

Our Logo







## **INTRODUCTION**

PRDS was formed in 2003 by members Patrick Campbell and Andrew Dewhirst. Both Patrick and Andrew's wireless experience pre-dates the formation of the company, as both worked with various carriers in capacities such as site design, construction management, site acquisition, land use entitlement, and permitting. Over its seven years in business, PRDS has grown and provides site development services for customers nationwide through its ten office locations and group of talented individuals. PRDS is headquartered in Laramie, Wyoming and has offices in Las Vegas, NV; Denver, CO; Portland, OR; St. Louis, MO; Houston, TX; Columbus, OH; Pittsburgh, PA as well as both Delray Beach and Orlando FL. Starting in January of 2011 the home office will relocate to Boise, ID. These offices have allowed us to build a strong local workforce that prides itself on its regional contacts and knowledge of local jurisdictions. PRDS has 36 full-time employees and approximately 75 contract employees working throughout the United States.

Each PRDS project is headed by a Vice President of Operations with a track record of site acquisition, zoning, and project management experience in the wireless site development field. Our Vice Presidents of Operations are exclusively dedicated to PRDS' clients. This approach affords PRDS to be responsive to our clients' needs and provide local resources, regardless of the market. In addition, PRDS' home office in Laramie, WY provides rapid, cost-effective client support to each region through a full-time staff of dedicated professionals.

The local-based teams PRDS deploys are comprised of dependable, diverse professionals who have the capability and tools necessary to efficiently complete our clients' projects regardless of the market. With our nationwide presence, our local experienced site acquisition and zoning professionals are typically located within the markets they are working. Our local experienced people bring with them a wealth of experience in the market, as we have maintained relationships with the jurisdictions' planning staff, planning and zoning boards, decision-making bodies, landlords, and property owners. We are skilled in negotiating complex site leases to our clients' advantage. Our site acquisition professionals are equipped with current technology devices which include GPS, digital cameras, cell phones, wireless email devices, and laptops to quickly and efficiently communicate in real-time with our client's employees and other team members. In the fast-paced environment in which we are working, efficient communication is an essential key to our success. Our A&E Division also prides itself on using the most modern equipment to expedite your needs. The successful open and organized communication that is already in place with our Site Acquisition Managers and A&E professionals accelerates your sites development even more. With this dedicated and experienced team, we can ensure our client gets the attention and productivity it plans for, pays for, and deserves.



## ***COMPANY DESCRIPTION AND SERVICES***

Powder River Development Services, LLC (PRDS) offers wireless systems site development services. The company's primary services include site acquisition, zoning, permitting, project management, construction project management and A&E services. Through our extensive relationships within the wireless industry PRDS offers turnkey services from initial site identification through final construction. Our full range of services includes the following:

### ***CORE SERVICES***

#### **Site Acquisition**

- Site Identification & Site Survey Analysis
- Accurate Site Candidate Packages
- Expedited Lease and Right of Entry Negotiations

#### **Zoning and Permitting**

- Market Analysis
- Expedited Zoning and Building Permit Durations
- Representation at Public Hearings

#### **Architectural and Engineering Division**

- Architectural Services
- Engineering Services
- Structural Engineering
- Surveying / 1A & 2C Letters
- Site Stakeouts
- Photo Simulations

#### **Project Management**

- Program Planning and Management
- Project Control (Quality, Schedule, Cost, and Document Control)
- Risk and Safety Management
- Field Support and Management Reporting



### **Construction Project Management**

- Site Design
- Timeline Management
- Site Supervision
- Your Site On Air

### ***OTHER SERVICES***

#### **Turn Key Services**

- Program Planning and Management
- Environmental Services:  
NEPA / SHPO / PHASE I / PHASE II / GEOTECHS
- Title Work



## PRDS OFFICE LOCATIONS



### ***CORPORATE OFFICE, LARAMIE, WY***

2523 Garfield Street, Suite A

Laramie, WY 82070

(307) 742-9416 phone

(307) 760-9611 mobile

Andrew Dewhirst, Owner/Member



**ORLANDO OFFICE**  
421 S. Summerlin Ave  
Orlando, FL 32801  
(407) 219-4876 phone  
(561) 289-0874 mobile  
Scott Loubier, VP of Operations



**COLUMBUS OFFICE**  
485 Metro Place South, Suite 420  
Dublin, OH 43017  
(614) 389-3910 phone  
(614) 783-6966 mobile  
Dan Keidel, VP of Operations



**SOUTH FLORIDA OFFICE**  
1200 NW 17<sup>th</sup> Ave, Suite 21  
Delray Beach, FL 33455  
(561) 272-1236



**HOUSTON OFFICE**  
13131 Champions Drive, Suite 208  
Houston, TX 77069  
(281) 580-4100



**DENVER OFFICE**  
7373 South Alton Way, Suite B202  
Centennial, CO 80112  
(303) 220-0245



**ST. LOUIS OFFICE**  
1736 West Park Center Drive, Suite 201  
St. Louis, MO 63026  
(614) 783-6966





***PORTLAND OFFICE***

17400 SW Upper Boones Ferry Rd, Suite 270  
Portland, OR 97224  
(503) 619-0555  
(916) 412-9686



***LAS VEGAS OFFICE***

701 North Green Valley Parkway,  
Suite 200  
Henderson, NV 89074  
(702) 990-3300



***PITTSBURGH OFFICE***

100 E. Shenango Street  
Sharpsville, PA 16150  
(724) 962-5999 phone  
(724) 977-7383 mobile  
Mark Thompson,  
VP of A&E Services





## PRDS MANAGEMENT TEAM

The owners of Powder River Development Services, LLC, Andrew Dewhirst and Patrick Campbell, are ultimately responsible for the performance of the company. Consequently, they are very “hands on” in their management approach, frequently traveling to markets and corresponding daily with their management team.



**Andrew Dewhirst, Owner/Member** – Drew manages the day-to-day operations of the PRDS team from the home office in Laramie, Wyoming. Drew has over twelve (12) years experience in both the private and public sectors, in project management, site acquisition, and land use entitlement. Prior to forming PRDS, Drew worked for several wireless carriers performing site acquisition and zoning services, including Cricket Communications, T-Mobile, Verizon Wireless, AT&T Wireless, and SBA, Inc. Drew also worked for Millennium Venture Group (MVG) at their national headquarters in Denver, where he was responsible for zoning and permitting retail stores in Colorado for MVG and its clients. Drew is a former city planner, most recently as the Albany County (Laramie) Planning Director. Drew holds a B.A. from Fresno State University and a M.A. in Geography with an emphasis in Planning, from the University of Wyoming. Drew, his wife and their three children reside in Laramie, Wyoming.

**Patrick Campbell, Owner/Member** - Patrick has extensive knowledge of construction project management, site leasing, and land use entitlement. Over the past sixteen (16) years Patrick has worked for several wireless carriers performing site design and construction management in Los Angeles, Denver, Chicago, Cleveland, and New York. He has worked for such carriers as Cricket Communications, AT&T Wireless, Nextel, T-Mobile, and Metricom. Patrick holds a B.S. from Kansas State University and resides in Bend, Oregon.



**Scott Loubier, Vice President of Operations** - Scott has worked in the wireless industry since 1998. His experience includes work in site acquisition, leasing, zoning and developing wireless communications sites. His responsibilities in the many markets he has worked throughout the country include: Leasing and Zoning Manager, Project Director, Project Manager and Site Acquisition Agent for many clients including Sprint, Nextel Partners, Metro PCS, Bechtel AT&T, T-Mobile, Clearwire and many others. Scott started in the industry with SBA Network Services in 1998 and then went on to form his own company in 2002. In 2006 he joined the PRDS team and currently operates serves as VP of Operations for the company, overseeing many wireless projects. Scott has networked diligently in Florida and has numerous contacts that will help specifically with this project. He received a B. A. in Liberal Studies from the University of Central Florida in Orlando. He resides in Winter Springs, FL with his wife and their three children.

**Dan Keidel, Vice President of Operations** – Dan has been in the Wireless Project/Program Management field since 2000. He joined PRDS in May of 2006 and was the project manager for several Clearwire builds in Corpus Christi, TX, Portland, OR and St Louis, MO. Dan current serves as VP of Operations for the company and is responsible for directing the operations for wireless projects throughout the U.S. Prior to his employment at PRDS Dan worked at Lucent Technologies in a variety of functions ranging from project controls to single point of contact program manager for many customers including Cricket, Nextwave, nTelos, Cellular South, Alltel and MetroPCS. Dan holds a B.S. in Business Administration from The Ohio State University and resides in Columbus, Ohio with his wife and son.

**Mark Thompson, Vice President of Architecture and Engineering Services**– Mark manages all PRDS Engineers /Architects /CAD Operators in providing professional services to wireless carriers for the design of individual and market wide build-outs of wireless communications sites. As head of the PRDS A&E division Mark organizes and schedules all the tasks required for the coordination of various scopes of work. Mark also tracks all projects from site walk through building permit with PRDS acquisition agents. This direct contact also includes market managers and project managers for the coordination of all the deliverables required for the on-time launch of sites and markets. Mark has a very "hands-on" approach to each market, making sure he's involved in every step of the A&E process. In the past, Mark has served as an A&E Program Manager with a staff of up to 20 Engineers /Architects /CAD Operators who worked specifically with wireless carriers for the design of individual and market wide build-outs of wireless communications sites. Mark has been directly involved with clients such as Cricket Communications, Sprint/Nextel, AT&T, ClearWire, T-Mobile, Alltel, Goodman Networks, ATC, Crown Castle, SBA, Liberty Towers, Global Tower Partners, Shentel Communications and many others. Marks earliest experience was as a Chief CAD Operator for numerous companies specializing in structural engineering,



civil engineering, and surveying. Mark resides with his wife and two children in Sharpsville, PA.

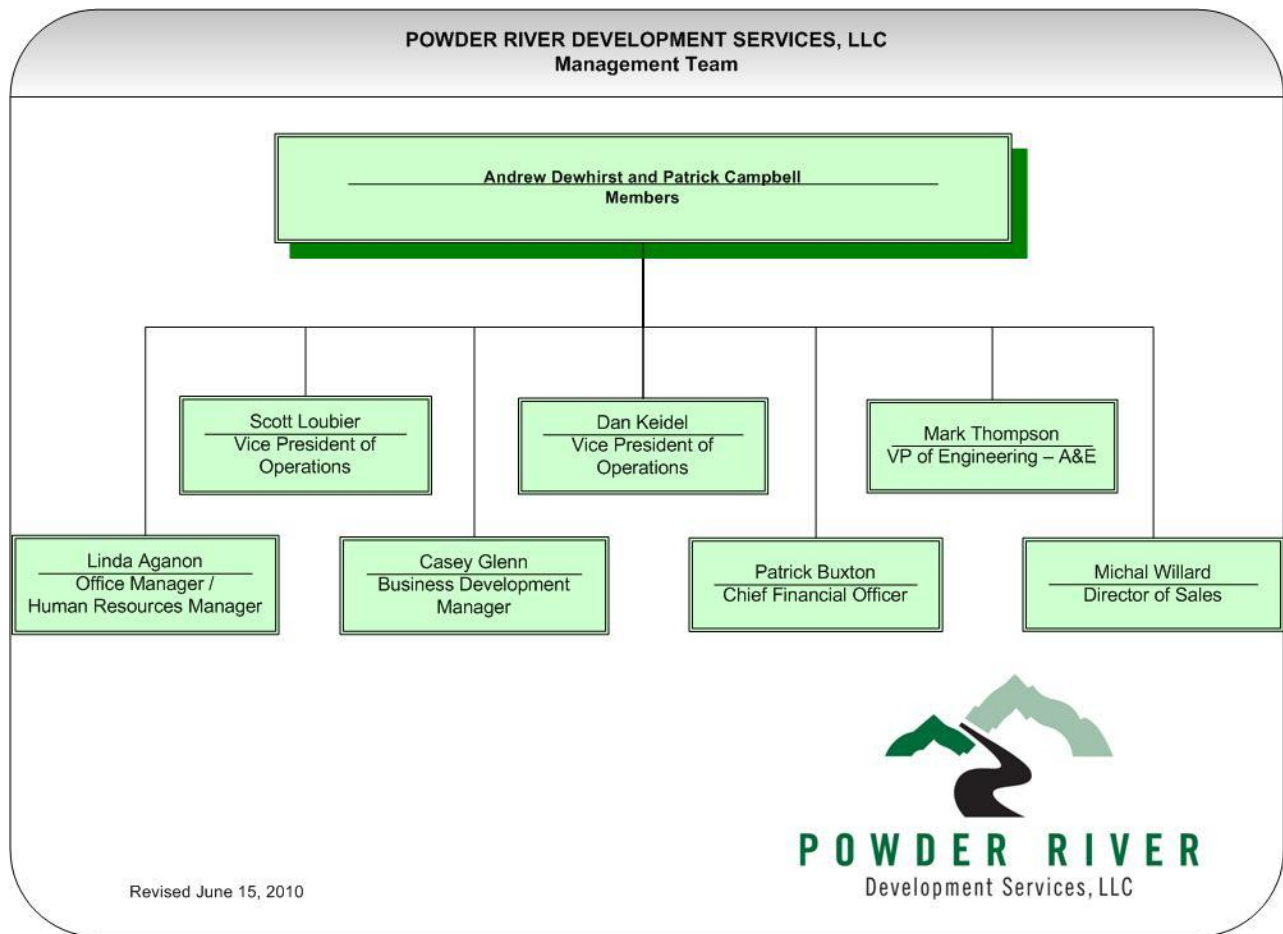
**Casey Glenn, Business Development Manager** - Casey has been with PRDS since 2008. His wireless experience includes work in site acquisition, leasing, zoning, permitting, and project management of wireless communications sites for clients across the west before taking over his current business development role. Predating wireless, Glenn was a collegiate football coach, serving as an assistant at The University of Oklahoma, The University of Wyoming, as well as South Dakota and Idaho State. He was an All-American football player on Carroll College's (Helena, Montana) first National Championship team while receiving his B. A. in Business Administration and Sports Management. Casey received his M.A. in Human Relations from the University of Oklahoma. He resides in Laramie, WY with his wife Shannon and their two children.

**Mike Willard, Director of Sales**

Mike has over 30 years of strategic business-to-business sales and marketing expertise focusing his efforts in telecom over the last decade in the *International Telecom Corridor* located in the DFW region of Texas. During his tenure in Dallas, Mike worked for several years at Goodman Networks, where he held the position of Director of Business Development in the Central Region earning multiple year Top Sales and Top Margin performance recognition. Mike is a compelling, consultative, customer-centric sales professional specializing in building and retaining relationships with C-Level, SCM, and Operation/Implementation teams working closely as a services provider for companies such as AT&T, Verizon Wireless, Andrew Corp., Ericsson, Nokia Siemens, Sprint/Nextel and various OEM's. Mike was introduced to the telecom industry in the Research Triangle of North Carolina working in B2B data/voice enterprise in Raleigh. Born and raised on a ranch in the Flint Hills of Kansas, Mike received his Bachelor's and Masters of Science degrees at Kansas State University, as well as serving in the United States Air Force and Army National Guard. Mike joins PRDS, ready to embrace the company vision and contribute his efforts toward our strategic plan to maximize sales and market share in promoted telecom network services. Mike and his family reside in Dallas, TX.



## PRDS MANAGEMENT ORGANIZATION CHART





<i><b>Powder River Development Services A&amp;E Division Key Technical Staff</b></i>		
<b>Name</b>	<b>Position</b>	<b>Residence</b>
Todd A Marimpietri	Project Manager	Howland, OH
Gary W. Clower	Civil Engineer P.E. (Licensed)	Vienna, OH

**Todd A Marimpietri, Project Manager / Regional Manager West** – Todd has 10+ years of extensive experience as a Project Manager / CAD Design professional, successful in the fields of telecommunication design and production of mechanical and architectural design disciplines. He has extensive knowledge in the standards and industry wide practices associated with telecommunication design. In the past, Todd has worked for various firms such as: Dyna Limited Inc. and Amweld Building Products, Inc. Todd has earned a Bachelor's degree in Computer Aided Drafting and Design from Kent State University and a Mechanical Desktop Certificate from Technical Software, Inc. He resides in Howland, OH.

**Gary Clower, Professional Engineer (Licensed)** – Gary has worked in the field of engineering since 1995. Gary has a proven ability in engineering and project management. His responsibilities include providing design, engineering, and preparation of detailed drawings; managing and supervising for site development of telecommunication sites; and providing civil and environmental services for private, industrial, and public entities. In the past, Gary has worked for various architectural and engineering firms such as Dyna Limited, WACO Formworks, LLC, G.W. Clower, LLC, and Dynatek Development Services. Gary has earned a Bachelor's degree in Civil Engineering, and a Master's degree in Civil and Environmental Engineering from Youngstown State University. He resides in Vienna, OH.





## CAPABILITIES AND RELATED EXPERIENCE

Powder River Development Services, LLC provides experience and expertise in all areas of network deployment and A&E services. The collective team at PRDS has worked for nearly all the nation's largest wireless carriers and tower companies assisting them in the different intricacies of building - wireless networks. We applied these services to Cricket Communications, Clearwire, MetroPCS, T-Mobile, Verizon Wireless, Cingular, AT&T Wireless, Sprint/Nextel, Sprint



PCS, Alltel Communications, SBA, American Tower Corporation, Global Tower Partners, and Crown Castle among others. Our team members rank among the best in the industry in their respective areas of expertise. While we specialize in site acquisition, zoning, and permitting, we also have team members with extensive experience in project management. Our project management team members are committed to keeping projects on schedule and on, or preferably under, budget. The PRDS A&E Division is comprised of experienced wireless professionals who have been designing wireless networks for over 15 years from switch to site design. Our staff is licensed in all 50 States, and has previous work experience in numerous markets



across the country. Powder Rivers A&E Division specializes in wireless site A&E, most A&E firms don't. Our professionals are licenced in all 50 States and have effectively worked on thousands of sites including; raw land, co-locations, rooftops, water towers, as well as a wide array of unconventional stealth sites. Our A&E Division prides itself on working closely with our site acquisition agents. PRDS actively supports this open and constant communication. This relationship accelerates the exchange of redlined comments being turned into final drawings. This environment helps to foster

teamwork and expedites the entire site deployment process. This has lead to industry leading turn around times for drawings including a 24-48 hour turn around for redlines, 3 days after site walks for lease exhibits, 5 days for zoning drawings following the NTP and 10 days for CD's following the NTP.

We understand the challenges that are specific to our wireless clients. We have a team of experienced, qualified, dependable, diverse, and highly capable professionals in your area. Our team has an in-depth understanding of the site acquisition process; we have

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a proven ability to handle local zoning and permitting tasks; we have demonstrated skills to search for and find qualified sites; we have experience in negotiating leases and working with landlords and our clients' legal team to resolve legal issues; and we have superb skills in acquiring qualified and buildable wireless communication sites, and connecting networks where needed. Our site acquisition employees and subcontractors are skilled at every stage of the site deployment process. We know how to think like engineers as well as construction managers, and thus we are able to anticipate issues that many acquisition companies cannot see. Through our efforts and teamwork with our other clients we have demonstrated that we can perform at a very high level of dedication and commitment and feel we are uniquely qualified for this work.





## SUMMARY OF WIRELESS PROJECTS

### Alcatel – Lucent

- ⇒ OCTOBER 2007 – MARCH 2008, **Alcatel-Lucent / Sprint, Phoenix, AZ – 10 sites.** Scope of work includes site acquisition, zoning and permitting for Sprint microwave backhaul and site consolidation including host and donor site lease, zoning audits and lease amendment and entitlement services.

### Alltel Communications

- ⇒ OCTOBER 2007 – PRESENT, **Alltel Communications, Wyoming, Montana and Colorado – 32 sites.** Scope of work includes site acquisition, zoning, and permitting.

### American Tower Corporation

- ⇒ OCTOBER 2009 – PRESENT, **American Tower Corp, 34 sites in 7 markets.** Scope of work includes site acquisition, zoning, and permitting.

### AT&T Alascom

- ⇒ AUGUST 2009 – PRESENT, **AT&T Alascom, 9 sites in the Alaska.** Scope of work includes site turnkey development services.

### Clear Talk

- ⇒ SEPTEMBER 2008 – NOVEMBER 2008, **ClearTalk, Orlando, FL – 8 sites.** Scope of work includes zoning and permitting.

### Clearwire Wireless Broadband

- ⇒ APRIL 2006 – PRESENT, **Clearwire, 3,231 sites in 29 markets.** Scope of work includes site acquisition, zoning and permitting.

### Commnet Wireless

- ⇒ MAY 2008 – JUNE 2008, **Commnet Wireless, Colorado.** Scope of work includes site acquisition, zoning, and permitting.

### Cricket Communications

- ⇒ DECEMBER 2006 – PRESENT, **Cricket, 2,419 sites in 23 markets.** Scope of work includes site acquisition, zoning, permitting and RF design.

### Crossroads Wireless Holding, LLC

- OCTOBER 2007 – SEPTEMBER 2008, **Crossroads – 702 sites in 7 markets.** Scope of work included wireless systems development services including project management, site acquisition, zoning, and permitting as part of the Rural Development Telecommunications Program of the United States Department of Agriculture.

### DigitalBridge Communications

- ⇒ APRIL 2008 – MARCH 2010, **DigitalBridge, Jackson, Wyoming.** Scope of work includes site identification, site acquisition, zoning, and permitting.

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**General Dynamics**

- ⇒ *DECEMBER 2007 – JANUARY 2009, General Dynamics – 22 sites for AT&T and Cingular in the Denver market.* Scope of work includes site acquisition, zoning, permitting.

**Global Tower Partners**

- ⇒ *FEBRUARY 2009 – PRESENT, Global Tower Partners, Montana – 4 sites.* Scope of work includes site acquisition, zoning and permitting.

**Goodman Networks / AT&T**

- ⇒ *JANUARY 2010 – PRESENT, Goodman Networks / AT&T, Wisconsin – 42 sites.* Scope of work included lease reviews and amendments, landlord consent letters and building permit acquisition.

**Horvath Communications**

- ⇒ *FEBRUARY 2010 – PRESENT, Horvath Communications, Columbus, OH – 5 sites.* Scope of work includes site acquisition, zoning and permitting.

**iPCS**

- ⇒ *FEBRUARY 2008 – DECEMBER 2009, iPCS, – 173 sites in 8 markets.* Scope of work includes site acquisition, zoning, and permitting.

**i Wireless**

- ⇒ *JANUARY 2008 – PRESENT, i Wireless, – 147 sites in 7 markets.* Scope of work includes site acquisition, zoning, and permitting.

**MetroPCS**

- ⇒ *MARCH 2008 – PRESENT, MetroPCS, - 22 sites in 2 markets.* Scope of work includes site acquisition, zoning, and permitting.

**Nassau Broadcasting Holdings, Inc.**

- ⇒ *FEBRUARY 2008 – PRESENT, Nassau Broadcasting Holdings, New Hampshire.* Scope of work includes site acquisition, zoning, permitting, environmental, and architectural and engineering services for a radio broadcasting tower.

**NextWave Wireless**

- ⇒ *OCTOBER 2007 – JANUARY 2008, NextWave Wireless/Go Wireless, Sublimity, OR – 3 sites.* Scope of work included preliminary construction drawings and building permitting.

**Nsoro, LLC**

- ⇒ *OCTOBER 2008 – JANUARY 2009, Nsoro / AT&T, Washington D.C.* Scope of work includes site acquisition, zoning, and permitting for Distributed Antenna System.

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**Pocket Communications**

- ⇒ *MARCH 2008 – MAY 2008, Pocket, Rhode Island and Massachusetts – 53 sites.* Scope of work includes site acquisition, zoning, and permitting.

**SBA Network Services, Inc.**

- ⇒ *DECEMBER 2007 – MARCH 2009, SBA Network Services, Inc., Wyoming, Colorado, Oregon, Utah, and Washington – 16 sites.* Scope of work includes site identification, site acquisition, zoning, and permitting.

**Silver Star PCS**

- ⇒ *AUGUST 2006 – PRESENT, Silver Star PCS, Jackson, Wyoming.* Scope of work includes site acquisition, zoning, and permitting.

**Site Acquisitions, Inc. (dba SAI Communications)**

- ⇒ *JANUARY 2009 – PRESENT, SAI / AT&T Turfing Project, Virginia and West Virginia – 340 sites.* Scope of work includes site acquisition, zoning, and permitting.

**Skyway Towers**

- ⇒ *MAY 2009 – OCTOBER 2009, Skyway, Gainesville, FL.* Scope of work includes zoning, permitting, A&E, and environmental.

**T-Mobile USA**

- ⇒ *JULY 2003 – DECEMBER 2005, T-Mobile USA, nationwide – 150 sites.* Scope of work included site acquisition, zoning, and permitting for freestanding retail kiosks.

**U.S. Cellular**

- ⇒ *AUGUST 2008 – PRESENT, U.S. Cellular, nationwide.* Scope of work includes building permit expediting services for retail stores throughout the United States.