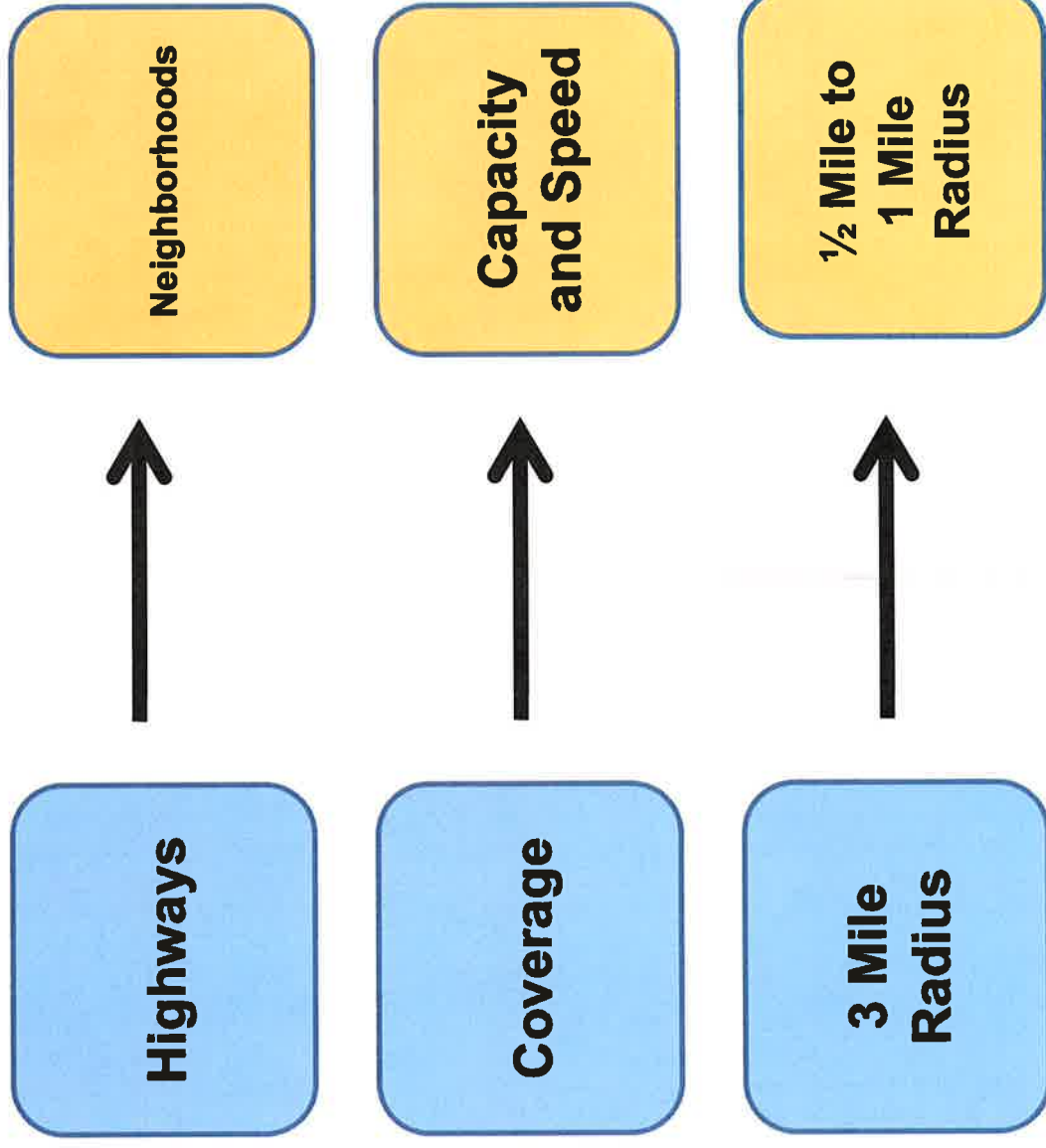


## **Tower Program**

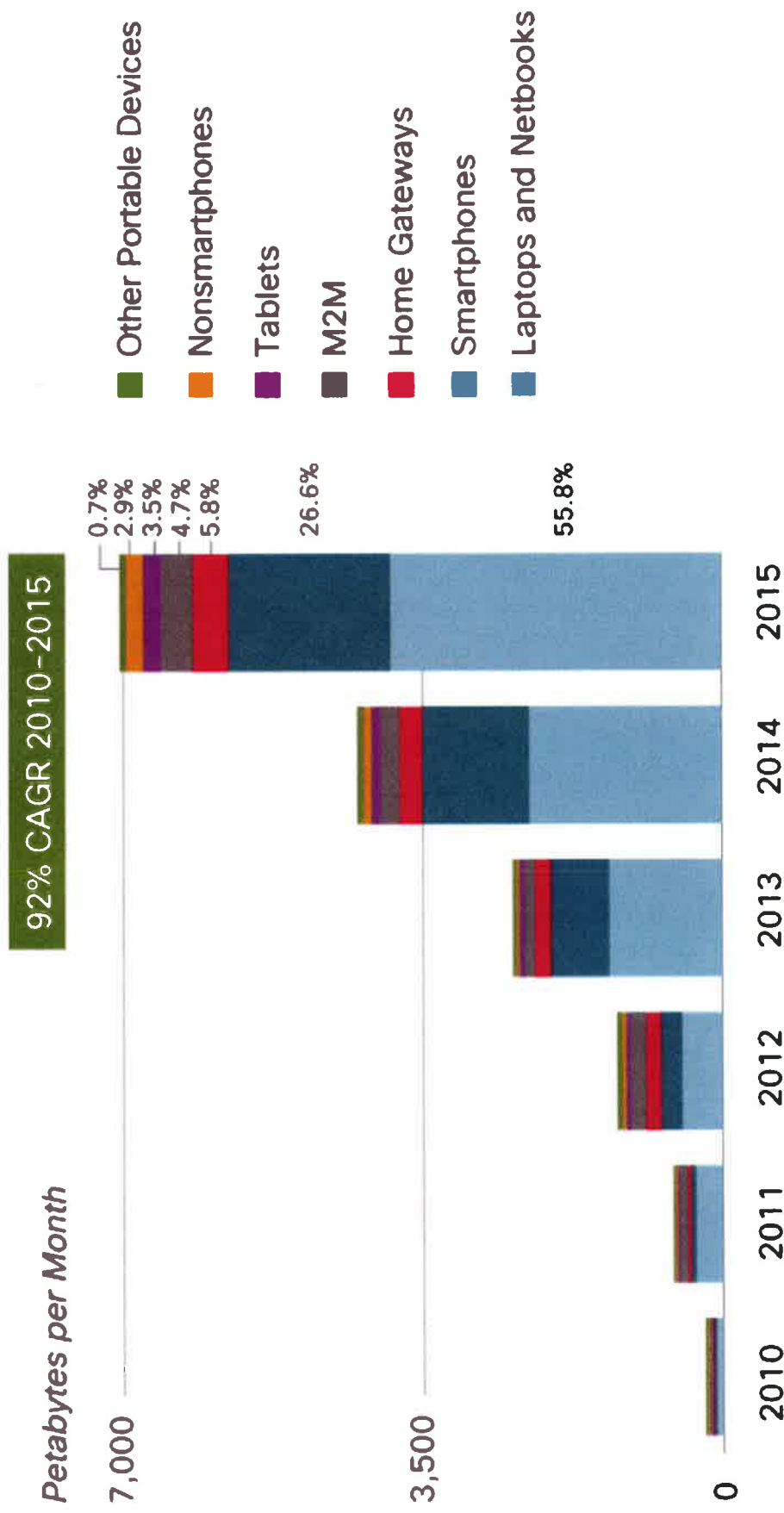


## **Design and Development**

# Then Versus Now



# Mobile Web Data = 35x in 5 yrs



Source: Cisco VNI Mobile, 2011

# Public Safety Networks

- 1/3 of all consumers are wireless only
- Wireless 911 calls are dropped on congested networks
- Wireless infrastructure = safer communities



# Narrowing the Digital Divide

- **90% of all wireless phones reach Google**
- **More people connect to the internet using a wireless device than a PC.**
- **Mobile web is affordable**





**Trends in Wireless**



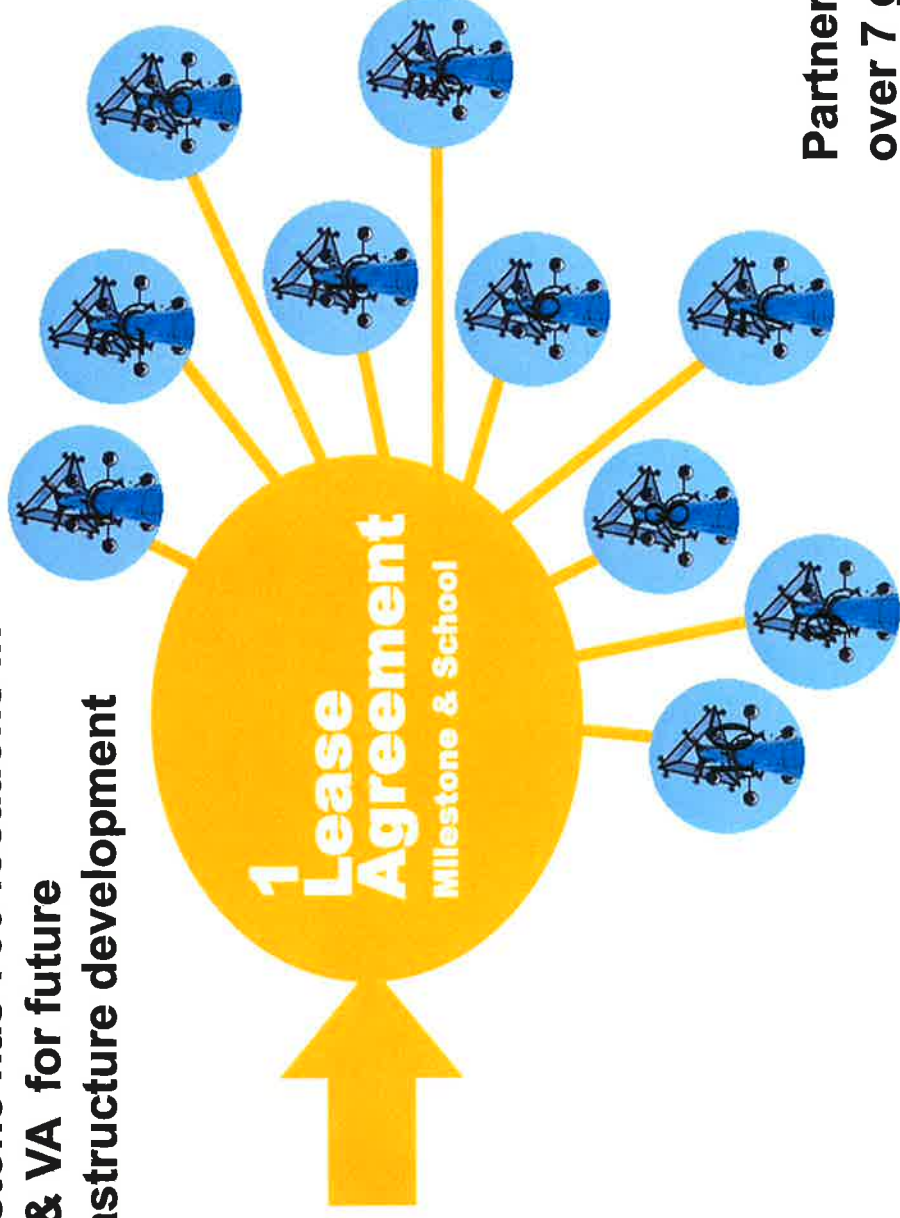
**Tower Program**



**Design and Development**

# Master Lease Model

Milestone has 700 locations in MD & VA for future infrastructure development



Partnerships with over 7 government entities

# **3-Tiered Approach**

- 1. Invest capital, build towers, and share revenue**
- 2. Market and manage government owned assets**
- 3. Design and build towers for public safety communication towers**

# Milestone's Portfolio



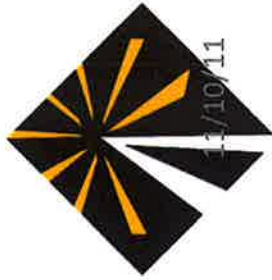
**Built 40 towers on public property**



**Manage 25 existing towers for government**



**Secured over 700 locations for future development**



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# **Milestone's Partners**

- **Fairfax County Public Schools**
- **Frederick County, MD Schools**
- **Frederick County , MD Government**
- **Falls Church City Schools**
- **NOVEC**
- **Prince George's County Public Schools**
- **Prince William Park Authority**



# Partner Associations



# 50-50 Revenue Share Model

	One-Time Payment	Annual Revenue
Tower Build	\$20,000	N/A
1 <sup>st</sup> Carrier	\$5,000	\$12,000
2 <sup>nd</sup> Carrier	\$5,000	\$12,000
3 <sup>rd</sup> Carrier	<u>\$5,000</u>	<u>\$12,000</u>
<b>TOTAL</b>	<b>\$35,000</b>	<b>\$36,000</b>

**Average 10-Year Income Per Tower: \$400,000+**  
 (assuming three carriers)

# **Inclusive Approval Process**


- **Carrier Inquiry**
- **Landowner Approval**
- **Community Outreach**
- **Zoning Approval**
- **Construction**
- **Carrier Installation**
- **Ongoing Maintenance**

# Community Outreach

Home About Us Current Projects Safety Trends Benefits Testimonials News Contact Us

## Current Projects

- Carson Middle School
- Irving Middle School
- Lamond Drive
- Madison High School
- Sandburg Middle School
- Thoreau Middle School**

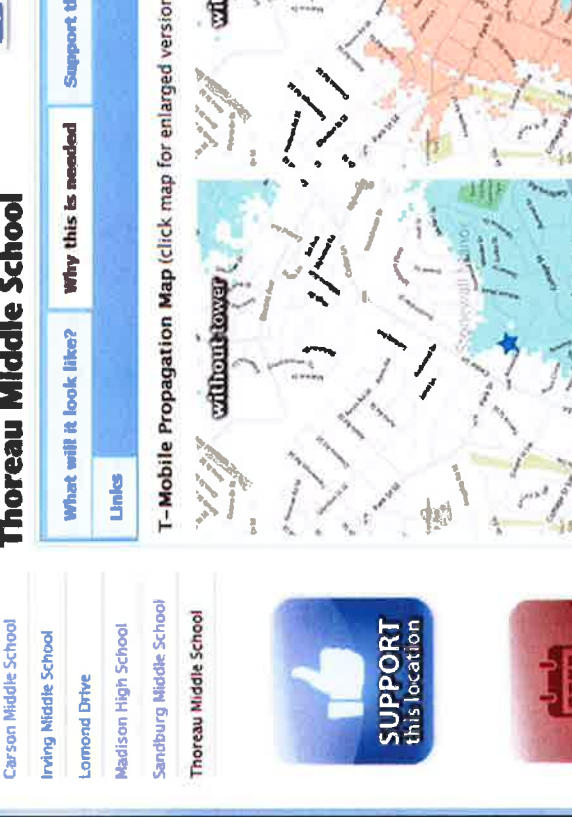
Find this site on  Facebook

What will it look like? Why this is needed Support this location


Links

### Thoreau Middle School

T-Mobile Propagation Map (click map for enlarged version)



Discover the benefits of better wireless coverage with **Smartpole**

 **SUPPORT** this location

 **schedules**

*faster speeds...*

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# Marketing Channels

We proactively communicate with all of the wireless carriers in the industry.



# Interactive Website

**Milestone COMMUNICATIONS**

Investor Access **FIND A TOWER**

Home Property Owners Wireless Carriers

**Tower Location Map**  
Find towers in a 1-mile radius:

Search Reset

Download Site Files

List of Sites

**Thomas Jefferson High School 2**  
6560 Braddock Road  
Alexandria, VA  
Lat: 38.820895 Long: -77.168549  
Email: [cwinikler@milestonecorp.com](mailto:cwinikler@milestonecorp.com)  
or call: (703) 620-2555 x109

Map Satellite Hybrid

Map data ©2011 Google, Satellite Imagery ©2011 Google

Existing Towers In Development Potential Sites Rooftop Sites Ground Space

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**Trends in Wireless**



**Tower Program**



**Design and Development**

# Towers



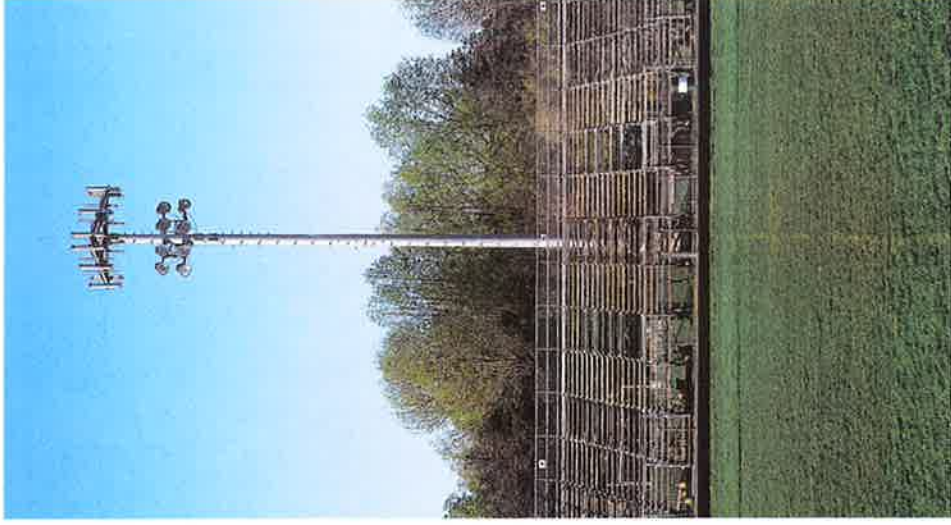
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# Towers



# Towers



# Equipment Compounds



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