



Enterprise  
Wireless  
Alliance®

2023 - 2024 Annual Report

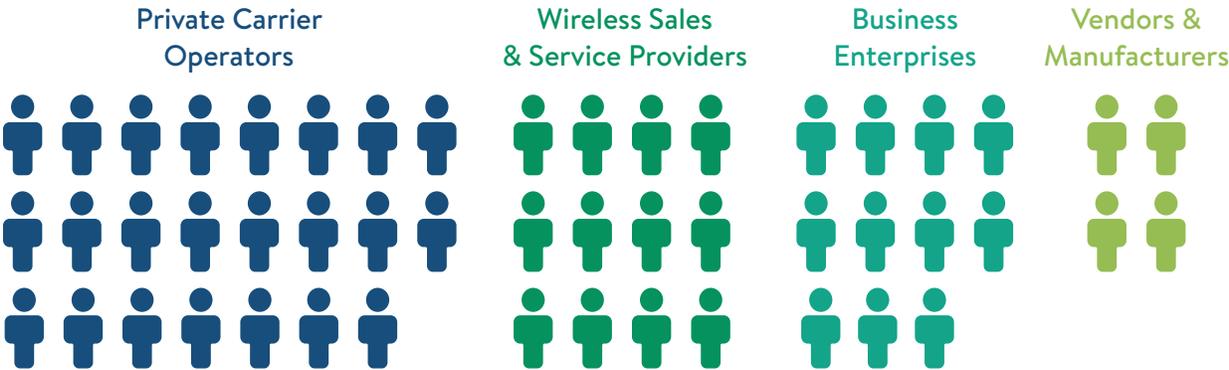
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# EWA Mission

Assist business enterprises, wireless sales and service providers, private carrier operators, technology vendors, and equipment manufacturers to deploy wireless communication solutions that promote productivity, employee safety, and competitiveness.

# Membership



# Membership & Service Financial Support

Hytera US, Icom America, JVCKENWOOD USA, L3Harris Technologies, Motorola Solutions and Tait Communications provide financial assistance towards EWA membership and services.



## From the Chair of the Board

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As I enter my second year as EWA's Chair of the Board, I have a new appreciation for this organization's role in the private land mobile industry. Yes, EWA is the leading frequency advisory committee that provides thousands of spectrum solutions annually, which literally makes all of us that capitalize on EWA's expertise more productive and competitive. Imagine for a moment the private wireless landscape devoid of the advocacy and products EWA provides every single day to so many. Take a moment and review in this Annual Report the sections covering advocacy, spectrum solutions and member services. I suspect that you would agree with me that EWA's activities on our behalf are substantial. In my view, if EWA were not in existence, the industry would have to create an EWA.

I am also impressed by the extent to which EWA's reach influences so many organizations that also support our objectives. For example, EWA is an active member of the National Wireless Communications Council (NWCC) where EWA, together with sixteen other business enterprise, critical infrastructure and public safety-oriented trade associations, pursue regulatory and spectrum policies collaboratively. The Private Wireless Education Council (PWCC), organized and managed by EWA, is dedicated to developing essential informational and technical training programs under the guidance of industry experts, all of whom are EWA members. EWA also manages The Consortium For Certified Service Centers (C-CSC), which promotes professionalism within the service industry and awards the prestigious "Certified Service Center" designation to those entities who have met or have exceeded mandatory operational and technical requirements. We should mention as well that EWA, under a formal agreement, works closely with the Public Safety Coordination Associates (PSCA), a collaboration between the Forestry Conservation Communication Association and the International Municipal Signal Association, which certifies EWA-prepared public safety FCC license applications.

I am proud to serve EWA as its Chair, and proud to work with such a distinguished group of private wireless industry professionals who serve on the Board of Directors. I also want to thank the EWA staff who represent our interests through their leadership and dedication.

Sincerely,

A handwritten signature in black ink that reads "Frank Anderson". The signature is written in a cursive, flowing style.

Frank Anderson

## From the President/CEO

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Welcome to the 2023-2024 Annual Report of the Enterprise Wireless Alliance. We trust you will enjoy reviewing the list of EWA's member services, advocacy initiatives, and spectrum management initiatives we have achieved over the past year and will continue to provide during 2024.

The year 2023 had its ups and downs from an advocacy perspective. Concerns communicated to the FCC regarding the onslaught of unlicensed devices in the 6 GHz band used extensively by business enterprises and public safety entities alike, essentially lost to the "5G trumps all" advocates. The FCC's advice to take interference issues to the Enforcement Bureau left many bewildered as that is not a solution. EWA has recommended that a portion of 7 GHz be made available to those 6 GHz incumbents whose systems experience interference. Who owns the obligation to fund such relocations is an outstanding topic yet to be addressed.

The future of the 4.9 GHz band will remain a critical topic in 2024. There is a lot at stake and several new industry coalitions have been spawned who are speaking on behalf of the national communication carriers. It seems everyone has a viewpoint as to whether the public safety coordinators should collectively manage the band, a view we share, or that FirstNet should be awarded a national 4.9 GHz license, a view embraced by AT&T's surrogate Public Safety Spectrum Alliance (PSSA). The FCC wants 5G, more products, greater sharing, and public safety priority at 4.9 GHz. We are just not sure which of these objectives will survive, especially with the forthcoming Presidential election where traditionally major policy decisions are delayed.

And speaking of greater spectrum sharing opportunities, EWA remains confident that its efforts to promote greater spectrum efficiencies at 150-470 MHz and at 800 MHz will be realized in 2024. Our recommendations to consolidate multiple pools reserved for certain classes of users into one 800 MHz pool (Southeast exception noted) makes absolutely no spectrum management sense today. Why in the world of exclusive use channels and digital trunking technologies should we support the continuance of channel access based on licensee's activities? It is simply not logical and contradicts stated FCC spectrum policy that greater sharing is to be embraced. EWA will also continue its quest to terminate decade-old rules that afford certain classes of users priority spectrum access in the 150-470 MHz bands. Should the FCC continue to support the policy that certain classes of business enterprises are more important than others thus deserving priority access to private land mobile spectrum? We totally disagree. Such a spectrum management philosophy was barely acceptable thirty years ago, must less today.

We look forward to continuing our work that benefits our membership. We appreciate your membership support and will continue to provide the superior level of service you deserve.

Sincerely,

A handwritten signature in black ink that reads "Robin J. Cohen". The signature is written in a cursive, flowing style.

Robin J. Cohen

# Officers & Executive Committee



**Frank Anderson**  
*Chair of the Board*



**Perry Vincent**  
*Vice Chair of the Board*



**Dean Ballew**  
*Treasurer*



**Robin Cohen**  
*President/CEO*



**Mark Crosby**



**David Gottlieb**



**Lori Henz**



**William Landis**



**David Reeves**



**Michael Saia, Sr.**



## 2024 Executive Committee Meetings

**Strategic Planning** January 23-24  
St. Pete Beach, Florida

*L-R, Back Row Lori Henz, Dean Ballew, David Reeves, Mark Crosby, David Gottlieb, William Landis, Perry Vincent and Michael Saia, Sr. Seated Frank Anderson and Robin Cohen*

# Board of Directors

as of February 1, 2024

**Mark Abrams**  
Mobile Relay Associates

**Kirk Alland**  
Prism-IPX Systems, LLC

**Frank Anderson**  
A Beep LLC

**Matt Baker**  
Great Lakes  
Communications

**Dean Ballew**  
Day Wireless Systems

**Jon Paul Beauchamp**  
Icom America

**Stacy Brown**  
SunTalk, LLC

**Scott Carpenter**  
United Parcel Service

**Gary Carroll**  
Golden State  
Communications

**Amber Caufield**  
BearCom Wireless  
Worldwide

**Robin Cohen**  
Enterprise Wireless Alliance

**Mark Crosby**  
Enterprise Wireless Alliance

**Roger Dickinson**  
RFC Wireless

**Ken Doll**  
Honorary

**Steve Eckels**  
Wireless Communications

**Rocky Eramo**  
John Eramo & Sons

**Eddie Faith**  
Shreveport Communications

**Bart Fisher**  
Fisher Wireless

**Clay Golday**  
Integrated Communications

**James Goldstein**  
T-Mobile

**David Gottlieb**  
Goosetown Enterprises

**Chris Guttman-McCabe**  
Anterix

**Ziad Habayeb**  
Chevron

**Lori Henz**  
Advanced Communications

**Hal Herron**  
Performance Innovators

**Mark Jasin**  
JVCKENWOOD USA

**William Landis**  
TuWay Communications

**Paul Luttamus**  
Luttamus Communications

**Gary Lorenz**  
Selex ES, Inc.

**Robert McGowan**  
Honorary

**Randal Neck**  
Lockard & White

**Michael O'Connor**  
CSE Crosscom USA

**David Patton**  
The Cambridge Group

**Nick Pennance**  
Tait Communications

**Vince Perez**  
Valley Vista Services

**Brett Phennicie**  
Triangle Communications

**James Potter**  
L3 Harris

**Michael Pruitt**  
Wireless USA

**David Reeves**  
P & R Communications

**Michael Rosenthal**  
Southern Linc

**Michael Saia, Sr.**  
Saia Communications

**Greg Santoro**  
NRTC

**Michael Smith**  
ESP Wireless

**F.H. "Rick" Smith**  
Honorary

**Scott Suyak**  
Motorola Solutions

**John Thompson**  
Mobile Communications  
America

**Tim Totten**  
Honorary

**Raymond Twite**  
Honorary

**Perry Vincent**  
Louisiana Radio  
Communications

**Tom Wineland**  
Hytera USA

**Terry Zaccarino**  
Capitol Radio  
Communications

## Regulatory Counsel

**Elizabeth R. Sachs, Esq.**  
Lukas, LaFuria, Lantor & Sachs, LLP

## Scheduled 2024 Board of Director Meetings

**Spring Meeting** May 22-23  
Asheville, North Carolina

**Annual Meeting** November 12-14  
Ft. Worth, Texas

## Committees

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### Audit & Finance

Dean Ballew, *Chair*  
Mark Crosby  
Bill Mulholland  
Holly Rees  
Ray Twite

### Conference Planning

PWEC Board of Trustees  
Eric Hill  
Elaine Walsh

### Information Technology

David Reeves, *Chair*  
Scott Carpenter  
Lane Falkner  
Eric Hill  
Ranferi Rabiela  
Greg Santoro

### Membership/Services

Hal Herron, *Chair*  
Dean Ballew  
Eric Hill  
Paul Luttamus  
Randal Neck  
David Patton  
Terry Zaccarino

### Leadership

Ken Doll, *Chair*  
Rocky Eramo  
Bob McGowan

### EWA-Joseph B. Vestal Endowed Scholarship

Mark Crosby  
Bart Fisher  
Gary Lorenz  
Liz Sachs

## Critical Affiliations

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### EWA Equity, Inc. (EEI)

Wholly-owned subsidiary of EWA that operates as a band manager holding 220 MHz licenses in the Pacific and New England REAGs.

### Board of Directors

Mark Crosby, *President*; Bart Fisher, *Vice President*  
Ken Doll



### The Consortium For Certified Service Centers (C-CSC)

The C-CSC provides a national, industry-accepted organizational service certification process and program that enhances the reputation of the service industry as a whole and ensures customers have the ability to identify the leading service providers within their geographic locations. EWA provides management services to the C-CSC pursuant to a Management Services Agreement.

[c-csc.org](http://c-csc.org)

### Board of Directors

Kevin Carter, *President*; Garret Vincent, *Secretary*  
Aaron Clark, *Treasurer*; Bryan Allen, Randy Carney,  
Jason Greenawald, Eric Hill, Teresa Maher, Don Pierson



## Public-Safety Coordination Associates (PSCA)

Under the agreement with the PSCA executed in 2012, EWA-generated public safety FCC license applications are electronically submitted to PSCA for processing, frequency coordination, and FCC submittal. Annually, the volume of public safety applications processed through this business relationship represents 10% of the total number of certified public safety applications. PSCA's management is provided by the Forestry Conservation Communications Association and the International Municipal Signal Association, both of which are FCC-certified frequency advisory committees. [fcc-usa.org](http://fcc-usa.org) and [imsasafety.org](http://imsasafety.org)



## National Wireless Communications Council (NWCC)

The NWCC was founded in the late 1960s to ensure the allocation of a sufficient amount of spectrum to meet the frequency requirements of land mobile users, and to engage in other activities that maintain and improve the land mobile radio services as a group. The NWCC is a non-profit association of seventeen organizations which acts on behalf of the vast majority of public safety, business, industrial, transportation, and private commercial radio users, as well as a diverse group of land mobile service providers and equipment manufacturers.

Mark Crosby serves on the NWCC Board of Directors as Secretary/Treasurer. [wirelesscouncil.org](http://wirelesscouncil.org)



## Private Wireless Education Council (PWEC)

The PWEC was organized in 2018 to develop training programs that support the informational and technical requirements of private wireless-oriented organizations, including wireless sales and service organizations, private carrier operators, business enterprises and equipment manufacturers. [enterprisewireless.org/pwec](http://enterprisewireless.org/pwec)

### Board of Trustees

Kevin Carter, *Chair*; Katie Ward, *Vice Chair*  
Eric Hill, *Secretary*; Lori Henz, David Gottlieb,  
Perry Vincent



## Federal Communications Commission (FCC)

EWA executed a Memorandum of Understanding with the FCC in October 2015 which authorized EWA to develop a national registration capability that records the deployment of Medical Body Area Network (MBAN) systems in health care facilities utilizing the 2360-2400 MHz band. The online registration capability was launched by EWA in June 2016. [mbanregistration.org](http://mbanregistration.org)



EWA and Anterix executed a 900 MHz Incumbent System Transition Services Agreement in 2019 which enables EWA to facilitate the relocation of affected 900 MHz licensees to support the development of broadband capabilities and the retention of narrowband technologies used by incumbent entities. [anterix.com](http://anterix.com)

# ADVOCACY

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EWA participates in all regulatory and spectrum policy matters that affect its membership pursuant to its fundamental objective to represent its membership in making recommendations to the Federal Communications Commission and other governmental agencies. When enabled by the National Wireless Communications Council's membership, EWA will support the submittal of comments on regulatory and spectrum matters from the NWCC which illustrates to the FCC the land mobile industry's near-unanimity on specific regulatory initiatives. Highlights from 2023 include the following activities which may be viewed at [www.enterprisewireless.org/federal-filings](http://www.enterprisewireless.org/federal-filings).

## Terminate Concurrence Requirements

EWA filed a Petition for Rulemaking requesting the FCC to initiate a rulemaking proceeding to modify Rule Section 90.35(b)(1)-(3) and Rule Section 90.175(b), eliminating requirements for frequency coordinators to secure concurrence on "Primary Use" channels. EWA noted that changes in technology and enhanced spectrum analytical processes in use today by FCC-certified Frequency Advisory Committees ("FACs") have demonstrated those frequencies can be coordinated and utilized safely by all Part 90 Industrial/Business ("I/B") eligible entities without first having to secure inter-coordinator concurrence. These rules were established at the time radio services were consolidated, and prior to trunked system technologies, the availability of exclusive use channels, and the use of propagation analyses to predict signal coverages.

## License Data Accuracy

In response to an FCC request, a Memorandum of Understanding was drafted by EWA that would enable frequency advisory committees (FACs) to verify the accuracy of administrative and technical license data at five-year intervals and implement a process for triggering FCC investigations into communication facilities that have permanently discontinued operation. These activities would be conducted on a volunteer basis. Further, the draft MOU also includes provisions requiring FACs to seek prior FCC approval before outsourcing any of their FCC-certified activities to a subcontractor.

## Terminate 800 MHz Eligibility Pools

EWA filed a Petition for Rulemaking (PRM) requesting that the FCC classify all frequencies in the 809-816/854-861 MHz band as General Category, thereby making them available for all classes of eligible entities. The applicable range in the southeast is 809-813.5/854-858.5 MHz. Given the extent of pool sharing by business enterprises and public safety entities, coupled with substantial pool sharing resulting from the 800 MHz rebanding, distinctive pools serve no useful purpose today, and actually inhibit spectrum efficiencies. We understand that the FCC has drafted a Public Notice seeking comment on EWA's petition.

# ADVOCACY

## 4.9 GHz Management

The FCC unanimously adopted a 7th R&O and 9th FNPRM in early 2023 announcing that it will establish a committee of public safety and other parties to select a national band manager that will be responsible for developing a band plan, incorporating the latest commercially available technologies in the band, and for facilitating leasing of spectrum by non-public safety entities. EWA, jointly with API, FCCA, IMSA, NSA, and UTC (4.9 GHz Coalition) has urged the FCC to designate the four public safety frequency advisory committees as the national 4.9 GHz band manager, with contributions from API, EWA, and UTC.

## 6 GHz

Despite extensive efforts by EWA, UTC, APCO, AT&T, EEI, Southern Link, and NRECA to have the FCC at least address the potential risks of harmful interference to licensed incumbents in the band, the FCC unanimously authorized the use of very low power (VLP) devices in 850 MHz of the 6 GHz band. The FCC Report and Order released on November 1 also authorized VLP devices to operate outdoors as well as indoors and rejected the field tests conducted by utilities and AT&T. The FNPRM portion of the Order seeks comment on allowing increased power for VLP devices that include geofencing capability to protect incumbents and to permit their use throughout the band.



Emily Brooks and Julie McIntosh



Katie Ward and Patti Ryg



Leon Coleman and John Jaderholm

## OTHER ADVOCACY INITIATIVES

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### Spectrum Usage Notice of Inquiry

EWA advised the FCC to take into consideration that all private systems, not just public safety and utilities, have very different operating characteristics than commercial, consumer-oriented networks, and that the same metrics cannot be used when evaluating spectrum utilization.

### National Spectrum Strategy

EWA urged NTIA to achieve a balance between commercial interests and the spectrum requirements of enterprise entities. EWA also recommended that at least a portion of the 7 GHz band be made available for expansion capacity for fixed wireless systems and as a safety valve if 6 GHz systems must relocate due to harmful interference from unlicensed devices.

### Wi-Fi on School Buses

EWA endorsed the concept of allowing schools to assess whether they would advance their educational objectives, particularly those in more rural communities where not all households have reliable or even any Wi-Fi access.

### Initium Novum

EWA suggested that it is contrary to the public interest for these two 450 MHz channels to remain unused and urged the FCC to dispose of the applications consistent with the record.

### Private Wireless Innovation

The FCC requested information about new technologies and applications being deployed by private wireless with the expectation that it will present this information in a public forum. EWA will participate as this forum provides an opportunity to illustrate the contributions of private wireless to an audience that often does not understand why all wireless operations cannot be addressed on commercial, consumer-oriented networks.

### Geographic License Build-Out Requirements

EWA supported demand-based (zones) and the shared build-out alternatives proposed by the FCC with a provision for returning licensed areas outside the zones without penalty.

### Offshore Operations

EWA advised the FCC that it will be crucial to manage potential interference between land-based and offshore operations.

### NEPA

EWA proposed an additional “categorical exclusion” for towers owned or “managed for use by” critical infrastructure entities that would allow collocation and would specifically eliminate the requirement for compliance with the National Historic Preservation Act.

### Unmanned Aerial Systems (UAS)

EWA supported the adoption of the 5030-5091 MHz band’s UAS rules, but also urged the FCC to proceed with its exploration of other bands where governmental and industrial entities may deploy UAs on their own licensed spectrum.

### Pro-forma Assignments/Transfers

The NWCC encouraged the FCC to act on a 2020 Petition to modify or eliminate the requirement for prior or after-the-fact approval of assignments and transfers of control where the ownership of the spectrum is unchanged.

### Mobile Only Systems

EWA requested clarification of mobile-only system protection requirements that impede the identification and licensing of exclusive use channels in trunked systems.

# SPECTRUM SOLUTIONS

## FCC License Application Volume

**EWA processed 7,681 requests for frequency coordination** during 2023 which represents a 9.4% increase in volume for the year.

**EWA also processed 428 public safety applications for frequency coordination** through PSCA (FCCA/IMSA) pursuant to its agreement, which represents 10.6% of the total number of public safety applications certified during 2023.

**EWA prepared 7,595 additional licensing transactions** which include license renewals, applications for special temporary authority, construction notifications and Cevo Pro filings.

800 MHz application volume decreased 30% in 2023 due to spectrum capacity issues in urban areas, fewer conversions from 900 MHz to 800 MHz, and the continued protection of 800 MHz Sprint Vacated spectrum in the southwestern United States for public safety systems which limits business enterprise and SMR activity. In 2024, the FCC rules will permit applications by critical infrastructure in this region. **EWA certified approximately 85% of the 800 MHz applications submitted to the FCC in 2023.**

900 MHz application volume decreased 60% in 2023 due to the licensing freeze which facilitates the band's conversion to broadband. **EWA certifies 100% of the 900 MHz applications submitted to the FCC** which include transition related modifications for incumbents and broadband applications for Anterix.



**EWA 44.6%**  
**WIA 17.2%**  
**UTC 9.5%**  
**MRFAC 8.6%**  
**AAA 8.2%**  
**FIT 7.7%**  
**AAR 4.2%**

# MEMBER SERVICES

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## **EWA Connect**

Facilitates member education and online networking. Discussion groups are open to all members for general industry topics, including licensing, technician training, and general interests.

## **Spectrum Intel™**

Generates sales leads from FCC ULS license and application databases and assists with licensing and spectrum utilization efforts. The capability also provides weekly reports for member-designated market areas.

## **License Bank™**

Provides instant access to official copies of FCC licenses for individual business enterprises and enables employees across multiple offices to have ready access to these spectrum assets without the need for their ULS passwords to be shared.

## **License Management**

EWA manages nearly 30,000 FCC licenses on behalf of business enterprises, wireless sales and service entities and their customers, providing construction verification and renewal services. Management agreements identify responsibilities and FCC registration numbers.

## **Enterprise Wireless Solutions Center™**

This “buyers guide” website provides a complimentary listing for Vendor/Manufacturer members. Subscribers upload cases studies, white papers, and product information.

## **Cevo® and Cevo Go®**

EWA’s FCC license application and frequency coordination portal simplifies the process, enabling customers to instruct EWA to select channels to be certified, or customers may choose the channels they wish to license. Cevo Go is a mobile app that, with a minimum of user-supplied data, generates a list of certified frequencies, shared and exclusive, within minutes.

## **Wireless System Investment Prediction Model**

Users load wireless system technical and capacity data within this EWA proprietary financial algorithm and annual and ten-year cumulative cost estimates are provided for a private internal system, commercial carrier and private carrier system alternatives.

## **Regulatory Forum Teleconferences**

Regulatory Counsel Liz Sachs provides current updates on FCC and industry proposals, and EWA’s responses to impactful initiatives. These teleconferences are held every other Tuesday morning at 11:00 a.m. ET. An agenda and teleconference access instructions are provided to all members in advance. Participation is encouraged.

## **Enterprise Wireless Insider**

EWA’s twice-monthly e-newsletter covers industry and EWA advocacy news, FCC enforcement actions, and “EWA’s Take” on critical developments in the private land mobile industry.

# WIRELESS LEADERSHIP SUMMIT

Members and vendors gathered in St. Louis, Missouri to attend EWA's 2023 Wireless Leadership Summit. Educational sessions were well attended covering a variety of informative topics.

The 2024 Wireless Leadership Conference will be held at the Ft. Worth Hilton, Ft. Worth, Texas from November 12-13. Educational sessions will include, among other topics, LMR innovations, cybersecurity, and succession planning.



*John Self, Mark Crosby, David Patton, Robin Cohen, and Andrea Cumpston*



*Nick Pennance, Lori Henz and Melanie Smith*



*Kirk Alland and Jim Nelson*



*Kevin Hunter, Tom Cooper and Jon Paul Beauchamp*



*Scott Schram, Nick Pennance and Aaron Ferrell*

*The Summit is managed by Elaine Walsh, E Comm International, Tucson, Arizona, [www.ecommint.com](http://www.ecommint.com). Educational sessions are organized by Andrea Cumpston, [andrea.cumpston@enterprisewireless.org](mailto:andrea.cumpston@enterprisewireless.org).*



*Eddie Faith and Perry Vincent*



*Robin Cohen and David Reeves*



*Frank Anderson and Tim Duckworth*



*David Gottlieb, Michelle Roofener and Taheesha Quarells*



*Kevin Sumrell*



*Michael Rosenthal*



*Taber Alderman and David Gottlieb*



*Mark Crosby, Mark Jasin, Nick Pennance, Jon Paul Beauchamp, Tom Wineland and John Rosati*

# Staff



**Robin Cohen**  
*President/CEO*



**Mark Crosby**  
*Chief Strategy Officer*



**Ila Dudley**  
*Associate Vice President*



**Kyle Entz**  
*Vice President,  
Strategic Initiatives*



**Eric Hill**  
*Executive Vice President,  
Operations*



**Bill Mulholland**  
*Chief Financial Officer*

**Liz Bertram** *Advisor, Spectrum Solutions*  
**Andrew Burkholder** *Manager, Spectrum Solutions*  
**Elouisa Cardano** *Manager, Office Administration*  
**Cyndi DeVecchis** *Manager, Spectrum Solutions*  
**Karen Fouchie** *Accounting Manager*  
**Cecilia Hayes** *Director, Spectrum Solutions*  
**Karen Holmes** *Manager, Spectrum Solutions*  
**Carla Hurtubise** *CSC Administrator*  
**Tim Joseph** *Coordinator, Membership & Events*  
**Raghu Kanchi** *Senior Software Engineer*  
**Marty McKinney** *Director, Business Development*  
**Amanda Miller** *Manager, Spectrum Solutions*  
**Carol Pullis** *Advisor, Spectrum Solutions*  
**Ranferi Rabiela** *Senior Manager, IT & Software Engineering*  
**Judy Wilson** *Manager, Member Programs*

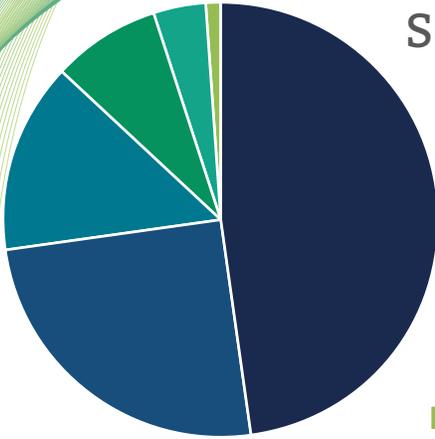
## 2023 Staff Holiday Gathering

*L-R, Back Row Raghu Kanchi, Tim Joseph, Cecilia Hayes, Kyle Entz, Eric Hill, Robin Cohen, Mark Crosby, Judy Wilson, Bill Mulholland and Ranferi Rabiela Bottom Row Karen Holmes, Karen Fouchie, Carol Pullis, Elouisa Cardano, Cyndi DeVecchis, Liz Bertram, Ila Dudley, and Andrea Cumpston Not Pictured Andrew Burkholder, Carla Hurtubise, and Amanda Miller*



# Finances

## Sources of Revenue



**Spectrum Solutions 48%**

**Research and Application Preparation 25%**

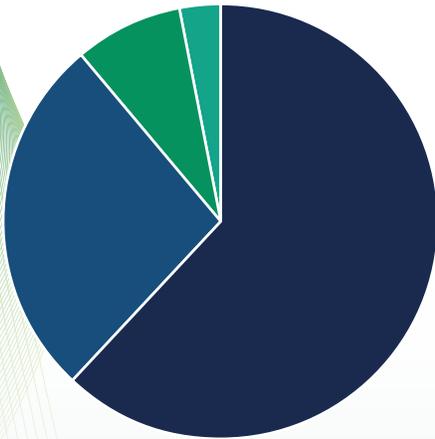
**Membership and Membership Services 14%**

**Education and Management Services 8%**

**Investments 4%**

**EEI Leases 1%**

## Use of Revenues



**Staff and Benefits 62%**

**Operations 27%**

**IT and Infrastructure 8%**

**Operating Surplus 3%**

EWA is organized as a not-for-profit, 501 (c) 6 organization, and engages the firm of Dembo Jones, North Bethesda, Maryland, to conduct an annual audit of its financial activities. Audited financial statements may be obtained by contacting EWA's Accounting Department at 800.482.8282.



## FUNDAMENTAL OBJECTIVES

**distribute** information concerning wireless communications solutions and business, technical and regulatory developments

**maintain** a frequency advisory system designed to supply licensees and applicants with frequency recommendations

**provide** advice on frequency utilization so as to promote spectrum utilization and minimize interference among users

**make** recommendations to the FCC and other governmental agencies on rule making and other matters of interest to the membership

**provide** telecommunications consulting, telecommunications system procurement, design, management, administrative services, data dissemination, and information analysis functions

**assist** users in managing their telecommunications systems and to keep users informed of developments in the telecommunications industry

**provide** spectrum studies and frequency analysis aimed at identifying radio spectrum for establishing new communications systems or offering opportunities for the deployment of advanced technologies

# The EWA-Joseph B. Vestal Endowed Scholarship

Contributions are raised annually that support this endowed scholarship at Old Dominion University, Norfolk, Virginia honoring Joe Vestal, an industry leader, mentor to many and contributor to the American Mobile Telecommunications Association and the Enterprise Wireless Alliance that consolidated operations in 2005.

A single recipient is selected annually that fulfills established award criteria including majoring in Electrical Engineering or Information Systems Management.

## Scholarship Recipients

2024	Adam Wang
2022	Jalon Lynch
2021	Malik Pearson
2020	Jeffrey Boadi
2018	Jeremy Sklute
2017	Akeyvianna Rembert
2017	Jacob Wilson
2015	Jerel Miles
2014	Jakwan Johnson
2013	Chris Bowles

## EWA Sponsored Industry Events

Utilities Broadband Alliance “Plugfest”

Wireless Hall of Fame Awards Ceremony

Motorola “Channel Partner Expo”

National Service Partner Conference

Hytera USA Dealer Conference

### FUNDAMENTAL OBJECTIVES

#### EEI

*increase* the availability and utility of radio spectrum

*pursue* strategic spectrum initiatives



*develop* informational and technical training programs

*distribute* training materials and course content



*promote* professionalism within the service industry

*award* “Certified Service Center” designation to qualified entities

*increase* industry CSC participation



*ensure* sufficient spectrum for Land Mobile Radio Services

*maintain and improve* the Land Mobile Radio Services as a group



Enterprise  
Wireless  
Alliance®



### Emmitsburg Office

17750 Creamery Road  
Suite B-10 South  
Emmitsburg, Maryland 21727



### Herndon Office

13221 Woodland Park Road  
Suite 410  
Herndon, Virginia 20171



@EWA4Spectrum



company/enterprise-wireless-alliance



EnterpriseWirelessAlliance



EnterpriseWirelessAlliance