**PROFILE**

Wireless network real estate, site acquisition and government affairs professional. Confidently applies professional judgment in selecting the appropriate processes and solutions to corporate challenges.

Thirty years’ experience including:

* Site acquisition and new site development project/program management
* Site acquisition vendor/consultant management
* Network real estate, site leasing, lease agreement negotiations, wireless communications structure access and right-of-way access
* Compliance, government, and regulatory affairs
* Legislative advocacy, legislative grassroots program development and implementation
* Municipal and state government relations
* Legislative/regulatory research, analysis, and reporting

**AT&T EMPLOYMENT HISTORY**

**Sr. Technical Program/Project Manager** December 2017 – Present

AT&T Mobility Construction Engineering and Operations, SAQ NMO-Macro and Small Cells NPMO - Site Acquisition Charleston, South Carolina

SME - Network Site Acquisition

* National Program Lead, Accelerating FirstNet permit applications approvals via Section 6409 of the . Expedite wireless deployments by comprehensively and uniformly asserting and enforcing guidelines to reduce permitting cycle times for Eligible Facility Requests (EFR). Support AT&T External Affairs (EA) Trial Ordinance introductions to codify 15- day approval intervals for FirstNet/Public Safety applications.
* Provide site acquisition consultation and support for cost reduction by reserving permitted tower space for future equipment on American Tower (ATC) locations that will allow for no additional rent increase under existing ATC Master Agreement.

SME-Small Cell Network Agreements/Municipal Ordinances/State Legislation/FCC Regulations

* Serve as small cell leasing SME and regional market liaison. Abstract operational terms of 2000+ nationwide utility, private property owner, municipal agreements, ordinances, and 40+ small cell State legislation enacted governing AT&T rights to attach small cell nodes to existing and new poles or structures in municipal rights of way. Provide enhancement advice and manage agreement terms upload to Small Cells Attachment Agreement database.
* Provide business terms recommendations to AT&T Market Construction & Engineering, A (EA) AT&T Network Legal, AT&T EA Legal and AT&T Litigation Legal (Legal). Participate in ongoing agreement review meetings with C&E, Legal and EA throughout ordinance/agreement development and negotiations. Provide operational terms guidance, and strategic support.
* Monitor site acquisition progress, drive teams to secure necessary jurisdictional permitting. Lead weekly meetings attended by regional Market and National stakeholders including engineering, EA, and Legal. Update status developments to small cell performance dashboard and monitoring tool. Respond to NPMO leadership and market site acquisition data requests.
* Primary small cells NPMO Liaison with EA and Legal. Participate regularly in on-going or ad hoc market state legislative status meetings. Update trackers and correspondence on NPMO share points and share drives. Respond to recurring and ad hoc EA and Legal requests for review, comments, and guidance on regulatory and legislative matters. Including FCC filings and Orders such as Section 6409, 2018 FCC Infrastructure Order and 9th Circuit Court appeals, state legislation, and municipal ordinances.

**Site Acquisition Manager/Sr. Real Estate & Construction Manager** November 2016 – November 2017

AT&T Mobility, Charleston, South Carolina

* Manage AT&T site acquisition turf vendors and field consultants in completing all approvals for site acquisition plan of record for 850 macro site LTE upgrade projects in the Carolinas Market. Performed PACE management and updates, RFDS and A&E approvals, leasing BTA reviews and submittals, zoning/BP, reviews and submittals for approval and regulatory/compliance green sheet. Work with Legal and EA to clear governmental and property owner roadblocks.
* Completed “in-house” site acquisition for 1,500 network bandwidth expansion projects (BWE) in the Carolinas Market.

**Real Estate and Site Acquisition Manager/Sr. Real Estate & Construction Manager**  2006-2016

AT&T Mobility/Cingular Wireless, Minnesota-Northern Plains Market:

Bloomington, Minnesota August 2006 – June 2014

Charleston, South Carolina June 2014 – November 2016

* Managed AT&T site acquisition turf vendors and field consultants directly in completing all approvals for site acquisition and site enhancement projects including LTE, microwave, and fiber. Provided advice and solutions to complex/ambiguous leasing terms and issues.
* Market point of contact for AT&T Network Real Estate Administration and AT&T Towers in resolving property owner and carrier tenant and customer disputes throughout the Midwest Northern Plains Market.
* Reviewed and approved new leases and lease amendments for existing cell sites as modified for innovative technologies including 4G LTE, microwave in Minnesota/Northern Plains region. Provided ongoing leadership, coaching, and guidance to AT&T site acquisition managers and vendor teams on leasing, government approvals, environmental compliance, network real estate processes improvements and issues management.
* Negotiated leases, contracts and right of way agreements with property owners comprised of tower companies, private concerns, commercial ventures, and municipal governments for the deployment of new cell sites and upgrading existing cell sites for LTE enhancements. Lead site lease rent reduction, cost avoidance initiatives and site relocations. Successfully secured agreements with a developer to cover relocation costs and a rent differential totaling $1 million, though the new property owner was not legally obligated to pay those costs turning a major cost into a major savings through partnership with AT&T Legal.
* Negotiated high volume agreements on behalf of AT&T with respective authorities for AT&T’s deployment of DAS (distributed antenna systems) in various venues including the Minneapolis-St. Paul International Airport, Xcel Energy Center, Target Center, and Target Field.
* Developed strategic intergovernmental working relationships with state and local government officials. Responded to requests and resolve network real estate and cell siting matters impacting AT&Ts Mobility Network in the five state Minnesota/Northern Plains Market.
* Network point of contact for EA, Legal, and Public Affairs for developing strategic responses to legislative, legal, and regulatory matters including securing siting approvals with municipal governments and sovereign nations within remote, scenic, culturally, and environmentally sensitive areas.
* Partnered with EA and Legal to develop Company positions/language revisions in response to state and municipal siting legislation and ordinances. Work with AT&T Public Affairs to develop strategic responses to media requests regarding network development projects impacting AT&T sales, customers, and communities.

**AT&T AWARDS**

Service Excellence Award: 2016 and 2012

**OTHER EMPLOYMENT**

**Right of Way Project Manager/Permitting Liaison**

MinnCan Pipe-Line Project, Shakopee, Minnesota

**Government Affairs and Grassroots Advisor/Strategist**

Highway 36 Business Owners Group-Highway 36/St. Croix River Crossing Project, Stillwater, Minnesota

**Legislative Grassroots Advocacy Consultant**

Minnesota State Bar Association, Minneapolis, Minnesota

**Government Installations Consultant**

Nextel Communications, Columbia, Maryland

**Manager, Regulatory & External Affairs**

ARBROS Communications, Silver Spring, Maryland - Legal and Regulatory Affairs Department

**Regulatory Compliance Manager**

Winstar Wireless Communications, Washington, D.C. - Legal Department

**Manager, Government Affairs**

PrimeCo Personal Communications, Washington, D.C. - Legal & Regulatory Department

**Director, Grassroots Advocacy**

American Land Title Association, Washington, D.C. - Legal Department

**Manager, State Grassroots Advocacy**

Appraisal Institute, Chicago, Illinois - Legal Department

**Senior Legislative Analyst**

Multistate Associates, Alexandria, Virginia

**Governor’s Policy Fellow**

Office of the Governor, State of Maryland, Annapolis, Maryland

**EDUCATION**

**University of Baltimore, Yale Gordon College of Liberal Arts,**

**School of Public Affairs, Baltimore, Maryland**

Masters’ Degree Public Administration (MPA), Government Affairs Emphasis

Schaefer Center for Public Policy Fellow

Pi Alpha Alpha National Honors Recipient

**University of Delaware, College of Liberal Arts, Newark, Delaware**

Bachelor of Arts in History