BTOP Comprehensive Community Infrastructure
Community Anchor Institution and Network Points
of Interest Detail Template

Please complete the Anchor Institution Details worksheet by providing information or
Community Anchor Institutions that will be directly connected by the proposed netwc
as necessary. All Community Anchor Institutions should be given a type from the spec
Community Anchor Institution is considered a minority-serving institution if it is a post-secont
educational institution with enrollment of minority students exceeding 50% of its total enrollr
"Project Role" column only requires a word or two, or a short phrase, not a detailed e
detailed explanation of the role of project partners and community anchor institution
provided in the essay portions of the application.

Please complete the Points of Interest worksheet by providing information on all poin
interconnection (passive, non-environmentally controlled points of interconnection, e
points, may be excluded), collocation facilities, central offices, head ends, and other c
facilities, network access points to last mile service providers, Internet peering points,
For each point of interest you may provide either a street address or geocoordinates o
must provide detail on what the point of interest is, whether it is already existing or w
created by the proposed project. Where more than one facility type applies, select th
facility type. For example, if a central office houses a point of interconnection, select
as the facility type, or if a cell site is located on a tower, select tower as the facility typ
Interconnection Available at the Facility field should be Yes if interconnection to the p
network is available at that location, otherwise No. The brief description field is optic
be used to convey a better understanding of what the facility is. You may use the spa
the bottom of the table to provide additional notes, if desired.

**The data provided via this template will be subject to automated processing. Applic
therefore required to provide this upload as an Excel file, and not to convert it to a F
upload. Additionally, applicants should not modify the format of this file.**

า all
ork. Add rows
cified list. A
dary
ment. The
xplanation. A
ıs should be

ıts of
e.g. splice
entralized
, and towers.
or both. You
ould be
ıe larger
central office
ıe. The
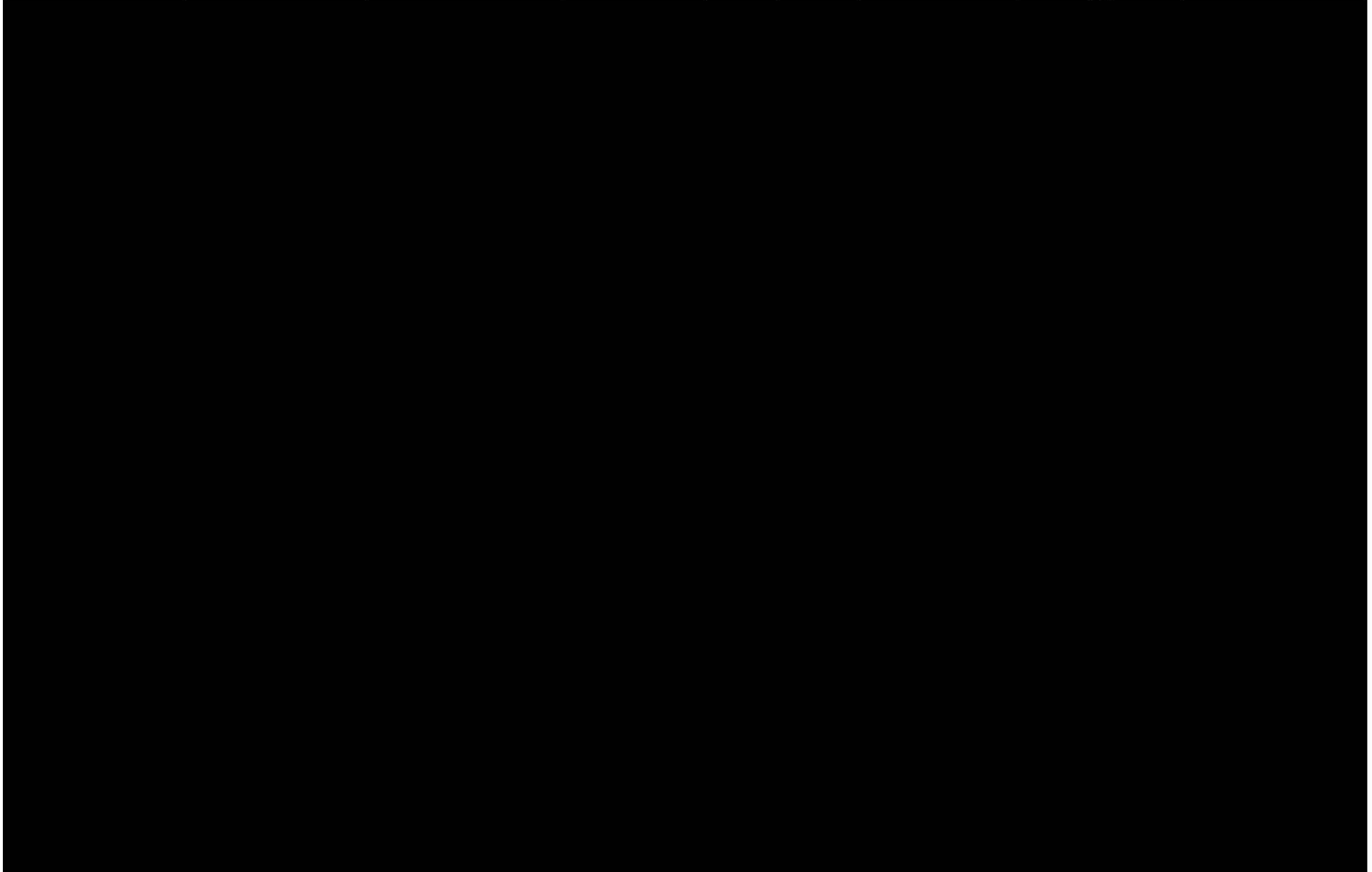ıroposed
ınal, but may
ce provided at

:ants are
PDF prior to

BTOP CCI Community Anchor Institutions Detail Template

Title:	BlueBird Media Northern Missouri MidMile Project
Easy Grants ID:	6519

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role

5 Pages

Withheld in their entirety
pursuant to FOIA Exemption 4
(5 U.S.C. § 552 (b)(4))

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
				MO				

BTOP CCI Network Points of Interest Detail Template

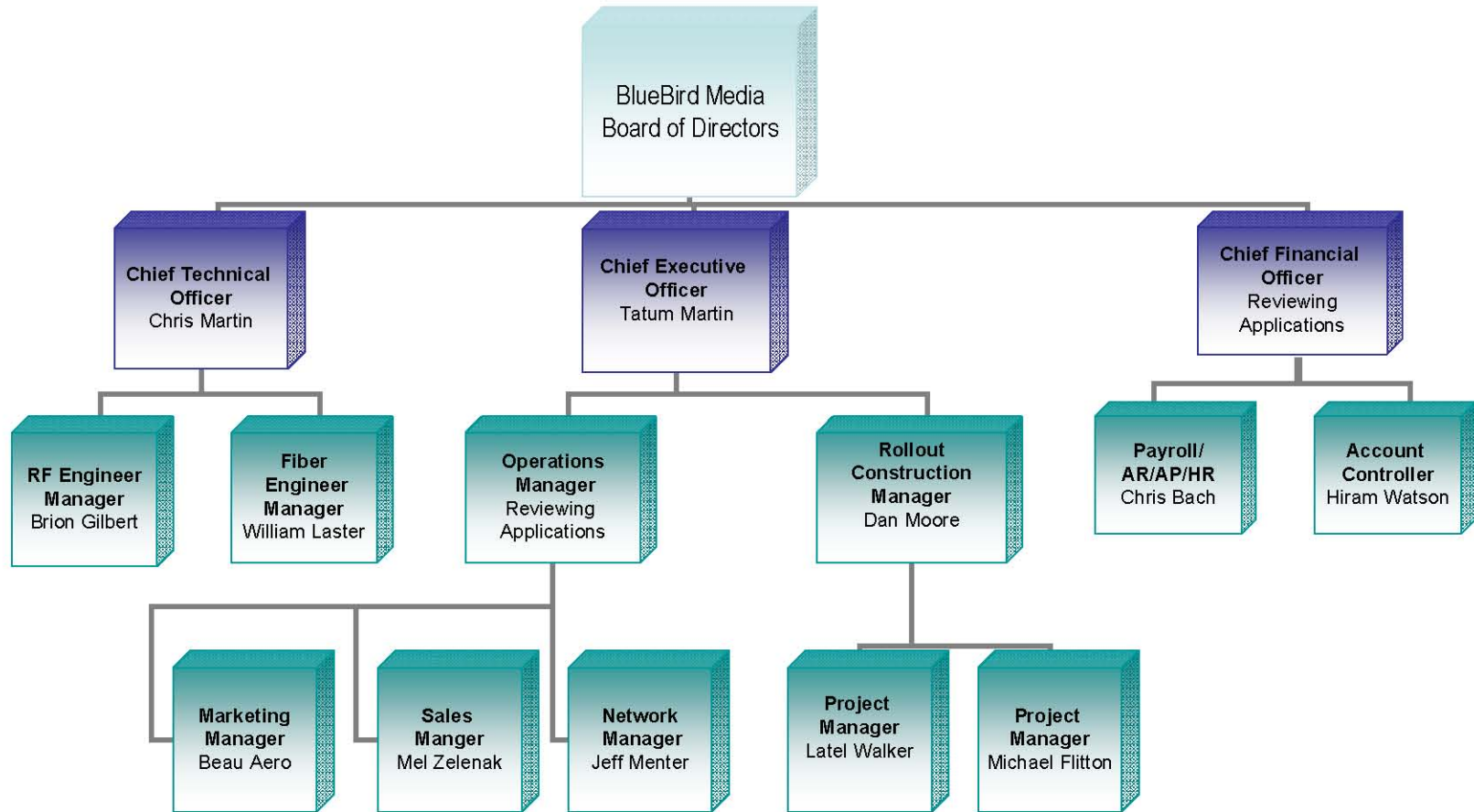Title: Northern Missouri Ultra-High Capacity Middle Mile
Easy Grants ID: 6519

Facility Type	Address Line 1	City	State	Zip	Longitude	Latitude	Interconnection Available at this Location	Status in Proposed Network
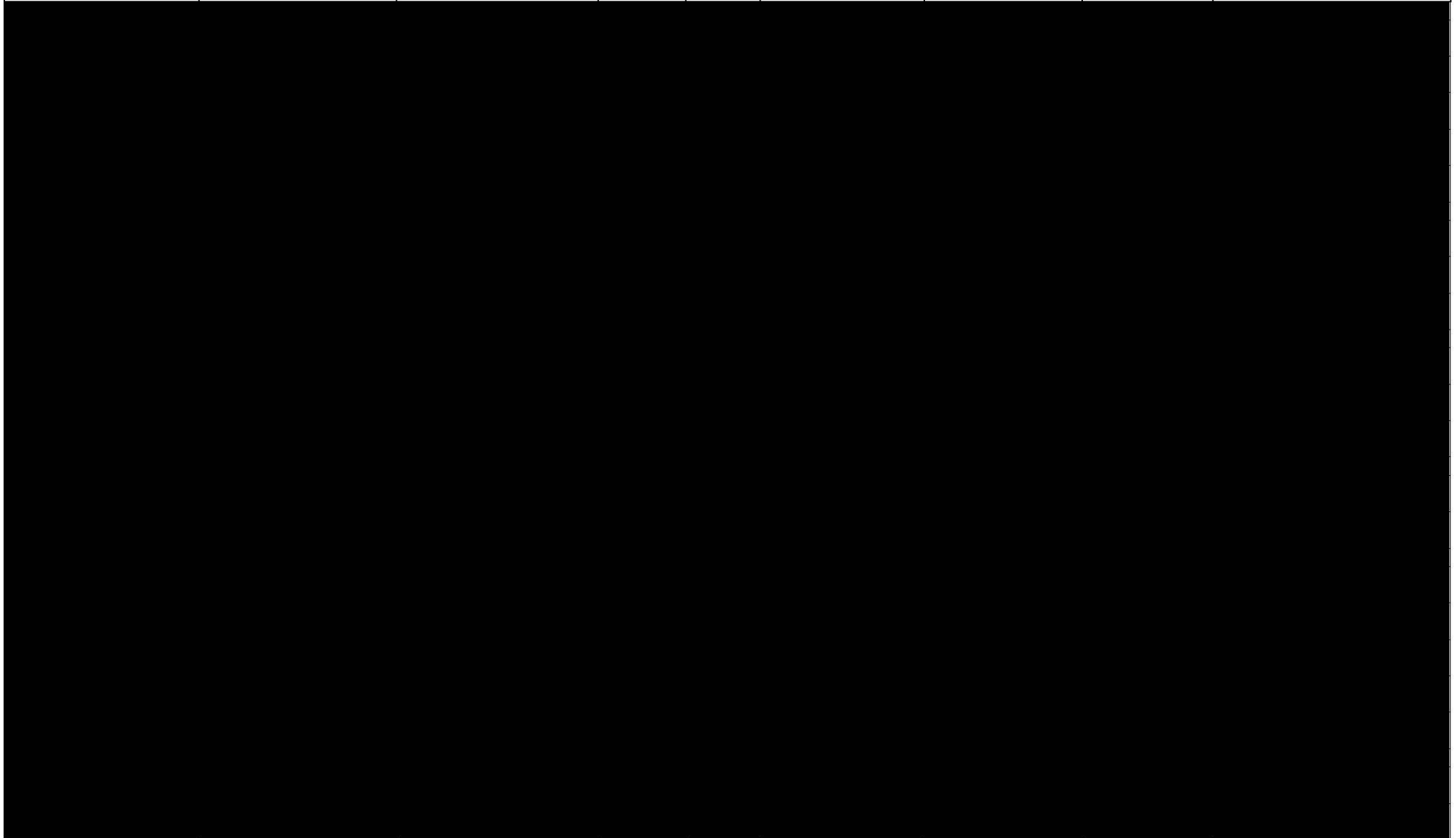
1 Page

Withheld in its entirety
pursuant to FOIA Exemption 4
(5 U.S.C. § 552 (b)(4))

Facility Type	Address Line 1	City	State	Zip	Longitude	Latitude	Interconnection Available at this Location	Status in Proposed Network

BlueBird Media

BlueBird Media
Board of Directors

Chief Technical Officer
Chris Martin

Chief Executive Officer
Tatum Martin

Chief Financial Officer
Reviewing Applications

RF Engineer Manager
Brion Gilbert

Fiber Engineer Manager
William Laster

Operations Manager
Reviewing Applications

Rollout Construction Manager
Dan Moore

Payroll/ AR/AP/HR
Chris Bach

Account Controller
Hiram Watson

Marketing Manager
Beau Aero

Sales Manger
Mel Zelenak

Network Manager
Jeff Menter

Project Manager
Latel Walker

Project Manager
Michael Flitton

All Members in resume are not employed at this time with BlueBird Media. They will though transition over to BlueBird Media as we enter the due diligence phase of the BTOP Application.

TATUM MARTIN

tmartin@bluebirdmedia.com   Mobile: ███████

Professional Summary

Versatile, results-oriented, team player, who possesses a solid record of accomplishment and expertise in a broad range of construction management and manufacturing. Creative problem solving skills utilized in both strategic and tactical environments. Effective communicator able to explain complex concepts and ideas to non-technical individuals. Peers, management, and customers have recognized professional abilities with proven track record. Some past experiences includes Managing Complete Network Rollout on tight deadlines in Honduras, El Salvador, Guatemala, Panama, Haiti, Trinidad and Jamaica for specific clients as Digicel, Claro, Telcel, Telefonica, Nextel De Mexico.

CERTIFICATIONS/EDUCATION

Certifications

ComTrain, Eupen, OSHA Instructor, PMP, Anritsu Sweep, Lucent Technical Expert (LCTE), Nevada and Washington Contractor License.

Education

University of Missouri, 1999 Bachelors in Business/Marketing

PROFESSIONAL EXPERIENCE

BLUEBIRD MEDIA, COLUMBIA MO   **2009 TO PRESENT**
Managing Director

- Business Development with Key Telecom Providers
- Development of Fiber/Microwave Network
- Development of Organization of Business

GLENMARTIN, INC, BOONVILLE , MO   **2007 TO 2009**
Director of Global Operation

- Oversee and Managed all operations from US, Central America, Caribbean and China.
- Business Development and Contract Negotiation with key players, Motorola, ALU, T-Mobile, Raytheon, Verizon, Crown Castle, American Tower, Global Tower Partners, Huawei, Ericsson and China Mobile.

GLEN MARTIN ENGINEERING, INC, MEXICO CITY , MX   **2003 TO 2007**
Director of Latin Operations

- Oversee and Managed Rollout of Complete Networks for Digicel in El Salvador, Honduras, Panama and Haiti. Setting up complete operations from start to finish in each country building out a network of well over 400 towers in each country with Microwave and Wireless Equipment. All Rollouts where met in first phase of implementation which was 1 year from release of RF Spectrum.

GLEN MARTIN ENGINEERING, INC, BOONVILLE , MO   **1999 TO 2003**
Manufacturing Director

- Oversee and Managed manufacturing of 120,000 square foot manufacturing facility specializing in building towers, monopoles and guyed towers. Managed daily operations of 3 shifts with over 175 employees in fabrication, welding and shipping.

CHRIS J. MARTIN, P.E.
Chief Technical Officer
BlueBird Media
2200 Forum Blvd. Suite 105 - Columbia, Missouri 65203
Mobile: ███████

OBJECTIVE

Promote and establish the development of infrastructure as a multi-disciplined engineer. Lead teams of engineers and technical personnel in a variety of projects spanning from telecom to power utility projects. A few of my most important goals include expanding my leadership skills, continuing to grow as visionary in the telecom/power industries, leading efficient groups that bring financial value to a project and enriching project opportunities through technology. My extensive experience in wireless and optical telecom design, structural mechanics (towers/buildings), machine design, construction management and process automation allows me to speak in depth in a variety of highly technical subjects. I have the unique ability to manage very technically diverse groups of individuals.   The following experience detailed provides a descriptive synopsis of my skills and background experience in the engineering design, process control and engineering management profession.

ENGINEERING

DESIGN/PROJECT ENGINEERING-

- Cellular Network design and wide area fiber network planning and development including (Including site civil layout of topographical, grounding details, electrical panels, and fencing details).
- Design and Implentation of Fiber Networks in GPON
- New product design (Self Supporters, 16 F Monopoles, Step Poles, Guyed Towers up to 1000 ft, ITS Transportation Structures, 25 kW to 1 MW Wind Generation Pole design, Utility Crossing Poles).
- Presite planning program (Boring samples, soil testing, resistivity reporting, site exploration, laboratory testing, materials testing NEPA assessments, section 106 reviews and generalized cumulative reporting).
- Development of variable driven design tables in both structural and footing design utilizing Mathcad and Mathematica.
- Foundation designs including caisson, mat, pier & pad and spread footings.
- Currently familiar and/or actively utilize EIA-TIA-222 F, EIA-TIA-222-G; AASHTO-94/99, AASHTO 4th Edition 2001, UBC-97, ASCE 10-97, ASCE 7-05, ASCE Manual 72, AISC 9th Edition, IEC 61400, ACI 318-05, Standard Specification for Highway Bridges-16 Edition 1996.
- Director of Engineering International Operations Glen Martin (CE,ME) with offices in Mexico City, MX and Beijing China.
- Project management (Microsoft Project 2000) ($250K-$2M).

- Development and Supervision of office management systems. Sharepoint 2005. Experience and implementation of content management systems (SHAREPOINT, JOOMLA, MAMBO).
- Engineering database and development. Design and development of database system for design of telecommunication and transmission structures. Microsoft Access, SQL, Progress, MySQL.
- 15 years experience in CNC/NC machine technology. CAD/CAM design.

Major Projects

1998-2000: Raytheon Amazon Radar Network Deployments
2001-2002: Design/Build Country of Trinidad Wireless/Wireline Infrastructure Expansion Digicel
2003: US Network upgrades Bechtel Communications
2007: Ericsson upgrades for Telcel Mexico
2008: Siemens Nokia for TIGO Network Buildout Nicaragua
2007-2008: Claro site design/development Honduras
2005-2009: Country wide Design/Build Networks for Digicel (Bermuda, Dominican Republic, Honduras, Haiti, Panama)
2000-2010: Built and designed well over 3000 sites for all the major carriers in the US including all the major build to suit groups in the wireless tower sites.

EDUCATION

University of Missouri - Columbia
Bachelor of Science Mechanical Engineering   92-94; 96-98

Boonslick Area Technical College Electronics   1989-1992

EXPERIENCE

BlueBird Media- Chief Technical Officer May 2009
     Original Founding Partner
Marcel Services Chief Technical Officer 2005-Present   Missouri, Oklahoma and New Jersey Licensed Professional Company
Beijing GlenMartin   2007-2009   CTO
Mexico GlenMartin   2004-Present CTO
Glen Martin – www.glenmartin.com
                     Chief Technical Officer-2005
                     Boonville, MO
                     84-94; 96-Present
Neville Engineering, Inc. – Reviewing Design Engineer
                     Birmingham, AL

- Structural Engineering Consulting (10 years).
- Publishing and Documentation (Excel 2000, Publisher, Word, Acrobat, etc.).
- Technical Supervising Manager (Domestic and International Crews).
- TurboCad Professional V.6.
- SolidWorks 1998-2010 3D Modeling
  Structure Modeling/Parts/Assemblies- 12 years SolidWorks
  - Mathematica 4.0/4.1
- PLS_CADD (PLS TOWER 6.03/SAPS Structural Design, SAGSEC, PLS POLE 6.02 Monopole/Step Pole Design,SFOOTING,PLS_CADD)
- PIER/PAD Foundation Design
- L-PILE 4.0M-Caisson Design
- Bentley STAAD.pro 2006 & 2007 & STAAD.etc. Certified Staad Designer.
- Bentley Fiber V8i
- Autocad LT, Autocad 14, Autocad 2004
- Cosmos/Works FEA 10 years
- Ansys
- Driveworks 5 and Driveworks 6 Development 2 years
- Mathcad Professional 2001
- Macromedia and Web Design Experience.
- Visual Basic and PHP.
- Motorola Wireless LinkPlanner.
- Motorola LANPlanner
- Anritsu Line Sweeps
- Agilent Signal and Spectrum Analyzers.
- Written Numerous Technical Articles for AGL Magazine.

Organizations/ Professional Certificates

- ASME- American Society of Mechanical Engineers- 12 years
- NSPE- National Society of Professional Engineers- 12 years
- ASCE- American Society of Civil Engineers- 4 years
- ACI- American Concrete Institute- 3 year
- ICBO- International Conference of Building Officials- 3 years
- EIT- Engineer- In-Training EIT-45837-E
- Missouri PE 2004017218, Illinois PE 062-058090, South Carolina PE 23963, North Carolina, Arkansas, Alabama, Iowa, Mississippi, Maine, Minnesota, Texas, Oklahoma, Georgia, Tennessee, Utah, Vermont Wisconsin and Kansas. NCEES National Records: 25980
- Licensed structural engineering UTAH
- Licensed structural engineer with SECB Cert Number: 2269-0708

- Factory Trained Tadiran CM6 DIGITAL Microwave RADIO (6/15/2000).
- Hardware Manager (NT Networking) Rockhurst University Training Seminar 2 Days (4/03/2000).
- PMI- Member of Project Management Institute (Qualify as a PMP)
- AISC- Since 2001 Member
- ANSI/TIA/EIA 222 TR14.7 Committee Member Since 2002 Point to Point Design Group.
- ASM International Member Since 2006
- March 2009 Motorola MWFE Certification
- November 2009 Motorola MWSE Certification
- Lead Council Member AWEA Permitting Group
- AT&T MPLS Certification Program 2003
- Sprint Network Design Training 2004
- Alcatel Lucent Network Design Sessions 2008
- Corning Fiber Systems Consultant 2008
- Raytheon P25 Network Design 2007

Languages Spoke/Written

- Primary/English
- Second/Spanish, Hablo Espanol 95% LEVEL

Hobbies

Amateur Radio since 1985
Sailing Regatta's Tournaments

References available upon request.

Brion C. Gilbert, Experience and Background

Graduate, University of Illinois, BS Electrical Engineering, 1974
Member, Institute of Electrical and Electronic Engineers

Relevant Employment and Experience History:

1974 – 1982   Federal Communications Commission, Grand Island, Nebraska and Denver, Colorado
1982 – 1993   Saudi Arabian Oil Company (Saudi Aramco), Dhahran, Saudi Arabia
1993 – 1998   Toe Lah Sap Muah Tuah, Ltd. (cellular telephone group), Phayao, Thailand
1998 – 2008   North Central Antenna Technologies, Inc., Dixon, IL
2009 – Present   GlenMartin, Inc., Boonville, MO

Federal Communications Commission:
Field Engineer
Responsible for the inspection and RF verification of commercial two-way, cellular, microwave and AM/FM broadcast facilities, including RF coverage requirements, RF safety, inter-mod analysis, RF Interference identification/elimination and transmitter/antenna facility technical configuration. I received numerous citations for work excellence, including "Outstanding Rating" from FCC Chairman Charles Farris during this time.

Arabian American Oil Company/ Saudi Arabian Oil Company (Saudi Aramco):
RF Engineer, Southern Area
I was responsible for direct design of the VHF/UHF/Microwave terrestrial RF signal paths and equipment specification for constantly re-locating deep desert oil exploration/workover rigs communications including telephone, SCADA and data transfer.   Re-designed Aramco's private mobile telephone system (IMTS) utilizing a voter based VHF simulcast system that at the time was unique in the world.

Area Engineer, Southern Area
I was responsible for the design review and approval of all communications operations engineering design activities in the Southern Area.   These activities included the following project areas: RF communications to exploration/workover rigs, telephone outside plant, telephone switching, microwave backbone, mobile and hand held two-way radio systems, SCADA systems, HF communications, CATV systems, mobile telephone and earth station downlinks.

Project Manager, Eastern Province
I was directly responsible to Aramco Executive Management for the completion of the Saudi Government mandated UHF Television Expansion Project. Project completion included proper RF path design, equipment and antenna specification, tower and site construction for needed new sites and site and tower retrofit for existing sites. The project involved the installation of television translator equipment and antennas at 34 communications sites throughout the Eastern Province of Saudi Arabia.   The project was completed ahead of schedule, just before the start of the first Gulf War, and within the 22 million US$ budget.

Toe Lah Sap Muah Tuah, Ltd., cellular telephone group:
Chief RF Consultant
I was responsible for RF coverage studies, site placement, microwave backhaul and RF equipment specification for a possible second cellular infrastructure project in Laos. This project had a projected budget of 80 Million US$ and called for the establishment of 78 sites throughout Laos. The project was put on indefinite hold in early 1998 because of funding problems associated with the overall economic problems in the region at the time.

North Central Antenna Technologies, Inc.:
RF Engineer
In addition to my duties as company CEO, I completed RF consulting services projects for customers including: RF interference identification and elimination, RF coverage mapping/ propagation studies, new and renewal license submissions, FAA/FCC tower registration, site RF emission safety studies, point-to-point and point to multi-point microwave path design, inter-mod analysis, WiFi (802.11x) and field optimization of RF systems.   Completed projects with two way radio systems on-site/wide-area conventional/trunked simulcast and multicast.

GlenMartin, Inc.
Chief RF Engineer
I am responsible for review/implementation of RF project proposals, including: P25 systems, point-to-point and point to multi-point microwave path design, RF coverage mapping/ propagation studies for site placement, new and renewal license submissions, FAA/FCC tower registration and DTV Broadcasting.

Hiram G. Watson

EDUCATION

Law school: University of Virginia, Charlottesville, Virginia. Graduated May 1972.

Graduate school: University of Texas at Austin. Graduated August 1968 with Master of Business Administration degree. Area of concentration: finance.

Undergraduate school: University of Missouri at Columbia. Graduated August 1967 with Bachelor of Science degree in Business Administration. Major in finance and also completed requirements for an accounting major.

Preparatory school: Hickman High School, Columbia, Missouri. Graduated June 1964.

PERSONAL ACHIEVEMENTS

Admission to the Missouri Bar: September 16, 1972
Certified Public Accountant: Hold a certificate as Certified Public Accountant in the State of Missouri.

MOST RECENT EMPLOYMENT

August 2003 to Present: Property manager for Maly Commercial Realty, Inc. Responsible for management of 20 retail properties located in 12 states.

PRIOR EMPLOYMENT

June 1999 to April 2003: Deputy Missouri State Auditor. Supervised total staff of 160 located in offices in Jefferson City, St. Louis, Kansas City, and Springfield, Missouri. Responsible for day-to-day operations of audit organization issuing 125 audit reports each year.

July 1986 to June 1999: Assistant Missouri Attorney General serving as Chief Counsel of the Opinions Unit. Responsible for the issuance of opinions of the Missouri Attorney General relating to any aspect of Missouri law.

May 1977 to June 1986: Legal Advisor to the Missouri State Auditor. Provided legal advice to the State Auditor and staff. Reviewed legality of general obligation bonds issued by Missouri political subdivisions. Responsible for other administrative duties.

September 1975 to May 1977: Private practitioner of law in Columbia, Missouri. General practice included trial work, real estate and corporate law.

March 1974 to September 1975: Assistant City Counselor of Columbia, Missouri.

June 1972 to February 1974: Attorney with Gage & Tucker law firm, Kansas City, Missouri. Worked primarily in corporate and commercial areas.

Summer 1971: Missouri Division of Finance, Jefferson City, Missouri.
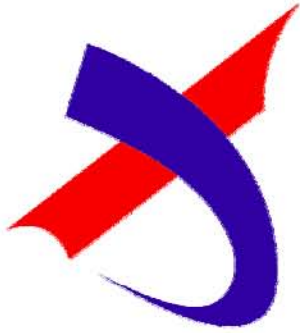
Summer 1970: Securities and Exchange Commission, Washington, D.C.

August 1968 to July 1969: Audit staff member, Alexander Grant & Company, Certified Public Accountants, Dallas, Texas.

CHRIS BACH, C.P.A.

Email: cbach@malyrealty.com

Certification	**Certified Public Accountant**, Certificate No. 2001022027
Experience	**Maly Commercial Realty, Inc.** **Controller,** June 2006 – Present • Perform accounting functions for over 40 companies **Marberry, Miller, and Bales, CPAs P.C.** **Manager**, Dec 2004 – June 2006 • Perform audits of non-profit organizations and small businesses • Prepare tax returns for corporations, partnerships, non-profit organizations and individuals • Prepare payroll tax returns • Prepare monthly compilations of small businesses • Consult small businesses on accounting matters • Supervise staff on audits, monthly compilations and payroll tax returns **Missouri State Auditor's Office**, Jefferson City, Missouri **Budget and Training Coordinator**, May 2000 – Dec 2004 • Prepared, lobbied and coordinated budget including presentations to legislative committees, negotiations with legislators and staff, and constant monitoring and advising management on budget status • Statewide recruiting, interviewing, and hiring professionals • Coordinated training for 150 professionals • Performed training presentations **Senior Auditor I**, December 1998 – May 2000 **Staff Auditor II**, December 1997 – December 1998 **Staff Auditor I**, December 1996 – December 1997 **Audit Assistant**, June 1996 – December 1996 • Prepared, compiled, and presented audit findings and audited financial statements to auditee • Preformed and supervised financials, high-profile performance, and compliance audits **Truman State University Bookstore**, Kirksville, Missouri **Assistant Manger**, July 1995 – May 1996
Education	**Truman State University** (formerly Northeast Missouri State University) **Bachelor of Science Degree in Accounting**, May 1995
Professional Org.	**Missouri Society of Certified Public Accountants**
Volunteer Org.	**Ronald McDonald House Charities of Mid-Missouri**; Board Treasurer

Beau Aero Martin

A multi-talented entrepreneur with extensive management, marketing, purchasing, project management, and interpersonal experience.

SUMMARY OF QUALIFICATIONS

- Master Skills in Business Administration, Marketing, Advertising, and Purchasing
- International Experience in 25 Countries
- Successful Development of Online Direct to Consumer Retail Platforms

- Highly Conversant in Website Technology and Trends
- Effective management of workforce, and creative development agencies
- Skilled at prioritizing and managing projects to timelines, budget, and resources

Work History Accomplishments

VP Operations, Marketing & Purchasing
GME Supply, Inc. (2003-Current)
- ►In 2008, implemented and managed a comprehensive company rebranding campaign. These marketing efforts contributed to a **35 percent** yearly increase in revenues to date.
- ►Manage **multi-million** dollar marketing campaigns, print, radio, and electronic.
- ►Oversee online communications development, implementation, and management of multiple company and retail sites, including www.gmesupply.com, www.glenmartin.com.
- ►Honed strategies for **search engine** marketing and website optimization. Efforts resulted in top five search engine placement among **90%** of targeted keywords.
- ►Development of internal communications with **Microsoft Sharepoint** Intranet site. Simplified, organized and unified all internal company communications.
- ►In 2009, successfully **deployed PR plan** to increase brand awareness, company initiatives, and employee retention. Substantial success was achieved through print and electronic media.
- ►Extensive business and project management experience in **25 countries** throughout South & Central America, Asia. Trade missions and extensive travel to all areas was required.
- ►Manage and coordinate all purchasing, marketing and public relations activities both domestic and **international** through offices in Mexico City, Mexico, Panama City, Panama and Tianjin, China.
- ► Developed and designed mail order retail catalogs for www.gmesupply.com to supplement internet marketing techniques. Resulted in **24 percent increase** in sales over the corresponding period.
- ► Chair and promote volunteer initiatives to **assist local charities** and community action causes.

VP Marketing
GlenMartin, Inc. (1997-2003)
- ►Coordinated, created and designed complete marketing campaigns, both print and electronic.
- ►Managed all **tradeshow** activities, including promotion, planning, hospitality, and follow up.
- ►Coordinated **company events** and overall marketing functions for sales development and employment appreciation across multiple venues and locations.
- ►Designed, marketed www.glenmartin.com.

Education:
University of Missouri- Columbia, Missouri School of Journalism, Summa cum laude
(Marketing, Advertising, Public Relations, Communications, Management). Graduation: 2001

TMS Public Speaking, Presentation, & Training Program

Jeff Menter

Objective:	I am seeking a challenging position in the **Information Technology** support industry.
Highlights of Qualifications:	• Wide practical knowledge of **IT Infrastructure** • Experience deploying and supporting **Windows-based servers** and applications • Versed in **business applications** including: Microsoft Office, Microsoft SQL, Visual Studio .Net • Exsperience with **Web Standards and Technologies** such as: XHTML, CSS, PHP, SQL, Apache, BIND • Practical experience with **rapid application development** with Microsoft VB.Net • Certified Professional in **Computer Forensics** and **Forensic Data Acquisition** • Proven **Interpersonal Skills**

Professional Experience:

Digital Safety Technologies: *Field Application Engineer* • Columbia, Missouri • 2008–2010
Mobile DVR Support, Network Engineering, Software Development, Hardware and Software Installation

I installed and supported mobile DVR (digital video recording) systems for law enforcement:
- Installed equipment in police vehicles, install servers, engineer networks (wired and wirelss)
- Planned storage deployment
- Rapidly developed utility applications for product support (VB.Net)
- Worked with development to identify and solve product issues
- Trained and certified police and IT staff in installation and operation

Alaska Technology Partners (d/b/a Trialwire): *Litigation Support* • Anchorage, Alaska • 2006–2008
Forensic Data Acquisition, Electronic Data Discovery Processing, Document Imaging, Document Repository Deployment

In the course of working at Trialwire, I pioneered the beneficial application of these technologies:
- Creating online document repositories (using Remote Desktop with SSL connections)
- Earning the Certified Computer Examiner (CCE) certification
- Supporting trial presentations for multi-million dollar trials
- Providing litigation support to some of the largest law firms in Anchorage
- Developed and maintained the company's internet services (web, email, FTP, etc.)

Multi Media Cottage, LLC: *Multimedia Development* • Anchorage, Alaska • 2004–2006
Multimedia Development, Video Editing, DVD Authoring, Document Scanning

I worked at Multi Media Cottage on a wide range of projects for many clients:
- Video editing, DVD authoring, graphic design, and manuals for the Alaska Department of Education
- Document scanning and OCR with Section 508 compliance for the University of Alaska Anchorage
- Cross-platform interactive CD-ROM development and duplication
- Web design and hosting with a focus on standards compliance and accessibility

Downtown Legal Copies, LLC/iCopy: *Production Printing and Prepress* • Anchorage, Alaska • 2000–2005
I.T. Support, Prepress, Graphic Design, Print Production, Web Design

During my five years at Downtown Legal/iCopy, I earned the following responsibilities:
- Performing all of the I.T. Support for a 30 client/5 server heterogeneous network spanning 2 locations
- Performing prepress for digital high production color, black & white, and oversize as well as a Heidelberg Quickmaster DI four color press and a Heidelberg Speedmaster two color press
- Designing, developing, and maintaining websites for our parent and sister companies
- Developing databases for job tracking and customer price quotes

Certifications: **Certified Computer Examiner** (CCE) from the International Society of Forensic Computer Examiners

Formal Education: Diploma, **Nampa Senior High School**, Nampa, Idaho

References: Available upon request.

Michael K. Flitton

Wireless Professional offering expertise in the execution of project deployment operations, ensuring project plans are established, personnel and progress managed, updated and properly reported; and serve as escalation point for any issues.

- Strong working knowledge of Wireless Telecommunication Network Architectures: 2G, 3G, E-911, GSM and UMTS.
- Experience in all fields or disciplines including: site development, zoning, permitting, RF, feasibility, A/E, construction drawings review & approval, bid packages, estimating, scheduling, bill of materials, utilities and close out documentation.
- Very enthusiastic, organized, flexible, detail oriented, and multi tasked with excellent problem solving skills.

Resourceful Strategist who successfully spearheads critical corporate initiatives and delivers high-impact solutions.

- Participate in all project contractual activities and subcontract negotiations for site development and construction.
- Control all project expenditures for leases, labor, equip, material, services to ensure field operations are within the budget.
- Establish project procedures and objectives within corporate policy as necessitated by conditions of the "Market".

An Effective Manager skilled in maximizing Market efficiency and productivity to exceed bottom line goals.

- Management of project team including development, RF, construction, project controls and administration lead personnel.
- Ensure the project organization is composed of qualified and knowledgeable personnel, and effective personnel utilization.
- Computer literate using Outlook, Word, Excel, Caspr, Epm, Siterra and Primavera, CPM scheduling software.
- Excellent verbal and written communication skills with all levels of management, employees and outside parties such as owners, Architects, Engineers, subcontractors, suppliers, coworkers, utility companies and local jurisdictions.

BS in Construction Management, **AA** in Construction Technology, Ferris State University
AA in Commercial & Industrial Construction, Lansing Community College ~ United States Navy

PROFESSIONAL EXPERIENCE

Project Manager, T-Mobile, 2008 - Jan 2010

- Deployment/Construction consultant for T-Mobile, 2G; 119 sites build out in Miami, FL market.
- Involved in developing, modifying and executing projects that affect operations from initiation to implementation.
- Established project teams; Developed project scope, plan and schedule across (32) employees to achieve success.
- Utilized PM skills as well as Technical knowledge to achieve performance required within the project functions.

Program Director, Baran Telecom, 2007 - 2008

- Deployment consultant for T-Mobile, UMTS; 1,050 site build outs in Miami, Tampa and Orlando Markets.
- Managing project meetings, overseeing the build, and reviewing program status with the client and vendors.
- Support all change requests and follow control procedures; identify and help to address road blocks.
- Provide guidance and ensure that teams have access to the necessary support documentation.

Project Manager, MetroPCS, 2005 - 2007

- Provided deployment/construction management and leadership for the Detroit, MI (428 Site Launch) project team.
- Established project teams; Developed project scope, plan and schedule across organization to achieve success.
- Coordinated with equipment vendor Lucent on inventory, deliveries, installation, operation, maintenance and safety.

Project Manager, Nextel Communications, 2004 - 2005

- Effectively directed, lead and managed all aspects of deployment; from site acquisition, permitting, site design, utility planning, bidding process, purchasing, scheduling constructing and maintaining actual occupant services.
- Select and qualify vendors such as A/E, environmental, geotechnical engineers, surveyors and general contractors.
- Primary contact representative for all roof top and tenant improvement projects for North Los Angeles, CA market.

Market Lead/Construction Manager, Bechtel Corporation, 1998 - 2004

- Directed capital and productivity for 1,960 Telecom projects valued at $100K - $10M in multiple U.S. locations.
- Managed the deployment/construction team of 35 members as well as a subcontract site acquisition turnkey vendor.
- Developed the execution methods, staffing charts, schedules, materials and equipment requirements plan.

Latell Hank Walker

SOS Consulting
1711 W. County Road 130
Midland, TX 79706
432-559-5747

Objective

To obtain a position as a Construction Manager/ Consultant in any phase of Wireless Communications Industry. I am self motivated and produce results daily. I currently reside in Midland, TX, but am willing to travel anywhere my services are needed.

Qualifications

Assemble A & E Packages, Writing Scope of Work, Geotech & Site Surveys, Civil Construction, Estimating Cost, Scheduling of Work, Managing Contractors, Manage Construction Crews, Utility Coordinator, Purchase Orders, Warehousing & Inventory, Shipping & Receiving, Building Access Roads, Site Build ups, Concrete Foundations & Test Breaks (3rd Party), Review Engineering Drawings, Bill of Materials, Punch Lists, Line to Site Microwave, Sweep Tests, Tower & Rooftop Construction, Antenna & Coax Installation, Commercial Tenant Finish Out, Site Acquisition, CD Approvals, Feasibility Walks, Site Drawings, BTS Installs & Integration.
Computer Experience: Excel Spreadsheets, Siterra, Microsoft and other basic computer skills.

Relevant Experience
January 2009 - Present – BlueBird Media

Walker Site Solutions, Inc. - Site Bids, Computer Work, Safety Coordinator

November 2007 - December 2008 Cricket Communications

Construction Manager - Independent Contractor for Rocky Mountain Telecom Solutions
Managing 200 Sites in New Orleans
Managing 50 Sites in Denver
Scheduling of Work, Manage Contractors & Construction Crews, Utility Coordinator, Request for Funds & PO's, Pre-Constructions Walks with Vendor & Property Owners, Review Engineer Drawings, Concrete Foundations & Test Breaks, Bill of Materials, Punch Lists, Tower & Rooftop Construction, Bid Negotiations with Vendors, BTS Installs & Integration, Supervise Antenna & Coax Installs, CD Approvals, Commercial Finish, Siterra, Excel Spreadsheets.

2007 - 2007
SOS Consulting
Tower One International

Managing 5 Sites - Temporary Position for 3 Months
Civil Construction, Manage Crews & Contractors, Power & Telco, Building Access Roads, Site Buildups, Concrete Foundations & Test Breaks, Tower Construction, Antenna & Coax Installs, Sweep Tests.

2006 - 2007 SOS Consulting
General Dynamics

Managing 45 Sites
Manage Contractors & Crews, Review Engineer Drawings, Punch Lists, Sweep Tests, Tower & Rooftop Construction, Antenna & Coax Installs, Concrete Foundations & Test Breaks

2005-2006 SOS Consulting

Wireless Facilities, Inc.

Managing 70 Sites
Assemble A&E Packages, Writing Scope of Work, Geotech & Site Surveys, Civil Construction, Estimating Costs, Scheduling of Work, Manage Contractors & Construction Crews, Utility Coordinator, Purchase Orders, Warehousing & Inventory, Shipping & Receiving, Building Access Roads, Site Buildups , Concrete Foundations & Test Breaks (3rd Party), Review Engineer Drawings, Bill of Materials, Punch Lists, Line to Site Microwave, Sweep tests, Towere & Rooftop Construction, Antenna & Coax Installs, Commercial Tenant Finish Out, Site Acquisition, Feasibility Walks, Prepare Site Drawings, CD Approvals.
Computer Experience: Excel Spreadsheets, Siterra, Microsoft & Other Basic Computer Skills.

1994 - 2005 SOS Consulting
Western Wireless

Managing 310 Sites
Assemble A & E Packages, Writing Scope of Work, Geotech & Site Surveys, Civil Construction, Estimating Costs, Scheduling of Work, Managing Contractors & Construction Crews, Utility Coordinator, Purchase Orders, Warehousing & Inventory, Shipping & Receiving, Building Access Roads, Site Buildups, Concrete Foundations & Test Breaks, (3rd Party), Review Engineer Drawings, Bill of Materials, Punch Lists, Line to Site Microwave, Sweep Tests, Tower & Rooftop Construction, Antenna & Coax Installs, Commercial Tenant Finish Out, Site Acquisition, Pre-Construction Walks with Vendor & Property Owner, Feasibility Walks, Prepare Site Drawings, CD Approvals.
Computer Experience: Excel Spreadsheets, Microsoft and other Basic Computer Skills

1992 - 1993 SOS Consulting
PrimeCo PCS

Managing 120 Sites
Assemble A & E Packages, Writing Scope of Work, Geotech & Site Surveys, Civil Construction, Estimating Costs, Scheduling of Work, Managing Contractors & Construction Crews, Power & Telco, Purchase Orders, Warehousing & Inventory, Shipping & Receiving, Building Access Roads, Site Buildups, Concrete Foundations & Test Breaks, Review Engineer Drawings, Bill of Materials, Punch Lists, Line to Site Microwave, Sweep Tests, Tower & Rooftop Construction, Antenna & Coax Installation, Commercial Tenant Finish Out, Site Acquisition, Feasibility Walks, Prepare Site Drawings, CD Approvals.

1991 - 1992 SOS Consulting
Ransor, Inc.

Tower Rigger/ Supervisor
Performed and Supervised all phases of Tower Construction, Performed & Supervised all phases of Line & Antenna Installs, Managed Crews, Budget, Timesheets & Schedules, Trained new Recruits

1988 -1991
Astro - Valcor

Warehouse and Extrusion Management, Customer Order Placement, Inventory, Employee Scheduling, Spreadsheets
Company Closed & Moved to Mexico

1984 - 1988
High Tech Communications

Tower Construction, Point to Point Microwave, Civil Construction, Antenna & Line Systems, Sweep Tests, Power & Telco
Worked in 38 States

Latell Hank Walker

SOS Consulting
1711 W County Road 130

Midland, TX 79706
432-557-5747

Other Qualifications

Ability to see job finished
Manage Personnel
Ability to work unsupervised on projects
Work on a time line
Organizational skills
Wireless engineering training

Education
Fireman Training
Law Enforcement Training
Paramedic Training
Safe Gulf OSHA Training

References

Randy Jones - Cricket Communications
720-374-1911

Shawn Goettshe - Cricket Communications
208-685-1302

Allan Walker - Western Wireless
903-571-0760

David Lowden - Tower One Ltd
281-794-9410

Terry Dickens - Ransor, Inc.
210-651-6457

Kevin Ryan - General Dynamics
702-355-7000

Steve Galdo - General Dynamics
412-558-7799

Professional Summary

Versatile, results-oriented, team player, who possesses a solid record of accomplishment and expertise in a broad range of business technology disciplines. Creative problem solving skills utilized in both strategic and tactical environments. Effective communicator able to explain complex concepts and ideas to non-technical individuals. Peers, management, and customers have recognized professional abilities with employee of the quarter awards and Lucent Presidents award. Some past experiences includes IPTV, Triple Play IP/MPLS Architecture, Team management, Team mentoring, product research, product development, long range planning, pre\post sales, network analysis and design, network testing\configuration and implementation, responding to RFI, RFP, and RFC requests/responses, White Paper documentation, Gold Standard documentation, project management, and network systems management.

TRAINING/CERTIFICATIONS

Certifications

Alcatel-Lucent NRS/3RP, Cisco CCNA, Cisco CCNP, Bay/Nortel Router Expert, HP Openview, Sun UNIX 2.7 administrator and Lucent Certified Technical Expert (LCTE).

Software Training

Operating system training on installing, configuring, and maintaining MS-DOS, Windows 3.1, Windows NT 4.0, Windows 95, Windows 2000, Windows XP, Windows 2003, Novell 4.1, OS400, Sabre, SCO UNIX, HP-UX, SUN Solaris 2.6 and up, HP Openview, Bay Networks Optivity Enterprise, Concord Net Health, Cisco Works, Lucent NavisCore and NavisXtend, cc: Mail, PCAnywhere, ProComm, Perl, Visual Basic, Wandl NPAT, and numerous Microsoft and Lotus products.

Hardware Training

Alcatel-Lucent 7x50/Ascend/Cascade/Nexibit/Springtide core/edge switches/routers, Cisco routers/switches, Nortel routers/switches, Xylan, Alcatel, Marconi, Fore, Juniper, Extreme switches/routers. IBM mainframes, RS/6000, AS400, Compaq, Dell, Sun, and Hewlett Packard servers. Acme Packet session border controllers. Visual, Ascend and Paradyne CSU/DSUs. Network General Sniffer, Spirent Smartbits, and Adtech test equipment.

PROFESSIONAL EXPERIENCE

ALCATEL-LUCENT, PLANO, TX   2007 TO PRESENT
Global Senior Solution Architect Triple Play/IPTV
Role is Alcatel-Lucent Senior Solution Architect.

- Lead Solution Architect for the Triple Play Express Solution in a solution development role focusing of the Microsoft Mediaroom portion and IP/MPLS network portion of the solution.
- Lead Solution Architect for the Microsoft Mediaroom Micro Architecture Solution in a network development role.
- Lead Solution Architect for the Microsoft Mediaroom 2.0 in a product development role.
- Lead Triple Play Network Architect for the LUS IPTV network.
- Added design refinements for existing Telmex IPTV network reducing projected costs, increasing revenue, and increasing network reliability for the customer's IPTV network.
- Analyzed customer issues and led necessary teams to develop fixes based on requirements thus reducing costs for the customer and the company.
- Lead Security and CPE Gold Standard Technical Architect utilizing multiple IPTV networks products and security implementations.
- Long Term Planning and product development and global responsibilities for Multimedia solutions

ALLTEL/WINDSTREAM, LITTLE ROCK, AR   **2003 TO 2007**
Senior Network Engineer Data Planning
Role is Cisco/Juniper/Cascade/Redback Strategic Data Planner.

- Redesigned Data Reliability solution for existing Alltel/Windstream network reducing projected costs and increasing revenue for the customer in the excess of over one million dollars.
- Added refinements to the Windstream Metro-E/L2VPN/L3VPN solution based on Kompella and Martini drafts and RFC 2547bis utilizing the Juniper M320/Cisco 7600 as the lead edge device.
- Responsible for evaluation and testing of all new data elements before entrance into the network.
- Wrote Paper(s) to provide upper management with a clear understanding of where technology is projected to head in the future. Also, provided documentation for ease of configuration and for lower level technical teams thus improving the operational process internally by identifying potential errors in software, hardware and software design.
- Responsible for projects improving the long-term company goals by implementing improvements through network testing and design.

LUCENT TECHNOLOGIES, WESTFORD, MA   **2000 TO 2003**

Senior Network Engineer/Team Leader in the Optical/ATM/IP/MPLS (combined Cascade/Ascend/Nexibit/Springtide) core switching product house, assigned to the top 25 Telecom Companies worldwide whose accomplishments included pre-sales/post sales designing, auditing, configuring, implementing, testing, project management, troubleshooting, and repairing of networking equipment and software in an I-LEC, RBOC, C-LEC and ISP environment.

- Designed Major carriers' networks to implement network design requirements thus reducing projected costs and increasing revenue for the customer in the excess of over 50 million dollars.
- Redesigned Major Domestic and International carriers' networks to reduce number of outages thus reducing costs and increasing revenue for the customer(s) in excess of 5 million dollars per quarter.
- Analyzed major customer issues and led necessary teams to develop fixes based on requirements thus reducing costs for the customer and the company.
- Wrote White Paper(s) to provide ease of configuration and for lower level technical teams thus improving the SQA process internally by identifying potential errors in software and hardware design.
- Senior Team Leader responsible for projects improving the long-term company goals by implementing improvements based on changing attitudes and morale during mergers and restructuring.
- Earned the Lucent Presidents award by committing to team and corporate values and exhibiting outstanding customer service.

Executive Management Team

Dan Moore
President & CEO

Prior to founding Access Fiber Group, Mr. Moore co-founded Fiberlincs LLC, a regional CLEC / dark fiber provider, and served as managing partner through October, 2006. Prior to Fiberlincs, Dan served as the indirect sales manager for southeast markets for ICG Communications, a nationwide wholesale broadband and CLEC organization. Dan served as the primary marketing contact for all wholesale and agent sales organizations serving southeast markets. Prior to ICG, Dan served in various direct and indirect sales and marketing positions in the telecommunications industry spanning 8 years with KMC Telecom, BTI and Cable and Wireless covering southeast and mid Atlantic territories. Prior to entering the telecommunications industry in 1996, Dan served as an air traffic controller in the US Navy serving aboard the USS Roosevelt and FASFAC Vacapes, Oceanea VA.

Dan holds a Bachelor of Science from the University of the State of New York, Cum Laude honors.

Mark W. Senda
Stockholder / Advisor

Mark W. Senda has spent his entire professional career building successful technology companies. Most recently he served as President and CEO, of St. Louis based Xspedius Communications LLC, a competitive communications company operating in 20 states, with revenues in excess of $220m. Prior to Xspedius, Mark was Division President for AT&T Canada, where he ran AT&T's fastest growing business unit, local services. AT&T Canada was the successor to MetroNet Communications where Mark was Chief Operating Officer for Canada's first national competitive communications company. Mark was an early implementer and operator of competitive local access and exchange networks throughout the United States. With MFS Communications he served as Senior Vice President of Network Services and later, with Brooks Fiber Properties as Senior Vice President of Operations & Engineering. He also spent nine years with MCI Communications Corp. in various management roles dating back to the divestiture of the Bell Companies. He currently is a member of the board of directors of Atreus Systems, Inc. a leading IP based software company with headquarters in Ottawa, Canada and the Technology Entrepreneur Center, a St. Louis, Missouri based business incubator providing support to IT and communications start-ups.

Mark earned a BS degree in Business from The University of the State of New York and an MS in Telecommunications Policy from The George Washington University.

Robert C. Bicksler
Stockholder / Advisor

Bob has over 30 years of operational and financial background in telecommunications and technology companies. His track record is one of continued success in growing companies and mergers and acquisitions. Bob began his career and track record of strong performance at PriceWaterhouseCoopers LLP in the audit and tax department where he remained for 19 years. Since PriceWaterhouseCoopers, Bob has led and developed many companies as CEO, Vice President, and/or Chief Financial and Administrative Officer including AT&T Canada, Global Metro Networks, Performance Awareness Corp., Seer Technologies, Inc., and Netifice Communications. Bob's experience providing strategic merger and acquisition consulting services also comes from his role as former Principal of Catalina Consulting.

Bob is a Certified Public Accountant, has an MS of Accounting from the University of North Texas, a BS in Business Administration from Pennsylvania State University, and Certificate of Attendance, ESAN from Lima, Peru.

Management Team

Access Fiber Group

3/1/2010

Tony Vande Linde
Business Operations Manager

Tony Vande Linde began his telecommunications career in 1999 with ACSI Network Technologies in Atlanta, GA functioning as Sales Operations Manager. Tony was tasked with projecting network construction costs, sales planning and revenue reporting. Other telecommunications industry experiences were obtained as Business Manager with Xspedius Fiber Group, a subsidiary of Xspedius Communications, LLC and Senior Business Manager with FiberLight, LLC where he managed purchasing and contracting, customer implementation, disaster recovery and network damage recovery, network access and NOC services for six metropolitan networks covering five states and Washington, D.C. Prior to his telecommunications career, Tony successfully performed management, sales and operations positions for companies headquartered in VA and NC.

Tony was educated at the University of Richmond where he majored in Economics.

Ed Fleming
Vice President Business Development – Midwest

Ed Fleming is an accomplished finance and network services professional with over 30 years experience in telecommunications. Prior to joining Access Fiber Group, Ed spent 13 years at Verizon Business (formerly MCI Telecommunications) in a variety of financial and network planning roles. As an operations and technology leader, he oversaw a team that managed a $100M capital budget for local market network expansion. He also directed the development of business cases, capital approval guidelines and recommendations for national and global network builds.

Ed's telecommunications career began at Centel Communications, where he ultimately served as General Manager overseeing financial, shareholder and SEC reporting as well as analysis and reporting on acquisitions and divestitures. Ed holds a Bachelor of Science degree from the Ohio State University, Columbus, Ohio completed Post Baccalaureate studies at the University of Akron, Akron, Ohio and is a Certified Public Accountant (CPA) and a Certified Financial Planner (CFP).


Bill French
Vice President Business Development – Southeast

Bill French brings over 20 years of telecommunications experience to Access Fiber Group. Prior to joining Access Fiber Group, Bill spent three years with Fiberlincs, LLC as Director of Operations Southeast and was directly responsible for day-to-day network operations, network planning & management; cost analysis, regulatory, vendor and customer relations. Before joining Fiberlincs, Bill's responsibility at Slappey Telephone involved regulatory, business development, contract analysis, sales support and product line P&L responsibility for Slappey Telephones.

Prior to leaving BellSouth in 2003, Bill held the title of Sales Support Manager; his teams were responsible for the over-sight of local interconnection agreements between BellSouth and 200+ CLECs (Competitive Local Exchange Carriers). Additionally while at BellSouth, Bill held the title of Sales Director and Systems Designer all within the Network & Carrier Services/Interconnection Services. In these positions Bill was responsible for sales and sales support to BellSouth's wholesale customers, these responsibilities included network design, network optimization, data analysis and account team management.

Bill holds a Bachelor of Science from the University of Alabama at Birmingham and a Masters of Public & Private Management from Birmingham-Southern College.
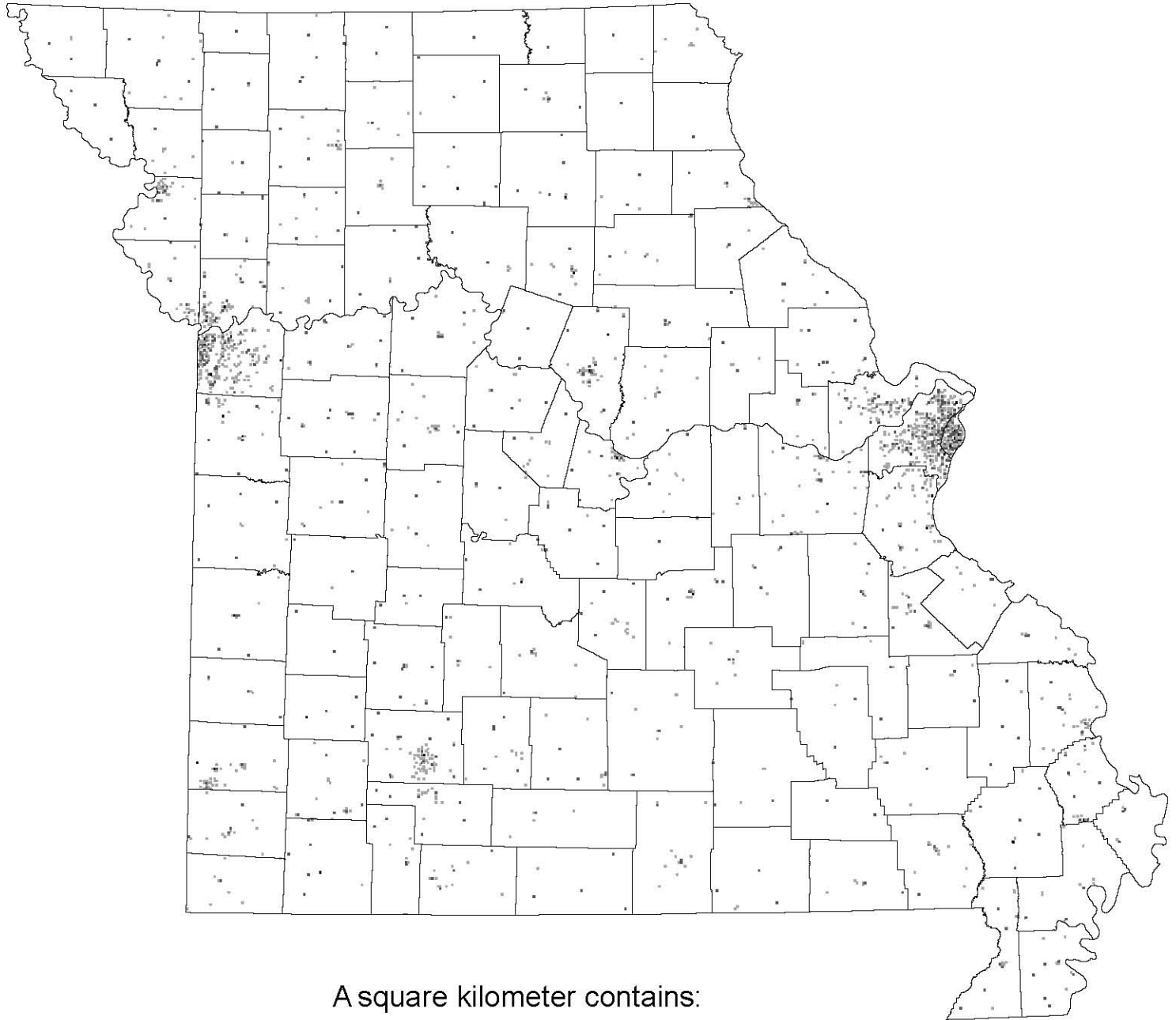
Total Density of Missouri Community Anchor Points
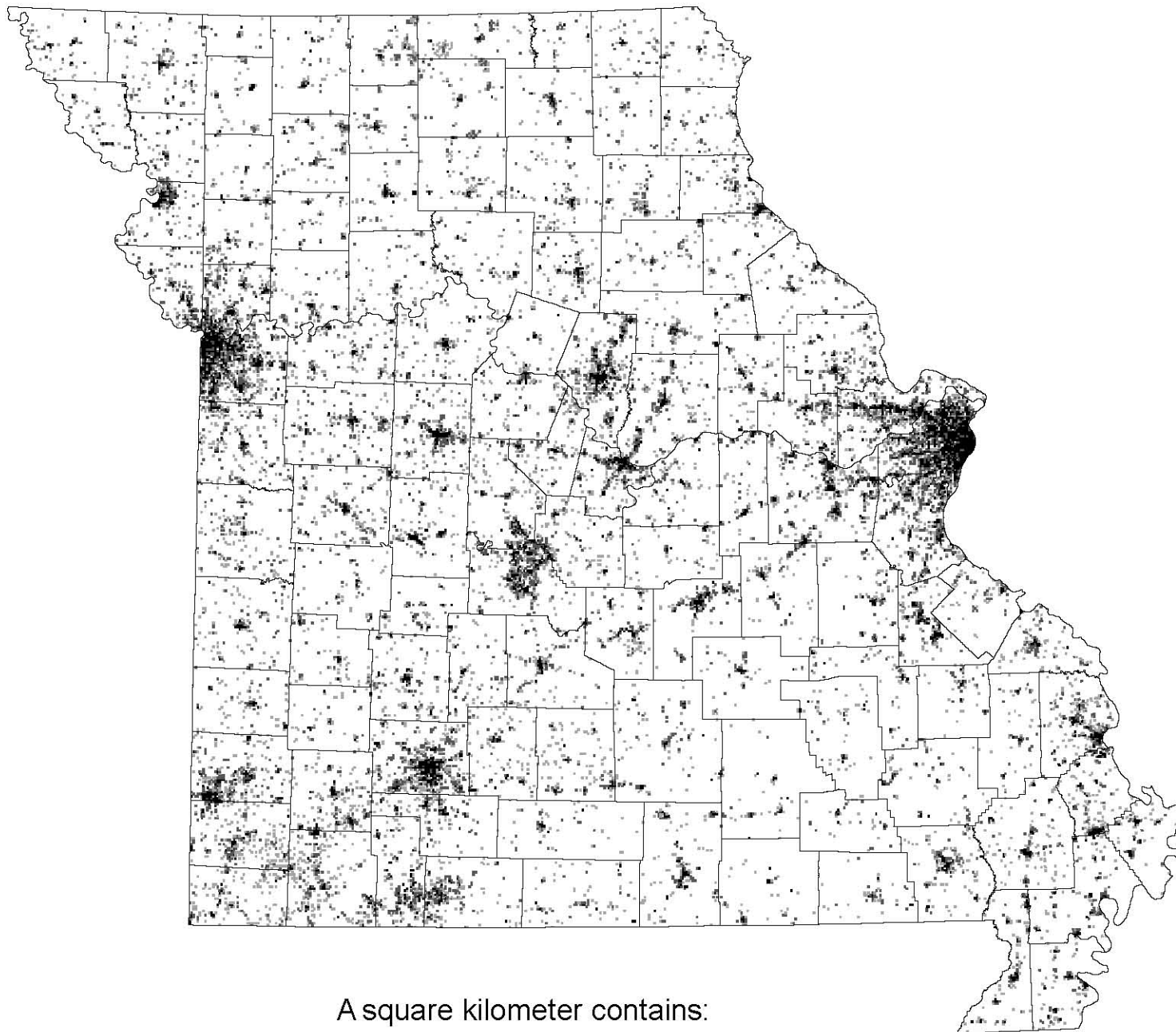
A square kilometer contains:

    0 community anchor points

    1 community anchor point

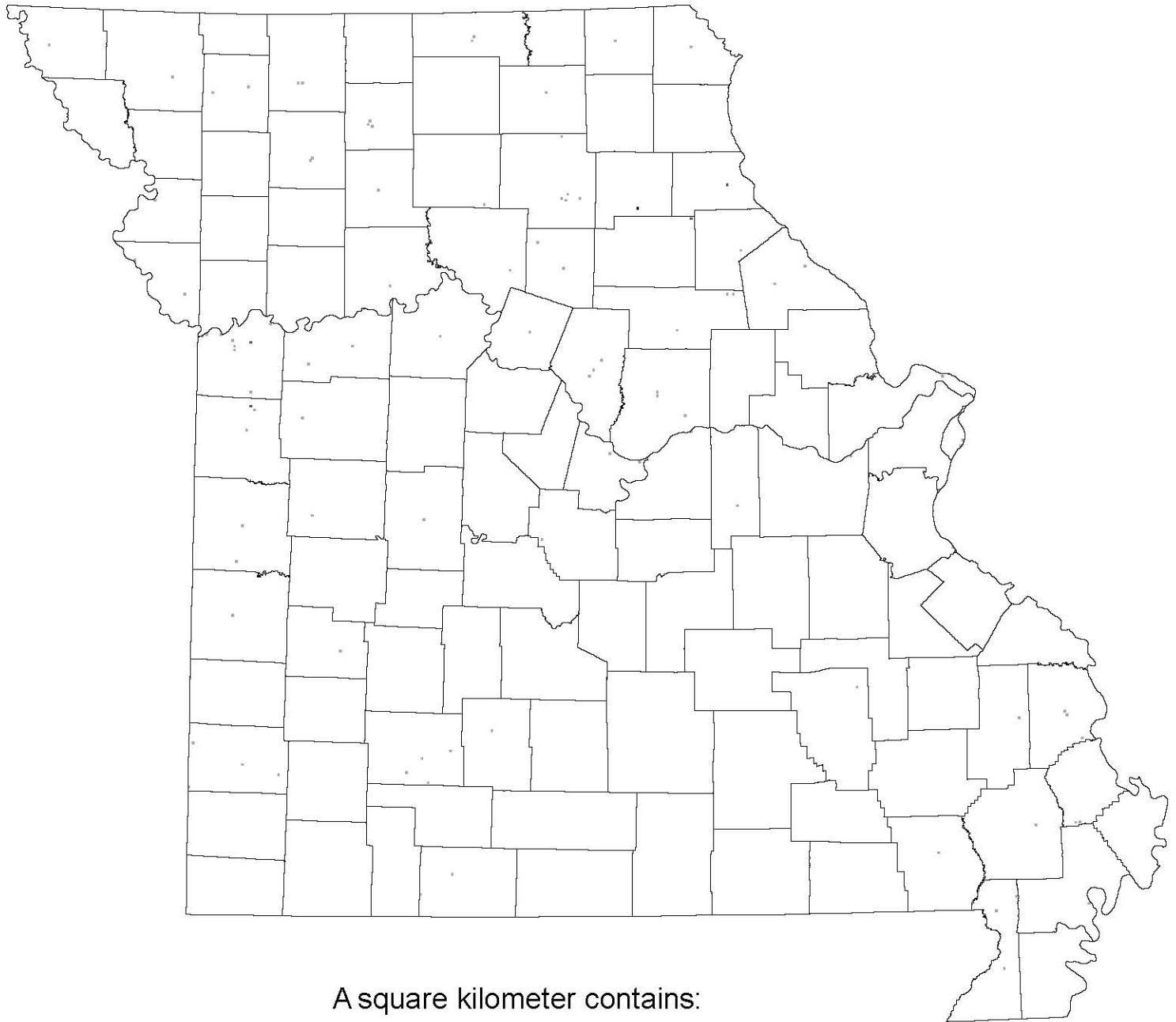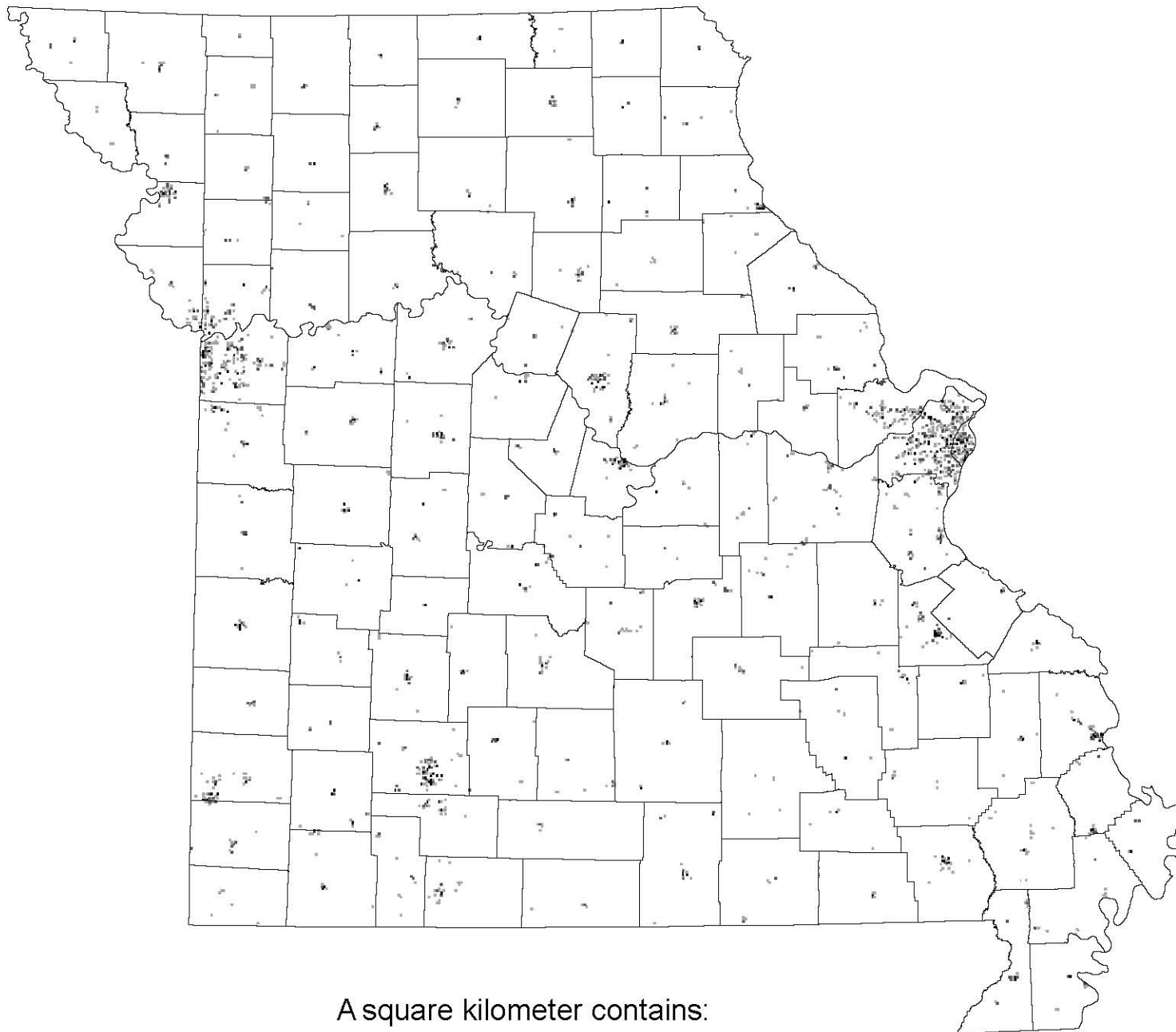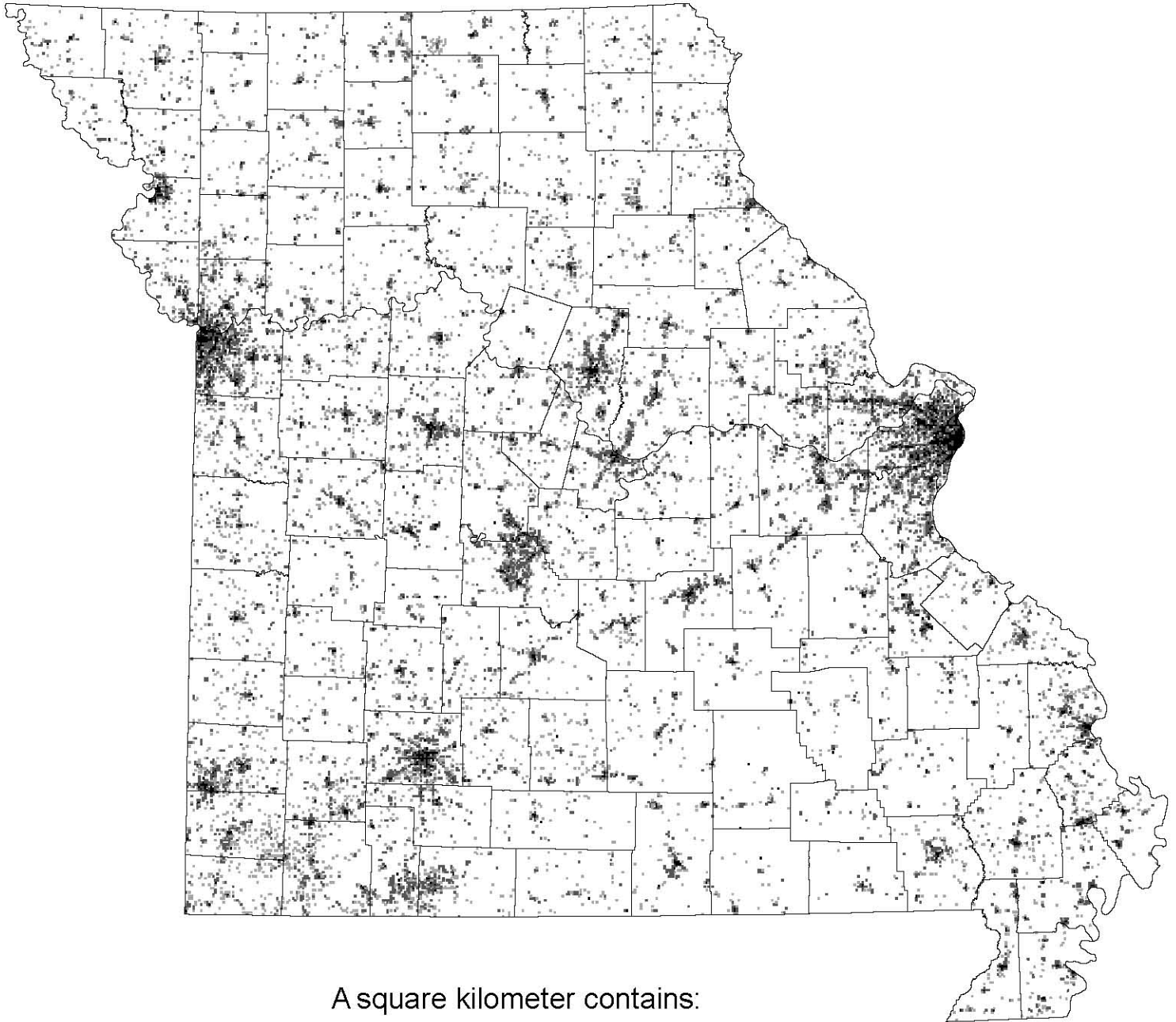   2 to 5 community anchor points

    6 to 111 community anchor points

| 0 | 75 | 150 | 300 Kilometers |

Density of Missouri Educational Community Anchor Points

A square kilometer contains:

0 community anchor points

1 community anchor point

2 to 3 community anchor points

4 to 7 community anchor points

0   75   150   300 Kilometers

Density of Missouri Energy Community Anchor Points

A square kilometer contains:

0 community anchor points

1 community anchor point

2 community anchor points

3 community anchor points

Missouri Broadband Support
1 February 2010

0   75   150   300 Kilometers

Density of Missouri Health Community Anchor Points

A square kilometer contains:

0 community anchor points

1 community anchor point

2 community anchor points

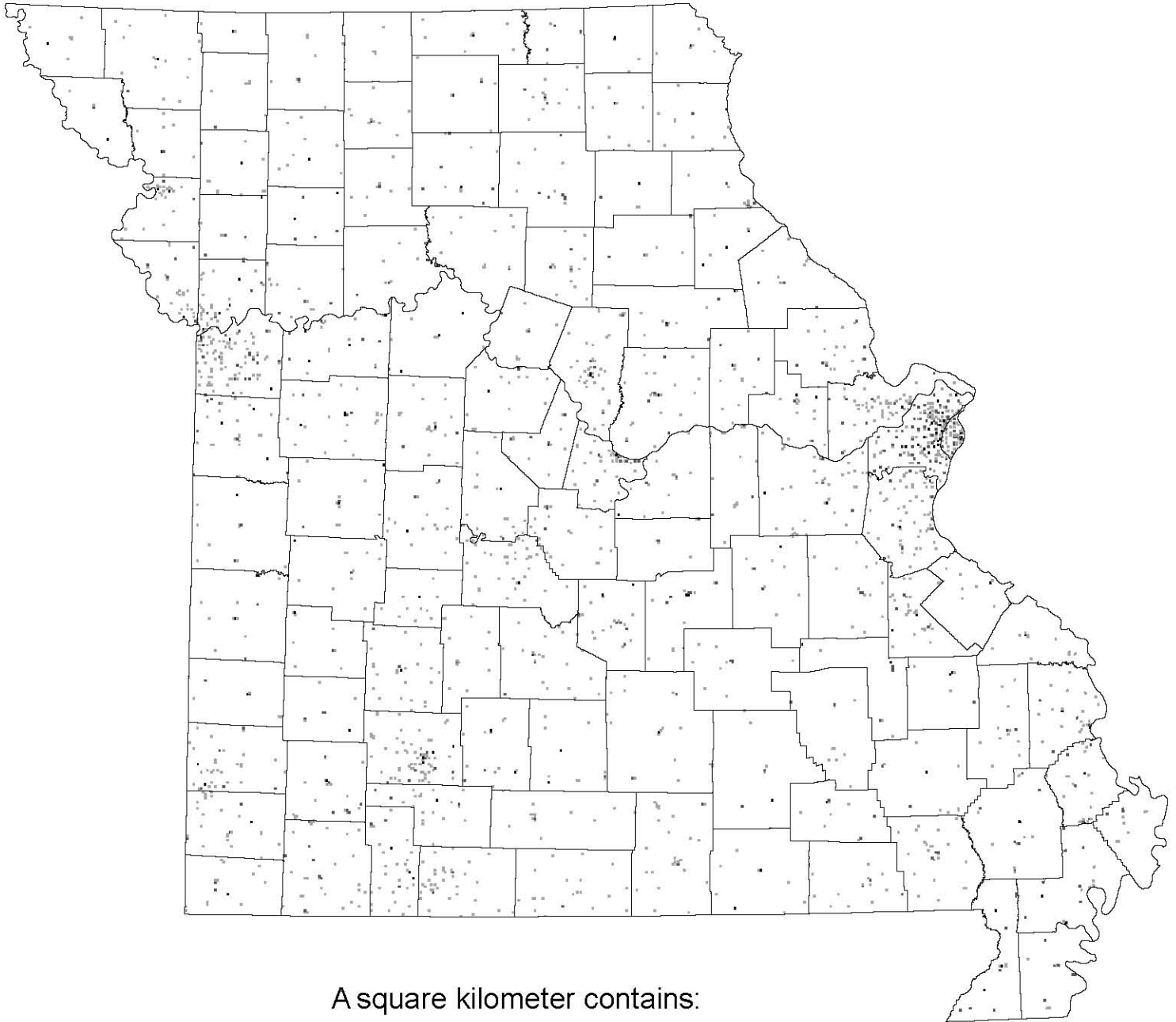3 to 14 community anchor points

0   75   150   300 Kilometers

Density of Missouri Industrial Community Anchor Points
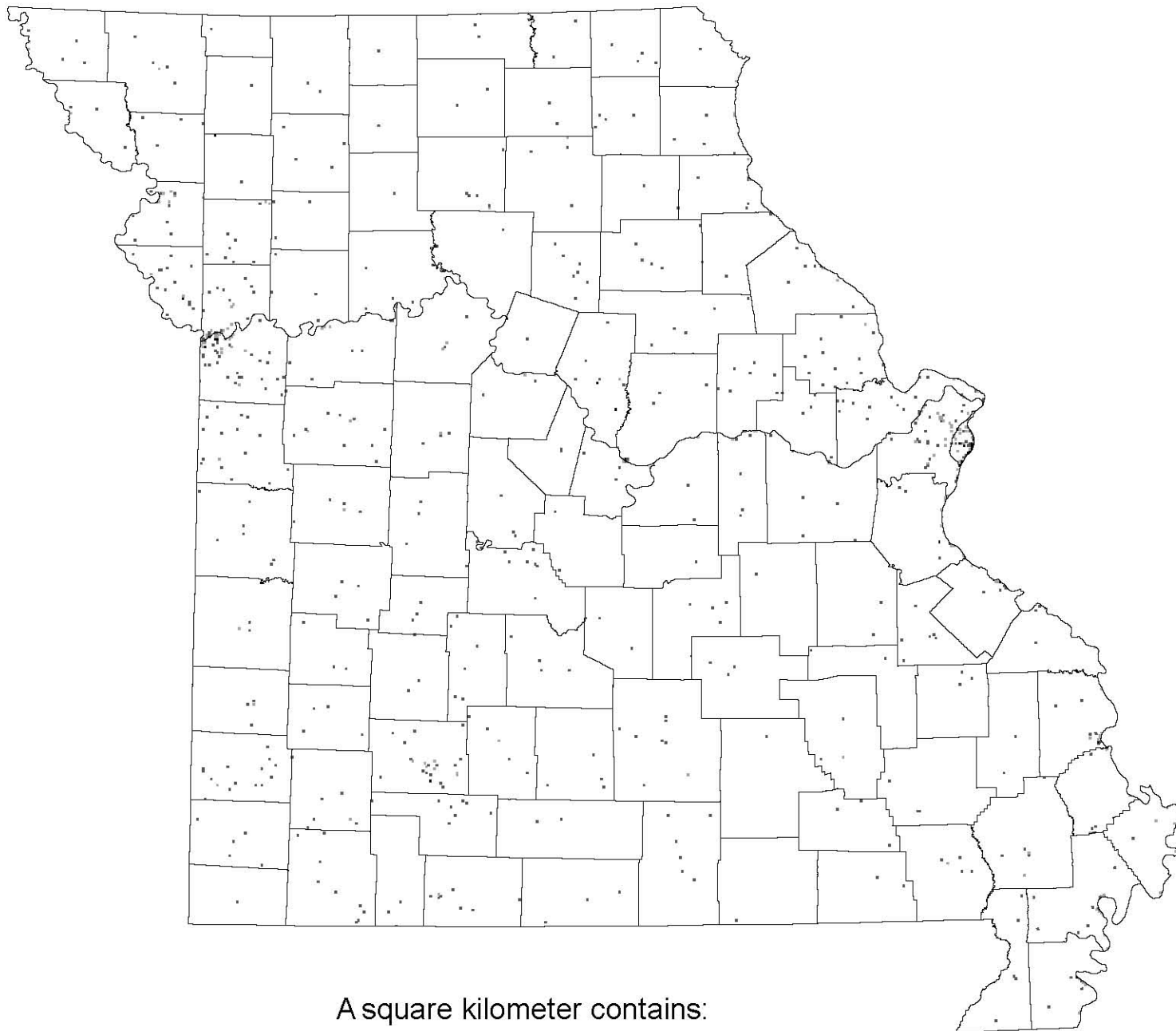
A square kilometer contains:

0 community anchor points

1 community anchor point

2 to 10 community anchor points

11 to 99 community anchor points

0   75   150   300 Kilometers

Density of Missouri Public Safety Community Anchor Points

A square kilometer contains:

0 community anchor points

1 community anchor point

2 community anchor points

3 to 7 community anchor points

0   75   150   300 Kilometers

Density of Missouri Transportation Community Anchor Points

A square kilometer contains:

0 community anchor points

1 community anchor point

2 community anchor points

3 to 7 community anchor points

| 0 | 75 | 150 | 300 Kilometers |

OUR CUSTOMERS' NEEDS TOWER ABOVE THE REST.

TOWERS   MONOPOLES   ACCESSORIES   CONSTRUCTION   ENGINEERING

GLENMARTIN

A WORLD OF SOLUTIONS.

Imagine your challenge. Now imagine a world of solutions. That's what GlenMartin brings.   GlenMartin empowers you with total site solutions for a wide range of industries including telecommunications, electric power transmission and wind power generation.

We don't just offer a piece of the puzzle, we offer the whole picture. From construction services and engineering design to site solutions and project management, we offer end-to-end expertise under one roof. And no matter the size or scope of your project, GlenMartin promises to deliver the same level of committed service.

With headquarters in the United States and operations around the world, GlenMartin stands ready to engineer, manufacture, supply, ship and install your project.

YOUR NEEDS TOWER ABOVE THE REST.

In our minds, nothing stands taller than our customers. You are the true innovators. The ones with big ideas. The ones that keep us sharp. It's why we've never lost sight of our proudest ongoing achievement: meeting your needs.

At GlenMartin, we like to say "our customers' needs tower above the rest." It's a phrase we take to heart. In fact, our knowledgeable engineers and professional staff pride themselves on being trustworthy, loyal, forward thinking and passionate about tackling your tallest challenge.

BUILT ON INTEGRITY

In 1918, William Christopher Martin founded W.C. Martin & Son Machine Shop and Welding near Boonville, Missouri. In the early days, we built machines and appliance parts with the utmost integrity. Little by little, we reinvested, and by 1982, we were offering innovative structural support systems to the world.

Today, we still emphasize honest principles and well-engineered products at the best possible prices. Most importantly, we look at everything from the customers' perspective. Only in this way are we truly in tune with your needs.

Sandy Martin
Owner

"We ship towers and monopoles all over the United States and GlenMartin makes sure my deadlines are met. They are very prompt and jump on things right away. Their customer service is phenomenal."

– Roberta Young,
Pegasus Towers

GLENMARTIN

www.glenmartin.com

"I order heavy duty structures for the government. Often, my needs are urgent. GlenMartin meets my project demands. With GlenMartin, there are no mistakes and no excuses."

— Barbara Houdek,
Trillium Development

SERVICES

Our commitment to our customers is most evident in the professional services we deliver. Working closely with you gives us an opportunity to understand your needs, recommend solutions and serve you in a manner that surpasses your expectations.

Engineering Services

Our certified professional engineers offer a wide range of tailored solutions. From coordinating geotechnical exploration and site assessment to precision engineering of foundations and structural mechanics, GlenMartin offers fast turnaround times at a very reasonable cost.

The latest 3D Parasolid modeling software and custom programs equip our engineers with the tools they need to rapidly design custom solutions with the utmost precision. Our engineers are also multi-lingual and design in strict accordance to IBC codes (EIA/TIA 222F or G) giving you complete peace of mind.

Manufacturing Services

GlenMartin is fully equipped to fabricate all of your structural needs. Our state-of-the-art automated operations range from robotic welding and plasma cutting to CNC machining.

Our experienced team of fabricators and certified welders deliver finely-tuned and custom solutions that conform to AWS structural welding codes. Our commitment to technology and precision engineering ensures timely, accurate products at the most competitive prices.

Construction Services

No matter the scope of your project, GlenMartin is poised and ready to offer a wide array of construction services. From site clearing and construction to the installation of foundations and more, GlenMartin will create and execute a plan that keeps you on schedule and on budget.

Our customer-centric approach ensures that your specifications are understood and met. We anticipate your needs, and proactively inform you on matters you may have overlooked. If your requirements are unique, we collaborate to create a solution that meets your objectives, while maintaining your timetable.

Project Management Services

When it comes to managing your project, GlenMartin does not miss a single detail. Our experienced project managers will successfully organize and manage resources to ensure your project meets your objectives while staying within defined scope, time and budget constraints.

Our project managers will ensure a coordinated effort between engineering, manufacturing and construction. While we believe in staying on task, we offer the flexibility you need should the project require modifications. Throughout the project, we will continually update you on progress as well as listen to any additional needs you might have.

Sales & Customer Service

No one takes more pride in serving your needs than our sales and customer service representatives. They are fully versed in your industry, and will embrace your challenge as if it were their own. Our Regional Sales Managers give you professional, dedicated attention. Our Customer Service Representatives are prompt, reliable and experienced. Together, they form an unbeatable team that won't rest until you are satisfied.

GME Supply

If it relates to towers, chances are we supply it. We offer a complete range of communications infrastructures, hard-to-find industrial supplies, fall protection accessories and related products for commercial needs. Our service department is knowledgeable about the products we supply and stand ready to field any question you might have. Additionally, we produce yearly catalogs accessible in hard copy or online at www.gmesupply.com.

Martin Rider Trucking

GlenMartin owns and operates its own commercial fleet of trucks allowing us to serve the needs of customers with greater speed and efficiency. We run daily routes and specialize in drop deck and flat bed deliveries from coast to coast. A well-tuned fleet of trucks leads the way in delivering your order on time. Our drivers are fully licensed and thoroughly trained in driver safety. It's why our motto is, "We care about your cargo."

"GlenMartin listens to my needs. They work diligently to solve my problems. Nobody makes and delivers a product quite like they do. It's why we've been a customer for over 20 years."

– John Remelius,
Surface Systems, Inc.

GLENMARTIN

www.glenmartin.com

COMMERCIAL PRODUCTS

Providing you with the right solutions requires the right equipment. Here are just a few of the commercial products we deliver to the world.

Self-Supporting Towers

Our self-supporting and free-standing communication towers are suitable for a wide range of demanding applications such as microwave antennas, wireless Internet, cellular radio antenna platforms, mobile or LPTV antennas and PCS / GSM radio towers.

Steel Monopoles

Our complete line of step and tapered steel monopoles are available to support almost any specification and application such as PCS, microwave, broadcast, wind energy and many more.

Fold-Over Towers

These hand-operated, tilt-over towers have become the tower of choice for state meteorology departments, airport monitoring stations, pollution controls departments and transit and security surveillance divisions.

Telescoping Tower Trailer System

Mobile aluminum telescoping tower trailers provide solutions to emergency communications, two-way radio, remote base stations, cell-on-wheels (COW) and other mobile or temporary applications.

Roof Mount Towers

Lightweight aluminum rooftop mounts provide a low-cost solution for start-up stations, wireless Internet omni-directional antennas, wind generators, AMSAT antennas and other antennas.

Accessories

We offer end-to-end tower accessories to meet your needs, including grounding equipment, equipment shelters, generators, tower climbing gear, tower lighting systems, antenna mounts and platforms, tower paint and waveguide bridges.

AMATEUR RADIO PRODUCTS

GlenMartin provides a line of first-class radio towers and accessories to the amateur radio enthusiast. In fact, we're the number one producer of aluminum towers and antenna radio tower accessories in the world.

Martin Aluminum Towers provide unparalleled strength and include an anodized satin finish which eliminates corrosion and rust.

Hazer Tram Systems bring your antennas down to ground level eliminating tower climbing.

Guying Accessories including guying cable/aircraft cables, turnbuckles, earth screw anchors, u-bolt clips and thimbles, rotators, winches, thrust bearings and mast clamps.

Lightning Protection Kit gives you an electrical ground and includes a polished aluminum point, mast clamps, terminal lug clamp, copper clad ground rod and brass ground rod clamps.

GLENMARTIN

SKY'S THE LIMIT

GlenMartin will never rest on its laurels. Our passion for the industry drives us to continually explore and uncover new solutions. Our ongoing research gives us critical insight into factors that shape our industry.

Our insatiable curiosity is the fuel that keeps GlenMartin on the cutting edge. To create. To innovate. To realize possibilities. It is this never ending drive for excellence that keeps our customers coming back for more.

IMAGINE THE POSSIBILITIES

Can you envision your next project? So can we. We excel at delivering the right solutions because we are committed to looking at things from your perspective. From raw materials to project management, we stand ready to tailor a solution the way you see it.

Put us to the test today to see if we exceed your expectations. You'll soon discover why we've become a solutions provider to the world. For a free quote, call **800.486.1223** or visit **www.glenmartin.com.**

GLENMARTIN

www.glenmartin.com
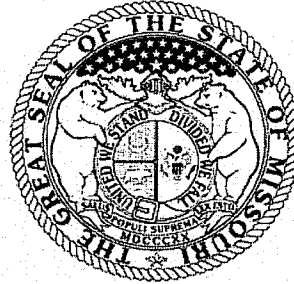
OUR CUSTOMERS' NEEDS TOWER ABOVE THE REST.

TOWERS   MONOPOLES   ACCESSORIES   CONSTRUCTION   ENGINEERING

13620 OLD HIGHWAY 40, BOONVILLE, MO 65233-2617 USA
[P]800.486.1223   [F]775.490.1300   [E]info@glenmartin.com   [W]www.glenmartin.com

GLENMARTIN

State of Missouri

Office of Administration
Office of Supplier and Workforce Diversity

Larry W. Schepker
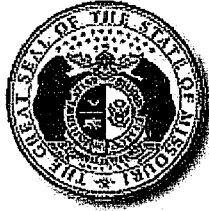Commissioner of Administration

Angeletta McCormick Franks
Director

This is to certify **Glen Martin Engineering, Inc.** qualifies as a **Woman-Owned Business Enterprise** that has met the eligibility criteria established by the State of Missouri, Office of Administration.

Angel McCormick Franks

Angeletta McCormick Franks, Director, Office of Supplier and Workforce Diversity

Certification Number W03525D Date of Issue 9/30/2008 Date of Expiration 10/1/2011

Matt Blunt
Governor

Larry W. Schepker
Commissioner

State of Missouri
OFFICE OF ADMINISTRATION
Office of Supplier and Workforce Diversity
301 W. High Street, Room 630
Post Office Box 809
Jefferson City, Missouri 65102-0630
(573) 751-8130 FAX: (573) 522-8078
http://www.oswd.mo.gov/

Angeletta McCormick Franks
Director

October 1, 2008

Glen Martin Engineering, Inc.
Sandra Martin
13620 Old Highway 40
Boonville MO 65233-9803

OA/OSWD CERTIFICATION # W03525
EFFECTIVE DATE: 9/30/2008
EXPIRATION DATE: 10/1/2011

Dear Certified Vendor:

The Office of Supplier and Workforce Diversity (OSWD) is pleased to notify you that your firm has met the requirements for certification as a bona fide Women-owned Business Enterprise (WBE).

This certification is valid until the expiration date above. Recertification forms will be sent at least 30 days prior to the expiration date of your certification. It is your responsibility to ensure that your certification is updated.

Work conducted by your firm in the delivery of commodities and/or services for the state will count toward the WBE participation goals if your firm: performs a commercially useful function; is responsible for a distinct element of the work of a contract; and carries out responsibilities by actually performing, managing and/or supervising the work.

If there is any change in the ownership or control of your firm, you must notify this office immediately. Failure to report any of these changes to this office or violation of the rules of the Office of Supplier and Workforce Diversity-Certification Program may result in the revocation of your certification.

Your firm's name will appear in our WBE Certified Directory that can be accessed on the Internet at home page address: www.oswd.mo.gov/. Please direct all written inquiries to the Office of Supplier and Workforce Diversity-Certification Program at the address listed above, or call (877) 259-2963 or (573) 751-8130.

Sincerely,

Angeletta McCormick Franks
Director

AMF:jc

ALCATEL·LUCENT

Alcatel-Lucent 7750 Service Router

Overview

The Alcatel-Lucent 7750 Service Router (SR) product family is a suite of multiservice edge routers designed from inception to deliver high-performance, high availability routing with service-aware operations, administration, management, and provisioning. The 7750 SR integrates the scalability, resiliency, and predictability of MPLS along with the bandwidth and economics of Ethernet and a broad selection of legacy interfaces, to enable a converged network infrastructure for the delivery of next-generation services. The 7750 SR advanced and comprehensive feature set enables it to be deployed as a Broadband Network Gateway (BNG) for residential services, as a Multiservice Edge for Carrier Ethernet and IP VPN business services, as the aggregation router in mobile backhaul applications, or as a mobile gateway for wireless networks. With support for service enabled high density 10GigE and 100GigE interfaces, the 7750 SR is also well suited for core routing applications. Available in five chassis variants, the 7750 SR scales gracefully from 40 Gb/s to 2 Tb/s of capacity, providing cost-effective solutions to address the smallest to the largest network locations.

7750 Service Router Product Family

7750 SR-12   7750 SR-7   7750 SR-c12   7750 SR-c4   7750 SR-1

Benefits

Increased revenues with innovative, differentiated services

Support for advanced networking services allows service providers to capitalize on information embedded in the network to provide subscriber-centric Internet and connectivity services. Subscriber, service, and application awareness can be used to provide differential QoS treatment of higher-value traffic streams and manage the online experience.

Guaranteeing a superior QoE for certain applications and metering them separately for billing permits tiered pricing for different levels of service.

Reduced operational expense

By combining wireline and wireless services on a 7750 SR-based converged provider edge, network operations are simplified because all services run over a platform with consistent feature set, operational model, and management, while supporting the service scalability required to combine services. As legacy services are migrated to the new converged service network, the legacy networks that carried the service can be decommissioned, further simplifying overall network operations and expenditure. In addition, the 7750 SR has numerous features for automated provisioning of subscribers and services based on service templates and interacting with other operational systems for authentication, authorization, continually evolve in step with customer requirements providing an unprecedented level of investment protection.

Investment protection

From its introduction, the 7750 SR family has evolved with customer feature and scaling requirements.

The 7750 SR sophisticated and flexible hardware has a track record of allowing new features and enhancements to be introduced "in-place" in software, rather than through a rapid series of ever-changing hardware iterations.

The award-winning FP2 network processing silicon ensures 7750 SR platform capacity and service scale can continually evolve in step with customer requirements providing an unprecedented level of investment protection.

Environmentally friendly

Pioneering advances in power efficiency are incorporated into each member of the Alcatel-Lucent 7750 SR family reducing the expense of both powering and cooling when comparing products with less advanced silicon technology. Combined with environmentally sensitive manufacturing processes, careful materials selection, and a view to sustainable product life cycle management, the 7750 SR family assists service providers in reducing their environmental impact.

Features

Industry-leading 100 Gb/s FP2 silicon
At the heart of the Alcatel-Lucent 7750 SR is the Alcatel-Lucent award-winning FP2 network processing silicon. Clocking in at 100 Gb/s, the FP2 chipset enables line interfaces to scale to 100 Gb/s, while concurrently supporting processing-intensive edge routing and mobile gateway services without performance impact. Network processors are an essential element in the quest for no compromise, high-speed, intelligent services that can adapt to customer requirements.

Proven end-to-end Operating System
Alcatel-Lucent Service Router Operating System (SR OS) is a carrier-grade, highly fault-tolerant, and feature-rich operating system that operates across the entire Alcatel-Lucent Service Router portfolio. With a single operating system across all platforms, operators can be assured of consistent and reliable operations and management when deploying Ethernet (VLL, VPLS), IP/MPLS (IP VPN), legacy (ATM, TDM, POS), and/or mobile services and applications on an Alcatel-Lucent service router network.

Best-in-class High Availability
High availability is more than just redundant hardware. In addition to redundant common equipment and line card redundancy, SR OS supports numerous features that minimize service disruption like non-stop routing, stateful failover capabilities, in-service software upgrades (ISSU), and innovative multi-chassis features for service resiliency. Further, the 7750 SR supports service assurance and monitoring tools across IP, MPLS, and Ethernet domains. In short, with a comprehensive suite of high availability features, the 7750 SR is the industry's most reliable platform for offering non-stop applications and services.

Advanced Hierarchical QoS
With today's IP traffic streams including a range of services consisting of video applications, voice, best-effort Internet access, and mission-critical business services, QoS becomes a critical element for delivering both best-effort and SLA-based services on a common platform. The Alcatel-Lucent 7750 SR sets the standard with its advanced and highly flexible Hierarchical QoS implementation with hardware support for multi-tiered shaping and policing hierarchies. As it is designed as a service delivery platform, the 7750 SR provides the tools to define and deliver the most stringent SLAs for high-value, differentiated services.

Service Routing Specialization
Alcatel-Lucent recognizes that service providers need to be nimble and yet cost sensitive when introducing application-enabled services into the network. With service routing specialization, operators can add new services with higher-level processing requirements to the network wherever an Alcatel-Lucent 7750 SR is located, by simply adding an

Integrated Services Adapter (ISA) or Integrated Services Module (ISM) to the node. Compared to using dedicated network elements to provide services, 7750 SR service adapters have tighter management integration, higher performance, higher scale, and consume less energy. They allow service providers to leverage the network design in deploying services where most cost effective, where most easily managed, and with appropriate scale. Applications supported include Application Assurance, which leverages deep packet inspection (DPI) technology to provide application-level traffic reporting and traffic management capabilities, advanced video services (Fast Channel Change/Retransmission or Ad Insertion), IPSec services, large scale Network Address Translation (NAT), and L2TP Network Server (LNS) services.

Service-Aware Management
The 7750 SR family is managed by the Alcatel-Lucent 5620 Service Aware Manager (SAM) for assured, simplified and integrated operations across both network and service management domains. 5620 SAM is designed to manage services and provides service-level visibility into the network for small- and large-scale service deployments. The Alcatel-Lucent management offering includes additional tools like the 5650 Control Plane Assurance Manager (CPAM) and 5670 Reporting and Analysis Manager (RAM) that work in conjunction with 5620 SAM and streamline network operations and aid in the provisioning and management of all connectivity and advanced networking services.

Collateral

Application Notes
Reliable IP communication for Smart Grids (PDF, 2100 KB)
Migrating Routed Networks and Services to IPv6 Residential broadband and business VPN services (PDF, 2576 KB)
Supporting the Service Routing Needs of Smaller Operators: The Alcatel-Lucent 7750 SR-c12 and 7750 SR-c4 (PDF, 1241 KB)
Next-Generation Utility Networking (PDF, 1740 KB)
Reliable IP Networks for Rail Transport (PDF, 1818 KB)
Scalable IP Networks for Video Surveillance (PDF, 1679 KB)
IP/MPLS Networks for Highways - Infrastructures for highly available mission-critical communications (PDF, 1172 KB)
Assured Linear TV Delivery with TPSDA 2.0 (PDF, 2395 KB)
Empowering IPTV Providers to Generate Advertising Revenue (PDF, 1484 KB)
Overcoming Application Performance Challenges with Application-Assured Business VPN Services (PDF, 2286 KB)
Eco Sustainability with the Alcatel-Lucent Service Router Portfolio (PDF, 1109 KB)
IP/MPLS Transport in the Evolving GSM/UMTS Mobile Radio Access Network (PDF, 763 KB)

Optimizing CDMA and EV-DO Backhaul Architectures with Alcatel-Lucent 7750 Service Routers (PDF, 884 KB)

IP/MPLS Networks for Public Safety (PDF, 1067 KB)

Reliable Airport IP Networks (PDF, 2833 KB)

Deploying Service Routers in an IP/MPLS Backbone for the Mobile Core (PDF, 705 KB)

Alcatel-Lucent Service Router Lawful Interception for Any Network, Any Region (PDF, 748 KB)

Subscriber Redundancy for Routed-Central Office Technology Information Guide (PDF, 939 KB)

Automated, Integrated Testing of 7450 and 7750 Services and Infrastructure (PDF, 1664 KB)

An Optimized Solution for the Mobile NGN Core Network (PDF, 2921 KB)

Multi-Chassis Link Aggregation Group Redundancy Technology Information Guide (PDF, 1160 KB)

Alcatel-Lucent Service Router Any Service Any Port (ASAP) Media Dependent Adapter (MDA) (PDF, 1265 KB)

Brochures

Alcatel-Lucent 7750 SR Product Brochure (PDF, 549 KB)

Datasheets

Alcatel-Lucent 7750 Service Router (SR) Product Family (PDF, 1168 KB)

7750 and 7710 SR Circuit Emulation Service Media Dependent Adapter (CES MDA) (12 May 2009) (PDF, 715 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Any Service Over Any Port Media Dependent Adapter (ASAP MDA) (PDF, 1182 KB)

Alcatel-Lucent 7750 and 7710 Service Routers DS1/E1 ATM IMA Compact Media Adapter (DS1/E1 ATM IMA CMA) (PDF, 797 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Ethernet Media Dependent Adapter (Ethernet MDA) (PDF, 774 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Ethernet Media Dependent Adapter-XP (Ethernet MDA-XP) (PDF, 1124 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Circuit Emulation Service Compact Media Adapter (CES CMA) (PDF, 708 KB)

Alcatel-Lucent 7750 and 7710 Service Routers DS3/E3 Compact Media Adapter (DS3/E3 CMA) (PDF, 772 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Ethernet Compact Media Adapter (Ethernet CMA) (PDF, 779 KB)

Alcatel-Lucent 7750 and 7710 Service Routers SONET/MDA Compact Media Adapter (SONET/SDH CMA) (PDF, 716 KB)

Alcatel-Lucent 7750 and 7710 Service Routers SONET/MDA Media Dependent Adaptor (SONET/SDH MDA) (PDF, 854 KB)

7750 SR 10GigE Media Dependent Adapter with Tunable Optics (PDF, 790 KB)

Alcatel-Lucent 7750 Service Router (SR) Portfolio Release 7.0 (PDF, 1114 KB)

Alcatel-Lucent Service Router and Ethernet Service Switch Multiservice Integrated Service Adapter (MS-ISA) Release 7.0 (PDF, 864 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Ethernet Compact Media Adapter-XP (Ethernet CMA-XP) (PDF, 608 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Any Service Over Any Port Media Dependent Adapter (ASAP MDA) (PDF, 1136 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Channelized DS1/E1 Compact Media Adapter (Channelized DS1/E1 CMA) (PDF, 883 KB)

Alcatel-Lucent 7750 and 7710 Service Routers DS1/E1 ATM IMA Compact Media Adapter (DS1/E1 ATM IMA CMA) (PDF, 752 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Ethernet Media Dependent Adapter (Ethernet MDA) (PDF, 953 KB)

Alcatel-Lucent 7750 and 7710 Service Routers Ethernet Media Dependent Adapter-XP (Ethernet MDA-XP) (PDF, 1032 KB)

7750 & 7710 SR Circuit Emulation Service Media Dependent Adapter (CES MDA) (PDF, 655 KB)

7750 SR High Scale Media Dependent Adapter (HS-MDA) (PDF, 711 KB)

7750 SR Integrated Multimedia Module (IMM) (PDF, 782 KB)

Alcatel-Lucent 7750 Service Router Input/Output Module (PDF, 182 KB)

Alcatel-Lucent Service Router ATM MDAs (PDF, 101 KB)

White Papers

A Clear Path to 100Gigabit Ethernet on the Alcatel-Lucent Service Router Portfolio (PDF, 853 KB)

News

Alcatel-Lucent introduces Ultimate Wireless Packet Core to help service providers address the explosion of mobile data services on 3G and emerging LTE networks - 18 Mar 2010

Alcatel-Lucent introduces new IP routers to extend advanced mobile, business and residential services to smaller markets - 28 Oct 2009

Alcatel-Lucent transforms core IP networks strained by growth of broadband Internet and multimedia traffic - 16 Sep 2009

China Telecom selects Alcatel-Lucent for IP backbone across ten provinces - 26 Aug 2009

Vietnam's VTN selects Alcatel-Lucent's IP and optical solutions for network transformation - 25 Aug 2009

Alcatel-Lucent IP/MPLS solution selected to support Cox Business Ethernet services - 05 Aug 2009

NTT Communications selects Alcatel-Lucent to launch Japan's first IPv6-compatible IP-VPN service based on MPLS - 04 Aug 2009

Globalive Wireless awards Alcatel-Lucent multi-million dollar contract to build high-speed 3G mobile network in Canada - 29 Jul 2009

Turkcell selects Alcatel-Lucent for "All IP" 3G transmission network in Turkey - 22 Jul 2009

Alcatel-Lucent first to introduce 100 Gigabit Ethernet capabilities at the service provider edge to support sophisticated, super-fast broadband services - 16 Jul 2009

Claro Panama to deploy advanced networking technology from Alcatel-Lucent to enable more high-speed data services over its nationwide 3G wireless network - 02 Jun 2009

Alcatel-Lucent captures IP edge router lead in the Europe, Middle East and Africa market - 28 May 2009

Alcatel-Lucent successfully deploys IP/MPLS solution to transform national Orange Business Services network in France - 25 May 2009

Alcatel-Lucent delivers next stage in business VPNs, enabling service providers to deliver assured quality and performance for enterprise applications - 13 May 2009

China Mobile, China Telecom and Alcatel-Lucent sign USD 1.7 billion

framework agreements for 2009 - 27 Apr 2009

Alcatel-Lucent introduces packet core to support the delivery of advanced multimedia services on LTE-based wireless broadband networks - 01 Apr 2009

Korea's SK broadband selects Alcatel-Lucent IP/MPLS solution to enable real time IPTV service delivery - 01 Apr 2009

Alcatel-Lucent expands IP transformation of network for Delta Telecom in Azerbaijan - 30 Mar 2009

Telekom Malaysia selects Alcatel-Lucent to expand its existing 10 Gigabit Ethernet network - 24 Mar 2009

Dell'Oro market share results show Alcatel-Lucent's continued momentum in IP/MPLS Edge routing segment - 16 Mar 2009

BTOP Comprehensive Community Infrastructure
Subscriber Estimates Template

Please complete the complete the Subscriber Estimates worksheet.

All applicants should indicate their 8-year subscriber forecasts with a breakdown by type of subscriber (residential/individual, businesses, community anchor institutions, third party service providers) and service offerings. The names of the service offerings should match those provided in the Service Offering and Competitor Data attachment, enabling reviewers to easily cross-reference between the two documents. The Year 0 column should be used to denote any existing customers within the Proposed Funded Service Area. In addition, applicants that project that they will have third party service provider customers should include a line for parties "Served by Third Party Service Providers," showing an estimate of how many residential/individual, community anchor institution, and business customers will be served by those service providers, as demonstrated in the example below. At the bottom of the table, applicants should provide customer totals across all service offerings, with and without customers indirectly served through a third party service provider (if applicable). Applicants should also include a brief discussion of their methodology for deriving these estimates.

In contrast to several other attachment templates in this application, the data provided via this template will NOT be subject to automated processing. Applicants are permitted to modify the template layout in order to provide the most effective presentation of the date for their specific project, but such modifications are generally discourages. Applicants should, in any case, ensure that they provide at least as much detail as the provided templates requires. To the extent that you modify these templates, please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that will be difficult to understand. It is recommended that you provide these documents in PDF format when submitting a copy of your application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive.

EXAMPLE

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2			
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
Mega-Metro E - 100 Mbps	Community Anchor Inst.	0	Cumulative	0	0	0	0	5	10	17	26
			Net Add	0	0	0	0	5	5	7	9
	Business	0	Cumulative	0	0	0	0	12	27	52	82
			Net Add	0	0	0	0	12	15	25	30
	Third Party Service Provider	0	Cumulative	0	0	0	0	1	2	4	6
			Net Add	0	0	0	0	1	1	2	2
Served by Third Party Service Providers	Indirect - Res./Ind.	0	Cumulative	0	0	0	0	1000	3000	5000	10000
			Net Add	0	0	0	0	1000	2000	2000	5000
	Indirect - Business	0	Cumulative	0	0	0	0	2	8	18	30
			Net Add	0	0	0	0	2	6	10	12
	Indirect - Com. Anchor Inst.	0	Cumulative	0	0	0	0	0	2	3	5
			Net Add	0	0	0	0	0	2	1	2

BlueBird Media Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Yea	
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2

Table of Customer Types

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

Explanation of Methodology:

Name of Service Offering	Customer Type	r 4		Year 5				Year 6				Year 7				Year 8		
		Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3

Table of Customer Types

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

Name of Service Offering	Customer Type	Qtr 4

Table of Customer Types

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.