

## **David Mebane**

### **March 18, 2108 to Present – Land Agent / Real Estate Acquisition – Engie North America**

In March 2018, Engie North America, which is a subsidiary of the French company Engie, acquired Infinity Renewables, and in the process brought all Infinity staff into Engie employment. As part of Engie, I continue my work as a Land Agent for Wind Energy Projects, primarily in the wind corridor of the United States located in the Midwestern United States. Current projects include wind project in Colorado, North and South Dakota, Minnesota and Iowa, where I manage easement negotiations, Right of Way issues, land owner relationships and land ownership research, all with the intent of setting the groundwork for successful construction and installations for large scale wind electrical generation.

### **August 2016 to March 2018 – Land Agent / Real Estate Acquisitions – Infinity Renewables**

Hired as a Land Agent for Infinity Renewables, an energy development company which acquires entitlements, designs and develops wind and solar project throughout the United States. Responsible for property acquisition and landowner liaisons on renewable energy projects in Kansas, Nebraska and South Dakota. Using skills and experience developed over 22 years in telecommunications, quickly adjusted to requirements necessary to obtain land entitlement for large wind and solar projects, managing hundreds of landowners and lease and easement negotiations, and in a short time acquired large tracts of property under easement necessary to position the large scale development on a fast track to construction.

### **August 2006 to June 2016 – Project Manager – SAC Wireless –Verizon Wireless – Sprint -Nextel**

Following the acquisition of Alcoa Wireless by SAC Wireless, served as project manager to oversee site development in the Central Coast of California for the Sprint/Nextel and Verizon Wireless projects. The duties of this position includes managing a team of leasing and zoning specialists, and overseeing the production of leasing and land use milestones, as well as the construction component for these consolidation and new build projects. In addition to performing site acquisition duties in leasing and easement procurement, responsibilities include developing budgets and overseeing invoicing to the client. With consistently strong performance in the market, I established an excellent relationship with the client which has translated into being awarded additional, long term work. This position requires weekly deployment meetings with the client to deliver progress reports, establish and manage toward forecast reports and to deliver revenue projections to Company owners.

### **March 2004 to August 2006 – Project Manager / Site Acquisition Manager – Alcoa/ Sprint PCS / Cingular / Nextel**

Hired as a site acquisition specialist in the Central Coast of California to perform leasing duties for Sprint and Cingular Projects. Quickly assumed project manager position as the market PM was promoted to higher management position. Directed leasing and land-use efforts in market, meeting weekly with client to deliver progress reports, while maintaining site acquisition responsibilities.

### **Jan. 2003 to March 2004 – Business Development Manager - Odelia Pacific Corporation, Santa Barbara, CA**

Re-hired by Odelia Pacific Corp. as the Business Development Manager / Senior Project Manager based in Santa Barbara, CA. Duties included establishing business contacts in California, approving Odelia Pacific as an approved vendor for telecommunications carriers and national contractors such as Bechtel, bidding on potential wireless projects, interviewing and hiring key personal, and general

marketing of Odelia Pacific Corp, in the California market.

**Dec. 2001 to Dec. 2002 - Program Manager, T-Mobile and AT&T Wireless - Seattle WA.**

Provided program management for T-Mobile and AT&T Wireless for their build-outs in the Seattle Market. Managed the “cradle to grave” deployment of 150 sites, and the efforts of project managers, leasing specialists, land-use specialists and RF Engineers. Responsibilities included managing these teams to ensure a timely and efficient rollout of the wireless network in the northern region of the market. Achieved successful deployment of sites despite restrictive zoning regulations and challenging timelines. This position required setting goals, monitoring progress, training and motivating teams to reach and exceed their goals, and the coordination of the efforts of the different disciplines for efficient, timely progress. Further, this position required excellent problem-solving skills to mitigate issues as they arise and plan ahead to surmount future obstacles.

**Dec. 2000 to Dec. 2001 - Area Project Manager, Nokia - Sao Paulo, Brazil**

Contracted with Transworld Resources, an international telecom management company, hired by Nokia as project managers for a 700+ site 1800-1900 MHz GSM rollout in Sao Paulo State, Brazil. Duties included overseeing the efforts of local sub-contracting firms and the turn-key acquisition, permitting and construction of approximately 250 sites. Position entailed managing multiple site acquisition / construction companies, monitoring the progress and milestones reached, negotiating with subcontractors, as well as setting roll-out schedules, pricing negotiations, and reporting progress to the client. Position demanded detailed knowledge of all phases of network development, the ability manage multiple tasks simultaneously, and the experience to motivate and expedite the efforts of the area team, including those of the sub-contractor.

**Nov. 1999 to Dec. 2000 – Site Acquisition Specialist / Site Acquisition Manager, JM Consulting Group, Inc., Santa Barbara, CA**

Provided turnkey service for a 300-site 1800-1900 MHz PCS digital wireless service on the Central Coast of California for Alpine PCS. Originally hired as a site acquisition specialist, was quickly promoted the site acquisition management position. Duties included managing site acquisition, planning and construction efforts for the three-county market of Santa Barbara, San Luis Obispo and Monterey. In addition to performing site acquisition duties, managed production of five site acquisition specialists, three planning specialists, and worked closely with construction managers. Forecasted projections for pay-points, set milestones and team goals while focusing on increasing the speed of the roll-out, and monitored progress for client. Also negotiated master co-location agreements with other national carriers, governmental agencies, and large corporations. In addition to management responsibilities, also maintained a full work load of lease and easement negotiations.

**Oct. 1997 to Nov. 1999 - Site Acquisition Specialist, Odelia Pacific Corp., Seattle, WA**

Hired by Odelia Pacific Corp., a private wireless development company that was contracted with US West Wireless (which later became Qwest) to design and develop the 1800-1900 MHz PCS wireless system in markets in Washington State. Originally hired as a site acquisition specialist securing leases for US West cell sites throughout the Pacific Northwest. Successfully negotiated numerous leases, access and utility easements, right of way agreements and land acquisitions with private owners, corporate and commercial entities, power companies, as well as with local, state and federal governmental agencies.

**March 1994 to Oct. 1997 - Site Acquisition Representative, Western Wireless, Issaquah, WA**

Initially hired as a private consultant to develop marketing and informational material for the newly

developing PCS communications network, the next iteration of wireless technology after analog wireless. Extensively researched PCS technology to prepare widely used general information booklets and training manuals for Western Wireless. Subsequently hired as a Site Acquisition Representative, duties included leasing and acquiring land for 800 MHz analog systems in Montana, Wyoming, Idaho, South Dakota, Nebraska, Kansas, Iowa and Missouri. Managed negotiations with private landowners, railroad companies, local governments, state governments, and state and federal agencies. Consistently acquired sites in difficult areas under stringent deadlines.

**Education:** Bachelor of Science Degree, Journalism, University of Northern Colorado, 1988  
Licensed Real Estate Agent, State of California, USA