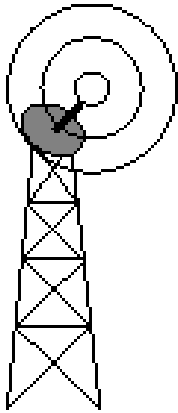


On-Going Information

For on-going informational updates which will be posted as they become available, please check:

www.berksdes.com

and click on the radio tower icon. This will be our permanent repository of information relating to this project.



Specific Questions that need to be answered in advance of planned releases of information should be directed to:

Brian A. Gottschall, CEM
bgottschall@countyofberks.com

Commentary Corner

I know that everyone is on edge and concerned about this project. There have been many requests for information over the last couple months.

As with anything, waiting is the hardest part. Limited information has been available as the contract with our vendor is less than a week old.

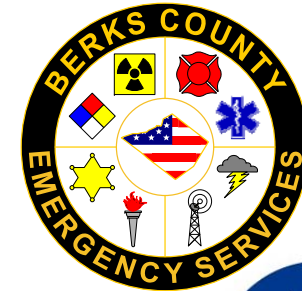
We will do our best to keep information moving out at a rate that is appropriate to the status of the project. It is likely that we will be reaching out to many of you during the site acquisition period to ask you to appear to encourage your local municipalities to help us to move through the land development process smoothly. This portion of the process is where the greatest risk of delay exists.

Please stay tuned for our next update.

Brian

Berks County Public Safety Radio System Update

❖❖❖ Berks County Department of
Emergency Services



MOTOROLA

“A PARTNERSHIP IN PROGRESS”

Volume 1: December 6, 2010

Current Project Status

On November 29, 2010, the County of Berks and Motorola Corp. executed a contract that obligates the County to in excess of \$27 million for radio system construction, and approximately \$15 million over the first 10 years of ownership for maintenance and service.

The services under this contract will begin almost immediately with a project kick-off meeting scheduled for December 15, 2010. As many have observed, the timeline for deployment of this project is very aggressive, but not unreasonable if given the right attention and cooperation.

A project schedule exists. That schedule places completion in the middle of the fourth quarter of 2012. Critical to the success of this project will be cooperation from local governments and property owners during the site development phase.

This additional work, which involves the physical construction of the tower sites and improvements necessary at leased sites, is estimated to cost an additional \$9 million bringing the county's immediate contract obligations to \$36 million estimated.

End User Agency Costs

Responsibility

End user radios will need to be bought in the first quarter of 2012. Responsibility for the cost of portable and mobile hardware will rest with each agency using the radio system. It is the position of the Board of Commissioners that this process will ensure a number of priorities are met:

1. The vendor customer relationship between each agency and Motorola will be maintained. This ensures that each agency will be able to interact with Motorola directly to resolve concerns/ conflicts without the County being a middleman.
2. Each agency can secure hardware of the type and quantity it deems to be necessary to provide services at the level that best meets its constituency. The deployment of communications hardware today is very disparate. There is no reason to believe that it will not be equally so under a new system.
3. It distributes responsibility for the expenses in a way that meets the intent of Pennsylvania law on the provision of public safety services which places local government at the center of the process of determining the level of service necessary, and establishing the mechanism to provide resources for the local emergency services.

Financing

Part of the County's requirement of the vendor is to:

1. **Offer competitive volume driven pricing for end user hardware. This pricing is now established, and will be posted to the radio project website in the near future.**
2. **Offer a financing package that gives guaranteed availability to the end-user agencies for a minimum of 5 years.**

Both of these requirements have been met. The maximum rate any agency will pay for financing is 5%. The term is 60 months. End user agencies will not be required to make any payments until one year after the date of order (this is why it is in our benefit to delay the order as long as possible). When the time is right, Motorola, RMI, and the County will meet individually with each agency to establish their specific needs.