

Jeffrey J. Milton
11108 S. Glen Rd.
Potomac, MD 20854

(301) 983-3881 • Fax (301) 983-2968

jeffreyjmilton@gmail.com

Legal

Hearing Officer

Present

Student Hearing Office

Office of the State Superintendent of Education

Government of the District of Columbia

- Serves as an impartial due process Hearing Officer for special education in accordance with IDEA

Special Counsel

2008-2009

Braintech, Inc.

McLean, VA

- Supervised labor litigation in Michigan and Vancouver, Canada
- SEC filing 10K, 8K's
- Drafted Employment Agreements and software licensing agreements

Partner

1977 - 1991

Laxalt, Washington; Finley, Kumble, Wagner, Heine,

Underberg, Manley, Myerson & Casey; Danzansky, Dickey, Tydings,

Quint & Gordon (successor law firms)

Washington, D.C.

- Practiced Corporate, Securities, Commodities, Banking, International Trade, Communications, Real Estate, Tax Law and litigation support. Supervised ten attorneys
- International cliental in Germany, Argentina and Nigeria

Chief of Opinions Section, Office of General Counsel

1975 - 1977

Commodities Futures Trading Commission

Washington, D.C.

- Joined CFTC at inception.
- Advised and wrote Legal Opinions for the Commission.
- Wrote appellate briefs for the Office of General Counsel
- Responsible with the General Counsel for advising the Commission on
- Matters arising from Administrative proceedings.
- GS 14.

Assistant Branch Chief and Senior Attorney

1972 - 1975

Real Estate Tax Shelter Branch, Division of Corporation Finance

Securities and Exchange Commission

Washington, D.C.

- Supervised staff of nine lawyers and analysts.
- Reviewed public offerings, 10K reports, proxy material and tax sheltered registrations.
- GS 13

Law Clerk, Honorable J. Walter Yeagley

1970 - 1972

District of Columbia Court of Appeals

Washington, D.C.

- Briefed the judge and wrote over 25 appellate legal opinions for the Judge.
- Published West's Fed. 2nd
- GS 11

Telecom

President, CEO, Director

2002 - 2010

Unity Communications, Inc.

Cabin John, Maryland

- Assembled new management team and commenced a strategy for Unity to become an integrated communications provider offering paging, cellular, local, broadband and long distance on a single bill while downsizing operations.
- Successfully realized operational efficiencies while launching new growth initiatives. Consolidated 12 offices into 6 offices with 100 plus employees.
- Expanded Unity's wireless network through acquisition and expansion into three major new markets while selling off less productive assets in remote markets.
- Developed and launched bundled Wireless Emergency Mass Notification System with product developed and manufactured in Shenzhen, China.
- Implemented VOIP protocol in seven offices and initiated sale of VOIP product in six markets served by New Global Technologies.
- Launched wireline initiative to promote UNE-P, UNE and Voice over DSL products in three states as CLEC in partnership program with Network Telephone Company.
- Revamped back office operations including development of a new billing system.
- Cleaned up the balance sheet through successful settlement and litigation of pending cases and sale of assets including seven year litigation with AT&T.

President, CEO, Director

1999 - 2001

YourTel Telecom Corporation and Synecom Corp

Cabin John,, Maryland

- Founding Chief Executive Officer and Director for emerging provider of integrated local telephone and Internet services to high-end households and small businesses.
- Developed business model combining Internet strategy with next-generation, broadband telephony platform.
- Responsible for raising seed capital.

President, Director and 10% Shareholder

1992 - 1998

Optel Communications, Inc.

McLean, Virginia

- Shareholders sold 80% interest to joint venture partner, Teleglobe, Inc. in April 1998.
- Negotiated joint venture agreement and \$42M secured line of credit with Teleglobe, Inc.
- Operated a high capacity fiber optic submarine cable between New Jersey and Nova Scotia in joint venture with Teleglobe, Inc. Optel's 50% interest in the system capitalized at \$30M. Revenues grew to \$20M plus after 2 ½ years. All secured debt substantially retired.

President, CEO, Director and Shareholder

1989 - 1992

Institutional Communications Company, Inc. ("ICC")/MFS

McLean, Virginia

- Managed successful "turnaround" of insolvent Alternative Local Access Provider losing \$7M a year in 1989 to \$3M positive annual cash flow at time of sale.
- Directed and expanded Sales to \$25M annual revenue at time of sale.
- Completed construction of and operated 100 plus mile fiber optic digital telecommunications network located in the greater Washington D.C. metro area with 55 employees.
- Raised additional equity and secured debt financing for the Company. MFS (now Verizon - MCI) acquired 85% stock interest for \$50M in 1991. Balance of 15% stock interest sold to MCI-WorldCom for \$60M in 1998.

Real Estate Development

CEO, Director, 50% Shareholder

BTS Development Corporation

1979 -2011

Sanibel and Fort Myers, Florida

- Developed The Sanctuary, on Sanibel Island, a 260 unit luxury golf course community with championship golf course and clubhouse. Raised \$5M in equity and developed \$100M plus community with houses to \$2M and 72 condos.
- Acquired The Palms of Monterrey a 412 unit apartment complex for Condo conversion for \$77.7M.
- Developed Westminster Golf Club Community, in Fort Myers, a 650 unit gated community with championship golf course, clubhouse and community center.
- Developed \$15M private island yacht community and a six luxury condominium developments valued \$100M plus. Responsible for raising debt and equity and managing all projects

Golf Club Management

President and Member of Board of Governors

1989 – 1999

The Sanctuary Golf Club

Sanibel, Florida

- Exclusive 353 member club (\$125,000 membership fee). Supervised 60 plus employees with a \$3.5 M operating budget.

Director

Westminster Golf Club

Fort Myers, Florida 1996- 1998

Director

Lakewood Country Club

Rockville, Maryland 2003 - 2006

Banking

Director, Stockholder

1985 - 1987

Merchant Bank of California

Beverly Hills, California

- Member Executive, Loan and Compensation Committees.

Director, Stockholder

1978 - 1981

Hemisphere National Bank and Capital Bank, N.A.

Washington, D.C.

- Member Executive and Loan Committees.

Bar Memberships

**Admitted Maryland (Active) and
DC Bars (Active)**

1972

Education

LL.M. (Taxation)

1975

Georgetown University

Washington, D.C.

JD, top 13%

1971

Washington College of Law, American University

Washington, D.C.

BA, Political Science

1968

Michigan State University

East Lansing, Michigan

Publications

The Resort Condominium - A Treacherous Tax Shelter, The Journal of Real Estate Taxation, Winter 1975

The Rise and Fall of Public Real Estate Tax Shelters, The Journal of Real Estate Taxation, Summer 1975

Federal Securities Aspects of the Resort Condominium, St. John's Law Review, May 1974

Teaching

University of Maryland

Robert H. Smith School of Business
Taxation

2010 - 2011