



I am pleased to announce the promotions of Joe Derry and Ralph Thomas of Faulk & Foster Real Estate Inc., effective December 1, 2011. Joe will assume the position of President and Ralph as Senior Vice President.

Joe joined our company in 2005 as a Quality Assurance Manager and has served as our Vice President, Corporate Functions & CFO since 2007. During his tenure, Joe has successfully managed the diversification of our business into new industries and made a positive impact on our corporate culture resulting in a 20% decline in employee turnover. In his new role, Joe will be responsible for running the company's day-to-day functions as well as positioning the company for long-term success. With Joe taking over the role of President, I will transition to the role of Chairman & CEO. If you need to contact Joe directly, please e-mail him at joe.derry@faulkandfoster.com.

Ralph joined our company in 2001 and has served as our Vice President, Operations since that time. Ralph has successfully led the Operations team completing network deployments in over 40 states for multiple Tier 1 and Tier 2 wireless carriers. He also directed the company's activities as we endeavored into new industries, such as Renewable Energy through developing utility-scale Wind and Solar projects throughout the United States. As Senior Vice President, Ralph will continue to spearhead our Operations initiatives while providing strategic support for our company's growth. To contact Ralph, please e-mail him at ralph.thomas@faulkandfoster.com.

Please join me in congratulating Joe and Ralph on their promotions and in wishing them continued success at Faulk & Foster.

John W. Perry, Jr. – Chairman & CEO