Milestone Towers

Strategic Partnership Program

Overview



PREPARED BY

Matthew Forkas

Senior Project Manager ·

matthew@milestonetowers.com

Milestone Towers

Who We Are

verizon T-Mobile AT&T

Milestone Towers is a Virginia-based cell tower developer with 25 years of experience developing wireless infrastructure

Milestone connects the wireless industry with municipalities to deliver telecom infrastructure that enhances public safety, improves connectivity, and generates long-term recurring revenue

We are proud to service all wireless carriers and has built over 200 towers



WHO WE ARE

Our Existing Partnerships

To date, our partnerships have delivered over $30 million to our public-sector partners.

60+ Municipal Partners

3000+ Marketed Locations

+Actively Growing



Virginia Partners

Albemarle County Public Schools
Augusta County Public Schools
Bedford County
Central Virginia Electric Cooperative
Charles City County Public Schools
Cumberland County Public Schools
Danville City
Fairfax County
Fairfax County Schools
Fauquier County
Fauquier County Public Schools
Hampton Roads Sanitation District
Loudoun County
Loudoun County Public Schools
Lynchburg City
Lynchburg City Schools
Manassas City
Manassas City Public Schools
Manassas Park City Schools
Northern Neck Electric Cooperative
Nottoway County Public Schools
NVRPA
Prince William County
Prince William County Public Schools
Rappahannock Electric Cooperative
Rivanna Sewer and Water Authority
Roanoke City
Southside Electric Cooperative
Stafford County



Maryland Partners

Caroline County Public Schools
Cecil County
Dorchester County Public Schools
Frederick County
Frederick County Public Schools
Queen Anne's County Public Schools The City of Frederick
Washington County Public Schools
Wicomico County Public Schools



South Carolina Partners

Charleston County
Charleston County Public Schools
Greenville County
Greenville School District
Kershaw County Schools
Pickens County Public Schools
Richland District Two Public Schools



North Carolina Partners

Buncombe County
City of Raleigh
Jordan Lumber
New Hanover County North
Wake Fire Department



Florida Partners

Alachua County Public Schools
Charlotte County Public Schools
Lee County Public Schools
Lakewood Ranch
Sarasota County Public Schools

WHO WE ARE

Our Expertise

25 Years of Industry Experience – Deep understanding of local district and county priorities

Strong Carrier Relationships – Established partnerships with all major wireless providers

End-to-End Expertise – Operations



WHO WE ARE

Operations

Our goal is to make income as passive as possible for our partners

Marketing	Legal Review	Community Engagement
Tenant Leasing	Engineering	Administrative
Reporting	Accounting	Site Mangement

Our Offer

- Our PLA Program (Primary Lease Agreement) is a partnership between the school board and Milestone.
- Milestone will identify coverage gaps & market all available properties directly to the carriers to generate interest.
- Once carriers express interest in a particular location Milestone coordinates with the facilities to team to choose an appropriate location on-site
- Only after a design is approved by staff does the development process start
- Milestone uses its own capital to zone, construct, operate and manage the tower for the duration of the term

NEW TOWER BUILDS

Expected Revenues

40 year term per tower

Guaranteed $12,000 Annually

With three carriers = $33,000 annually

One Time Site Payment:
- 30,000$

No costs to the district

Installation Date Average

	Income	Gross Annual	Installation
Carrier One	$1,000	$12,000	Year One
Carrier Two	$1,000	$12,000	Year Four
Carrier Three	$750	$9,000	Year Six

10 Year Projected Revenue Per Year/Tower

Averages - Not Guaranteed

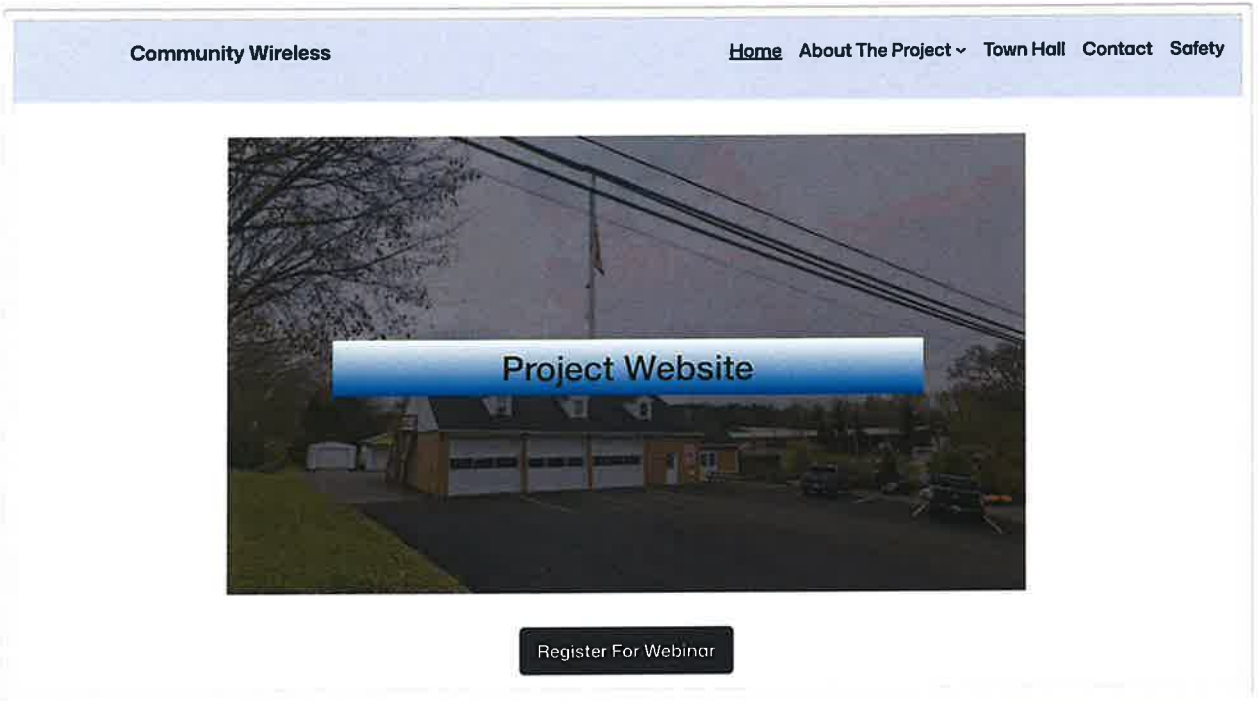
	Year One	Year Four	Year Six	Year Ten
Annual Gross Revenue	$12,000	$24,734	$34,734	$37,597
Site Fee One Time	$30,000	-	-	-
Total Cumulative	$42,000	$91,459	$151,422	$297,444

Assuming 2% Escalation Rate

Community Development

• Proven Community Process – Transparent, politically aware outreach that minimizes risk and protects our landowner partners

- Custom built website for every project
- Webinar Set up
- Mailers sent to up to one mile away to all residents and businesses
- Collect as much feedback to present to the board and supervisors



EXAMPLE WEBSITE

DESIGN

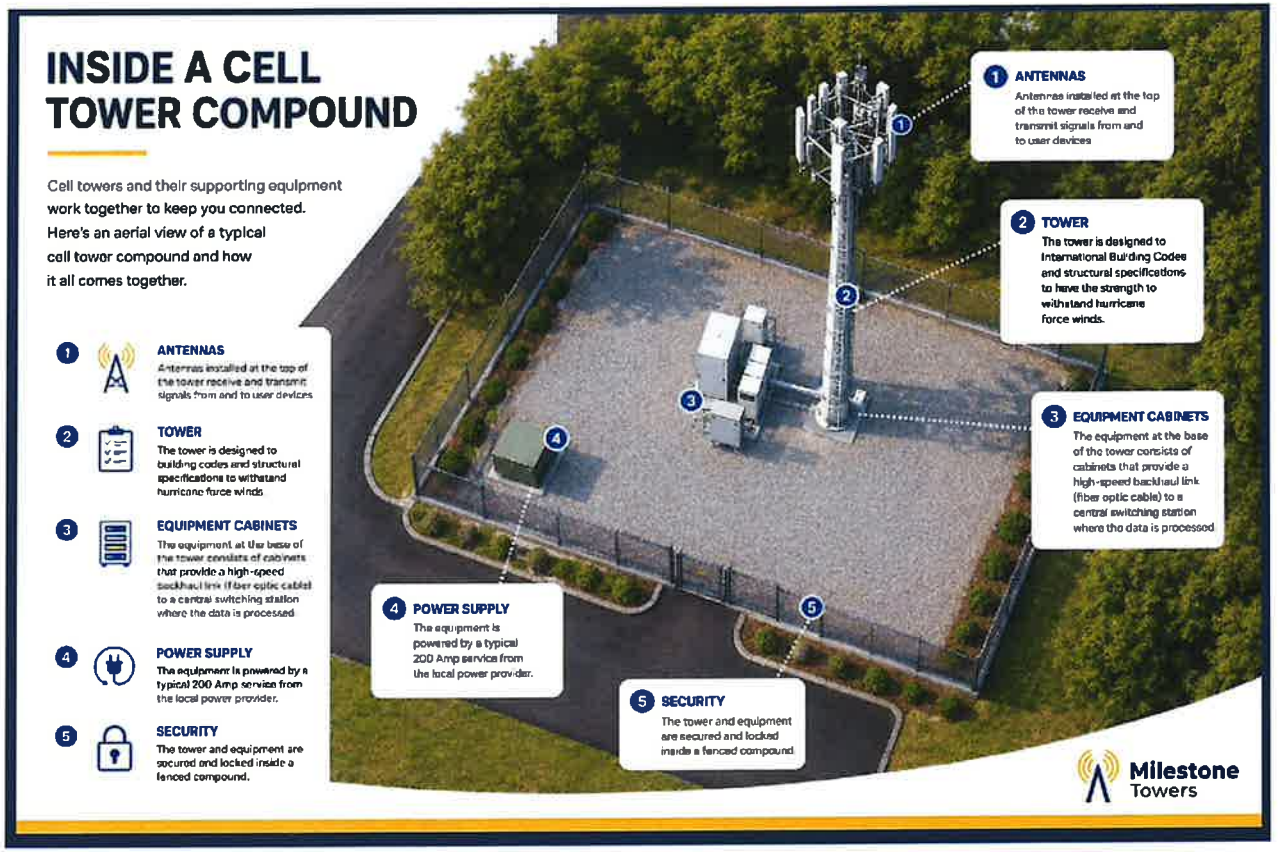
Compound Example

Example Layout

50 x 50 Compound (Lease Space)

Gravel Access Road

Access Easement



Gravel Access Road

DESIGN

Standard Tower Design

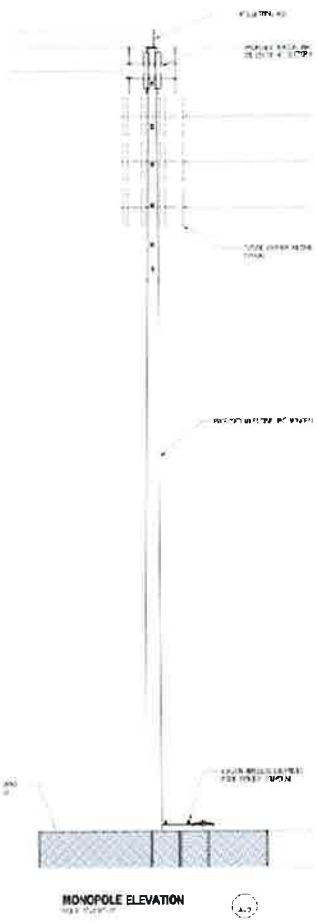
150’ Monopole

Camouflage options available

Tower heights between 110’ and 199’







COMMUNITY

Community Benefits 2026

In 2026, improved wireless connectivity benefits all sectors of the local community including agriculture, law enforcement, health services, economy, education and emergency services.

01 **Public Safety (Emergency Preparedness)**
EMS Capabilities, Emergency Situations

02 **Economic Activity**
More users searching for things to do near them, shopping, restaurants, events support

03 **Community Wellbeing**
More choices for connectivity - lower income household support

04 **Better Coverage**
Staff, Families, Students, Neighbors, Businesses

Coverage Benefits

COMMUNITY

Milestone Towers

Economy

$475B

contributed annually to the U.S. GDP by the wireless industry, directly impacting agriculture, healthcare, logistics, retail, and manufacturing.

CTIA Wireless Industry Indices Report, 2023

Video & social calling

18B+

FaceTime audio and video minutes are used daily across Apple devices worldwide. In the U.S., FaceTime ranks as the top app for calls to family and friends.

Apple / Sensor Tower App Usage Report, 2023

Mobile commerce

$491B

In U.S. retail purchases were made via smartphone in 2023 — nearly half of all e-commerce — showing how cell phones have become the primary shopping device.

eMarketer U.S. Mobile Commerce Forecast, 2023

Landlines

72%

of U.S. adults live in wireless-only households — no landline at all. That's up from just 15% in 2006.

CDC National Health Interview Survey (NHIS), 2023

Healthcare

60%

of rural Americans say cell connectivity is essential for accessing telehealth services, making mobile coverage a direct healthcare infrastructure issue.

Pew Research Center, "Mobile Technology and Home Broadband," 2023

Emergency services

80%+

of all 9-1-1 calls in the U.S. are now made from a cell phone, putting pressure on dispatch centers to pinpoint caller locations.

FCC & National Emergency Number Association (NENA), 2022

Thank you

Next Steps

1. **LOI / Marketing Agreement Review**
   Discuss questions and solutions
2. **Market Properties to Carriers**
   Marketing and carrier outreach start
3. **Legal review & agreement**
   Your team reviews our straightforward structure lease.
4. **Onboarding begins**
   Walk the property choose locations

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Senior Project Manager

matthew@milestonetowers.com

MilestoneTowers.com

Virginia Maryland Delaware Ohio
North Carolina Florida Kentucky Georgia

BUILDING THE FUTURE OF WIRELESS INFRASTRUCTURE