

*The Public Utilities Commission of Ohio*  
**TELECOMMUNICATIONS FILING FORM**  
(Effective: 9-2-2015)

This form is intended to be used with most types of required filings. It provides check boxes with rule references for the most common types of filings. It does not replace or supersede Commission rules in any way.

In the Matter of the Application of eNetworks, LLC  
to provide Competitive Telecommunications Service

)  
)  
)  
)

TRF Docket No. 90-

Case No. 16 - 1086 - **TP - ACE**

NOTE: Unless you have reserved a Case #, leave the "Case No" fields  
BLANK.

Name of Registrant(s) eNetworks, LLC

DBA(s) of Registrant(s)

Address of Registrant(s) One Mallard Pointe, 11020 David Taylor Drive, Suite 103, Charlotte, NC 28262

Company Web Address <http://essentia-inc.com>

Regulatory Contact Person(s) Gina Lawrence

Phone 704.658.3787

Fax 704.230.1172

Regulatory Contact Person's Email Address [gina.lawrence@essentia-inc.com](mailto:gina.lawrence@essentia-inc.com)

Contact Person for Annual Report Gina Lawrence

Phone 704.658.3787

Address (if different from above)

Consumer Contact Information Gina Lawrence

Phone 704.658.3787

Address (if different from above)

Motion for protective order included with filing? ☒ Yes ☐ No

Motion for waiver(s) filed affecting this case? ☐ Yes ☒ No [Note: Waivers may toll any automatic timeframe.]

**Notes:**

Section I and II are Pursuant to Chapter 4901:1-6 OAC.

Section III – Carrier to Carrier is Pursuant to 4901:1-7 OAC, and Wireless is Pursuant to 4901:1-6-24 OAC.

Section IV – Attestation.

(1) Indicate the Carrier Type and the reason for submitting this form by checking the boxes below.

(2) For requirements for various applications, see the identified section of Ohio Administrative Code Section 4901 and/or the supplemental application form noted.

(3) Information regarding the number of copies required by the Commission may be obtained from the Commission's web site at [www.puco.ohio.gov](http://www.puco.ohio.gov) under the docketing information system section, by calling the docketing division at 614-466-4095, or by visiting the docketing division at the offices of the Commission.

(4) An Incumbent Local Exchange Carrier (ILEC) offering basic local exchange service (BLES) outside its traditional service area should choose CLEC designation when proposing to offer BLES outside its traditional service area or when proposing to make changes to that service.

**All Filings that result in a change to one or more tariff pages require, at a minimum, the following exhibits:**

Exhibit	Description:
A	The tariff pages subject to the proposed change(s) as they exist before the change(s)
B	The Tariff pages subject to the proposed change(s), reflecting the change, with the change(s) marked in the right margin.
C	A short description of the nature of the change(s), the intent of the change(s), and the customers affected.
D	A copy of the notice provided to customers, along with an affidavit that the notice was provided according to the applicable rule(s).

## Section I – Part I - Common Filings

<b>Carrier Type</b> <input type="checkbox"/> Other (explain below)	<b>For Profit ILEC</b>	<b>Not For Profit ILEC</b>	<b>CLEC</b>
Change terms & conditions of existing BLES	<input type="checkbox"/> ATA <u>1-6-14(H)</u> (Auto 30 days)	<input type="checkbox"/> ATA <u>1-6-14(H)</u> (Auto 30 days)	<input type="checkbox"/> ATA <u>1-6-14(H)</u> (Auto 30 days)
Introduce non-recurring charge, surcharge, or fee to BLES			<input type="checkbox"/> ATA <u>1-6-14(H)</u> (Auto 30 days)
Introduce or Increase Late Payment	<input type="checkbox"/> ATA <u>1-6-14(I)</u> (Auto 30 days)	<input type="checkbox"/> ATA <u>1-6-14(I)</u> (Auto 30 days)	<input type="checkbox"/> ATA <u>1-6-14(I)</u> (Auto 30 days)
Revisions to BLES Cap.	<input type="checkbox"/> ZTA <u>1-6-14(F)</u> (0 day Notice)		
Introduce BLES or expand local service area (calling area)	<input type="checkbox"/> ZTA <u>1-6-14(H)</u> (0 day Notice)	<input type="checkbox"/> ZTA <u>1-6-14(H)</u> (0 day Notice)	<input type="checkbox"/> ZTA <u>1-6-14(H)</u> (0 day Notice)
Notice of no obligation to construct facilities and provide BLES	<input type="checkbox"/> ZTA <u>1-6-27(C)</u> (0 day Notice)	<input type="checkbox"/> ZTA <u>1-6-27(C)</u> (0 day Notice)	
Change BLES Rates	<input type="checkbox"/> TRF <u>1-6-14(F)</u> (0 day Notice)	<input type="checkbox"/> TRF <u>1-6-14(F)(4)</u> (0 day Notice)	<input type="checkbox"/> TRF <u>1-6-14(G)</u> (0 day Notice)
To obtain BLES pricing flexibility	<input type="checkbox"/> BLS <u>1-6-14(C)(1)(c)</u> (Auto 30 days)		
Change in boundary	<input type="checkbox"/> ACB <u>1-6-32</u> (Auto 14 days)	<input type="checkbox"/> ACB <u>1-6-32</u> (Auto 14 days)	
Expand service operation area			<input type="checkbox"/> TRF <u>1-6-08(G)</u> (0 day)
BLES withdrawal			<input type="checkbox"/> ZTA <u>1-6-25(B)</u> (0 day Notice)
<b>Other*</b> (explain)			

## Section I – Part II – Customer Notification Offerings Pursuant to Chapter 4901:1-6-7 OAC

<b>Type of Notice</b>	<b>Direct Mail</b>	<b>Bill Insert</b>	<b>Bill Notation</b>	<b>Electronic Mail</b>
<input type="checkbox"/> 15-day Notice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> 30-day Notice	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Date Notice Sent:</b>				

## Section I – Part III –IOS Offerings Pursuant to Chapter 4901:1-6-22 OAC

<b>IOS</b>	<b>Introduce New</b>	<b>Tariff Change</b>	<b>Price Change</b>	<b>Withdraw</b>
<input type="checkbox"/> IOS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Section II – Part I – Carrier Certification - Pursuant to Chapter 4901:1-6-08, 09 & 10 OAC

Certification	ILEC (Out of territory)	CLEC	Telecommunications Service Provider Not Offering Local	CESTC	CETC
* See Supplemental form	<input type="checkbox"/> ACE <u>1-6-08</u> * (Auto 30- day)	<input type="checkbox"/> ACE <u>1-6-08</u> *(Auto 30 day)	<input checked="" type="checkbox"/> ACE <u>1-6-08</u> *(Auto 30 day)	<input type="checkbox"/> ACE <u>1-6-10</u> (Auto 30 day)	<input type="checkbox"/> UNC <u>1-6-09</u> *(Non-Auto)

\*Supplemental Certification forms can be found on the Commission Web Page.

## Section II – Part II – Certificate Status & Procedural

Certificate Status	ILEC	CLEC	Telecommunications Service Provider Not Offering Local
Abandon all Services		<input type="checkbox"/> ABN <u>1-6-26</u> (Auto 30 days)	<input type="checkbox"/> ABN <u>1-6-26</u> (Auto 30 days)
Change of Official Name *	<input type="checkbox"/> ACN <u>1-6-29(B)</u> (Auto 30 days)	<input type="checkbox"/> ACN <u>1-6-29(B)</u> (Auto 30 days)	<input type="checkbox"/> CIO <u>1-6-29(C)</u> (0 day Notice)
Change in Ownership *	<input type="checkbox"/> ACO <u>1-6-29(E)</u> (Auto 30 days)	<input type="checkbox"/> ACO <u>1-6-29(E)</u> (Auto 30 days)	<input type="checkbox"/> CIO <u>1-6-29(C)</u> (0 day Notice)
Merger *	<input type="checkbox"/> AMT <u>1-6-29(E)</u> (Auto 30 days)	<input type="checkbox"/> AMT <u>1-6-29(E)</u> (Auto 30 days)	<input type="checkbox"/> CIO <u>1-6-29(C)</u> (0 day Notice)
Transfer a Certificate *	<input type="checkbox"/> ATC <u>1-6-29(B)</u> (Auto 30 days)	<input type="checkbox"/> ATC <u>1-6-29(B)</u> (Auto 30 days)	<input type="checkbox"/> CIO <u>1-6-29(C)</u> (0 day Notice)
Transaction for transfer or lease of property, plant or business *	<input type="checkbox"/> ATR <u>1-6-29(B)</u> (Auto 30 days)	<input type="checkbox"/> ATR <u>1-6-29(B)</u> (Auto 30 days)	<input type="checkbox"/> CIO <u>1-6-29(C)</u> (0 day Notice)

\* Other exhibits may be required under the applicable rule(s). ACN, ACO, AMT, ATC, ATR and CIO applications see the 4901:1-6-29 Filing Requirements on the Commission's Web Page for a complete list of exhibits.

## Section III – Carrier to Carrier (Pursuant to 4901:1-7), and Wireless (Pursuant to 4901:1-6-24)

Carrier to Carrier	ILEC	CLEC
Interconnection agreement, or amendment to an approved agreement	<input type="checkbox"/> NAG <u>1-7-07</u> (Auto 90 day)	<input type="checkbox"/> NAG <u>1-7-07</u> (Auto 90 day)
Request for Arbitration	<input type="checkbox"/> ARB <u>1-7-09</u> (Non-Auto)	<input type="checkbox"/> ARB <u>1-7-09</u> (Non-Auto)
Introduce or change c-t-c service tariffs,	<input type="checkbox"/> ATA <u>1-7-14</u> (Auto 30 days)	<input type="checkbox"/> ATA <u>1-7-14</u> (Auto 30 days)
Request rural carrier exemption, rural carrier suspension or modification	<input type="checkbox"/> UNC <u>1-7-04 or 05</u> (Non-Auto)	
Changes in rates, terms & conditions to Pole Attachment, Conduit Occupancy and Rights- of-Way.	<input type="checkbox"/> ATA <u>1-3-04</u> (Auto 30 days)	
<b>Wireless Providers</b> See <u>4901:1-6-24</u>	<input type="checkbox"/> RCC [Registration & Change in Operations] (0 day)	<input type="checkbox"/> NAG [Interconnection Agreement or Amendment] (Auto 90 days)



## Section IV. – Attestation

Registrant hereby attests to its compliance with pertinent entries and orders issued by the Commission.

### AFFIDAVIT *Compliance with Commission Rules*

I am an officer/agent of the applicant corporation, , and am authorized to make this statement on its behalf.

(Name) \_\_\_\_\_

Please Check ALL that apply:

☐ I attest that these tariffs comply with all applicable rules for the state of Ohio. I understand that tariff notification filings do not imply Commission approval and that the Commission's rules as modified and clarified from time to time, supersede any contradictory provisions in our tariff. We will fully comply with the rules of the state of Ohio and understand that noncompliance can result in various penalties, including the suspension of our certificate to operate within the state of Ohio.

☐ I attest that customer notices accompanying this filing form were sent to affected customers, as specified in Section II, in accordance with Rule 4901:1-6-7, Ohio Administrative Code.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on  
(Date) \_\_\_\_\_

at (Location) \_\_\_\_\_

\*Signature and  
Title \_\_\_\_\_

Date \_\_\_\_\_

*\*This affidavit is required for every tariff-affecting filing. It may be signed by counsel or an officer of the applicant, or an authorized agent of the applicant.*

### VERIFICATION

Gina Lawrence

I, , verify that I have utilized the Telecommunications Filing Form for most proceedings provided by the Commission and that all of the information submitted here, and all additional information submitted in connection with this case, is true and correct to the best of my knowledge.

\*Signature and  
Title \_\_\_\_\_

Date \_\_\_\_\_

5/12/16

*\*Verification is required for every filing. It may be signed by counsel or an officer of the applicant, or an authorized agent of the applicant.*

File document electronically as directed in case number 06-900-AU-WVR  
or

Send your completed Application Form, including all required attachments as well as the required number of copies, to:

Public Utilities Commission of Ohio  
Attention: Docketing Division  
180 East Broad Street, Columbus, OH 43215-3793

*The Public Utilities Commission of Ohio*  
**TELECOMMUNICATIONS RETAIL SERVICE OFFERING FORM**  
**For Non-BLES Carriers**

Per the Commission's 01/19/2011 "Implementation Order" in Case No. 10-1010-TP-ORD  
(Effective: 01/20/2011)

Company Name eNetworks, LLC

Company Address One Mallard Pointe, 11020 David Taylor Drive, Suite 103, Charlotte, NC 28262

Company Web Address http://essentia-inc.com

Regulatory Contact Person Gina Lawrence Phone 704.658.3787 Fax 704.230.1172

Regulatory Contact Person's Email Address gina.lawrence@essentia-inc.com

Contact Person for Annual Report Gina Lawrence Phone 704.658.3787 Fax 704.230.1172

Consumer Contact Information Gina Lawrence Phone 704.658.3787 Fax 704.230.1172

TRF Docket No. -TP-TRF

**I. Company Type (Check all applicable):**

☐ Non-BLES CLEC    ☐ IXC    ☒ Other (explain) competitive telecommunications service

**II. Services offered (Check all applicable):**

☐ Toll services (intrastate)

☐ Local Exchange Service (i.e., residential or business bundles)

☒ Other (explain) eNetworks, LLC is a backhaul and competitive access service provider.

**III. Tariffed Provisions/Services (To the extent offered, check all applicable and attach tariff pages):**

☐ Toll Presubscription

☐ Intrastate Special and Switched Access Services to Carriers (facilities-based local carriers only)\*

☐ N-1-1 Service

☐ Pole Attachment and Conduit Occupancy

☐ Pay Telephone Access Lines

☐ Inmate Operator Service

☐ Telephone Relay Service

\*Access service tariffs shall be maintained separately and are subject to the Commission's carrier-to-carrier rules found in Chapter 4901:1-7, Ohio Administrative Code.

**Part IV. – Attestation**

**Carrier hereby attests to its compliance with pertinent entries and orders issued by the Commission.**

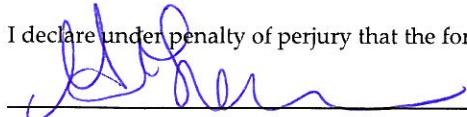
Gina Lawrence

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I am an officer/agent of the carrier/telephone company, eNetworks, LLC, and am authorized to make statements on it behalf.  
(Name)

I understand that Telephone companies have certain responsibilities to its customers under the Telecommunications Rules (Ohio Adm. Code 4901:1-6). These responsibilities include: warm line service; not committing unfair or deceptive acts and practices; truth in billing requirements; and slamming and preferred carrier freeze requirements. We will comply with the rules of the state of Ohio and understand that non-compliance can result in various penalties, including the suspension of our certificate to operate within the state of Ohio.

I declare under penalty of perjury that the foregoing is true and correct.

  
\_\_\_\_\_  
(Signature and Title)

5/12/10  
\_\_\_\_\_  
(Date)

**The Public Utilities Commission of Ohio**  
**TELECOMMUNICATIONS SUPPLEMENTAL APPLICATION FORM**  
**for CARRIER CERTIFICATION**

(Effective: 01/20/2011)

(Pursuant to Case No. 10-1010-TP-ORD)

NOTE: This SUPPLEMENTAL form must be used WITH the  
TELECOMMUNICATIONS FILING FORM for ROUTINE PROCEEDINGS.

In the Matter of the Application of eNetworks, LLC  
to provide Competitive Telecommunications Services in Ohio

Case No. 16 - 1085 - **TP** - ACE

Name of Registrant(s) eNetworks, LLC

DBA(s) of Registrant(s) \_\_\_\_\_

Address of Registrant(s) One Mallard Pointe, 11020 David Taylor Drive, Suite 103, Charlotte, NC 28262

Motion for protective order included with filing? ☒ Yes ☐ No

Motion for waiver(s) filed affecting this case? ☐ Yes ☒ No [Note: waiver(s) tolls any automatic timeframe]

**List of Required Exhibits**

**Tariffs: (Include all that apply)**

☐ Interexchange Tariff

☐ Local Tariff

☐ CESTC Tariff

☐ Carrier-to-Carrier (Access) Tariff

**Description of Services**

NOTE: All Facilities-Based carriers must file an Access Tariff

☐ Service provisioned via Resale

☐ Service provisioned via Facilities

☒ Both Resold and Facilities-based

☒ Description of Proposed Services

☒ Statement about the provision of  
CTS services

☒ Description of the general  
geographic area served

☒ Explanation of how the proposed  
services in the proposed market  
area are in the public interest.

☒ Description of the class of customers (e.g., residence, business) that the  
applicant intends to serve

**Business Requirements**

**Evidence of Registration with:** ☒ Ohio Department of Taxation

☒ Ohio Secretary of State<sup>1</sup> &  
Certificate of Good Standing

**Documentation attesting to the applicant's financial viability, including the following:**

☒ An executive Summary describing the applicant's current financial condition, liquidity, and capital resources. Describe internally generated sources of cash and external funds available to support the applicant's operations that are the subject of this certification application.

☒ Copy of financial statements (actual and pro forma income statement and a balance sheet). Indicate if financial statements are based on a certain geographical area(s) or information in other jurisdictions

☒ Documentation to support the applicant's cash and funding sources.

**Documentation attesting to the applicant's managerial ability and corporate structure, including the following:**

☒ Documentation attesting to the applicant's technical and managerial expertise relative to the proposed service offering(s) and proposed service area

☒ List of names, addresses, and phone numbers of officers and directors, or partners.

☒ Documentation indicating the applicant's corporate structure and ownership

☒ Information regarding any similar operations in other states.

If this company has been previously certified in the State of Ohio, include that certification number \_\_\_\_\_

☒ Verification that the applicant will follow federal communications commission (FCC) accounting requirements, if applicable.

<sup>1</sup> Certification from Ohio Secretary of State (domestic or foreign corporation, authorized use of fictitious name, etc.), and Certificate of Good Standing is required.

**Documentation attesting to the applicant's proposed interactions with other Carriers**

- ☐ Explanation as to whether rates are derived through (check all applicable):
- ☐ interconnection agreement ☐ retail tariffs ☐ resale tariffs
- ☐ Explanation as to which service areas company currently has an approved interconnection or resale agreement.
- ☐ A notarized affidavit accompanied by bona fide letters requesting negotiation pursuant to Sections 251 and 252 of the Telecommunications Act of 1996 and a proposed timeline for construction, interconnection, and offering of services to end users.

**Documentation attesting to the applicant's proposed interactions with Customers**

- ☒ A sample copy of the customer bill and disconnection notice the applicant plans to utilize.
- ☐ Provide a copy of any customer application form required in order to establish residential service, if applicable.
- ☐ For CLECs, List of Ohio ILEC Exchanges the applicant intends to serve  
(Use spreadsheet from: [http://www.puc.state.oh.us/puco/forms/form.cfm?doc\\_id=357](http://www.puc.state.oh.us/puco/forms/form.cfm?doc_id=357))
- ☐ If Mirroring the entire ILEC local service areas, tariffs may incorporate by reference. If not mirroring the entire ILEC local exchange areas, the CLEC shall specifically define its local service areas in the tariff.

**Affidavit**

I am an authorized representative of the applicant corporation Gina Lawrence  
(Name)

and I am authorized to make this statement on its behalf. I attest that I have utilized the Telecommunications Supplemental Application Form for Carrier Certification provided by the Commission, and that all of the information submitted here, and all additional information submitted in connection with this case, is true and correct.

Executed on

5/12/14

at

Charlotte, NC

(Signature and Title)

[Signature] CFO

(Date)

5/12/14



**BEFORE  
THE PUBLIC UTILITIES COMMISSION OF OHIO**

In the Matter of the Application of eNetworks,	)	
LLC's Application to provide Competitive	)	Case No. 16-1085-TP-ACE
Telecommunications Service in Ohio	)	
	)	
	)	

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**ADDENDUM TO eNETWORK, LLC'S TELECOMMUNICATIONS  
SUPPLEMENTAL APPLICATION FORM FOR CARRIER CERTIFICATIONS**

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**I. DESCRIPTION OF SERVICES**

Applicant eNetworks, LLC ("eNetworks" or "Applicant") requests authority to provide competitive telecommunications service throughout the State of Ohio. Applicant intends to offer leases on mobile infrastructure (primarily dark fiber and metro cell nodes) to mobility companies (Verizon Wireless, AT&T, Sprint, and T-Mobile) on a "build to suit" basis. The location of these projects will depend on the demand growth of the carriers' networks for data, device, and population growth. Thus, the fiber and node locations are not dependent upon traditional exchange boundaries and will be directed primarily by the mobile carriers. The carriers will typically own the equipment and the data and eNetworks will be providing fiber and node leasing services to mobile in that is not dependent upon traditional exchange boundaries.

Applicant proposes to deploy fiber and outdoor metro cell nodes at the direction of the mobility carriers (Verizon Wireless, AT&T, Sprint, and T-Mobile). A metro cell node is comprised of equipment and an antenna most typically mounted on or near a utility pole or light pole. Over 20,000 nodes have been deployed across the United States (though not by Applicant). The footprint of a node is typically far, far less intrusive to a municipality than that of a

traditional macro cell (i.e., cell tower). Applicant may rely on existing facilities (e.g., leased fiber, utility pole owner attachment agreements, etc.) to deploy its network in some cases. Applicant will also construct its own facilities in many cases. Applicant may also provide competitive access service to sophisticated end users.

Providing the foregoing services is in the public interest because it will expand the reliability and breadth of telecommunications options available in Ohio.

## **II. BUSINESS REQUIREMENTS**

The Ohio Secretary of State certificate of registration and certificate of good standing for eNetworks are attached hereto as Exhibit A. Attached as Exhibit B is proof of eNetworks' registration with the Ohio Department of Taxation via the Ohio Business Gateway.

## **III. FINANCIAL VIABILITY**

Applicant is a newly formed company and does not yet possess certified financial statements. Thus, attached as Exhibit C are eNetworks' projected financial statements, as well as the audited financial statements for eNetworks' affiliate, Essentia, Inc. ("Essentia"). Essentia intends to provide all necessary startup capital to Applicant.

## **IV. MANAGERIAL ABILITY AND CORPORATE STRUCTURE**

Exhibit D, attached hereto, describes eNetworks' corporate structure, history, and managerial experience.

Kentucky recently certified eNetworks to provide telecommunications services in that state under utility identification number 5057460. eNetworks has applied for authorization to offer telecommunications services in Georgia, Wisconsin, Tennessee, Maryland, Pennsylvania, and Virginia, which applications are currently pending. eNetworks intends to file applications in numerous other states in the coming months. Applicant will follow all federal communications commission (FCC) accounting requirements as applicable.

**V. PROPOSED INTERACTIONS WITH OTHER CARRIERS**

eNetworks does not propose to offer switched services or enter into interconnection agreements as it will be providing backhaul-type services and competitive access service.

**VI. PROPOSED INTERACTIONS WITH CUSTOMERS**

eNetworks intends to deal only with other telecommunications carriers and with sophisticated business customers on an individual case basis. It will therefore tailor its billing and any disconnection notices to the particular contractual requirements of the customer. Notice periods and other requirements will be specified in the relevant contracts.

Respectfully submitted,

/s/ Richard R. Parsons

Michael D. Dortch (0043897)

Richard R. Parsons (0082270)

KRAVITZ, BROWN, & DORTCH, LLC

65 East State Street, Suite 200

Columbus, Ohio 43215

Tel: (614) 464-2000

Fax: (614) 464-2002

E-mail: [mdortch@kravitzllc.com](mailto:mdortch@kravitzllc.com)

ATTORNEYS FOR eNETWORKS, LLC



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
04/15/2016	201610502072	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	99.00	0.00	0.00	0.00	0.00

**Receipt**

This is not a bill. Please do not remit payment.

GINA LAWRENCE  
11020 DAVID TAYLOR DRIVE  
SUITE 103  
CHARLOTTE, NC 28262

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted  
3891123

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**ENETWORKS LLC**

and, that said business records show the filing and recording of:

Document(s)

**REGISTRATION OF FOREIGN FOR PROFIT LLC**

Effective Date: 04/12/2016

Document No(s):

**201610502072**



United States of America  
State of Ohio  
Office of the Secretary of State

Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio this  
15th day of April, A.D. 2016.

Ohio Secretary of State





Form 533B Prescribed by:

**JON HUSTED**  
OHIO SECRETARY OF STATEToll Free: (877) SOS-FILE (877-767-3453)  
Central Ohio: (614) 466-3910www.OhioSecretaryofState.gov  
busserv@OhioSecretaryofState.gov

File online or for more information: www.OHBusinessCentral.com

Mail this form to one of the following:

Regular Filing (non expedite)  
P.O. Box 670  
Columbus, OH 43216Expedite Filing (Two business day processing time.  
Require an additional \$100.00)P.O. Box 1390  
Columbus, OH 43216**Registration of a Foreign  
Limited Liability Company****Filing Fee: \$99****Form Must Be Typed**

2016 APR 12 AM 9:25

**CHECK ONLY ONE (1) BOX**

- (1)
- ☒
- Registration of a Foreign For-Profit Limited
- 
- Liability Company
- 
- (106-LFA)
- 
- ORC 1705

Jurisdiction of Formation Date of Formation 

- (2)
- ☐
- Registration of a Foreign Nonprofit
- 
- Limited Liability Company
- 
- (106-LFA)
- 
- ORC 1705

Jurisdiction of Formation Date of Formation 

Name of Limited Liability Company in its jurisdiction of formation

Name under which the foreign limited liability company desires to transact business in Ohio (if different from its name in its jurisdiction of formation) is:

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "Ltd.," or "Ltd"

The address to which interested persons may direct requests for copies of the limited liability company's operating agreement, bylaws, or other charter documents of the company is:

Name

Mailing Address

City

State

ZIP Code

The limited liability company hereby appoints the following as its agent upon whom process against the limited liability company may be served in the state of Ohio. The name and complete address of the agent is

Business Filings Incorporated

Name

4400 EASTON COMMONS WAY SUITE 125

Mailing Address

COLUMBUS

City

Ohio

State

43219

ZIP Code

The limited liability company irrevocably consents to service of process on the agent listed above as long as the authority of the agent continues, and to service of process upon the Ohio Secretary of State if:

- a. an agent is not appointed, or
- b. an agent is appointed but the authority of that agent has been revoked, or
- c. the agent cannot be found or served after the exercise of reasonable diligence.

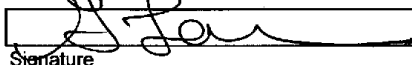
By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

**Required**

Must be signed by an authorized representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

  
Signature

By (if applicable)

GINA LAWRENCE

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

UNITED STATES OF AMERICA  
STATE OF OHIO  
OFFICE OF THE SECRETARY OF STATE

*I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show ENETWORKS LLC, a Delaware For Profit Limited Liability Company, Registration Number 3891123, filed on April 12, 2016, is currently in FULL FORCE AND EFFECT upon the records of this office.*



*Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio  
this 9th day of May, A.D. 2016.*

*Jon Husted*

**Ohio Secretary of State**

**Validation Number: 201613001484**

**Administration - User and Access Management** EXHIBIT B**eNetworks, LLC**

Company ID : \*\*\*\*\*6172

**— Company Information****FEIN :** 81-2036172**Legal Name :** eNetworks, LLC**Corporate Name :****Trade(DBA) Name :****Contact First Name :** Gina**Contact Last Name :** Lawrence**Contact Phone :** (704) -658-3787**Email Address :** gina.lawrence@essentia-inc.com**Service Provider / Representative ID :**

Click 'Edit' to generate an ID.

If your company acts as a service provider to or representative of other companies (e.g. CPAs, attorneys, payroll companies), an ID enables another company to grant your company permission to create and submit OBG transactions on their behalf.

**— User Information**

User Name	Job Title	Email	Phone	Active	Admin	Edit User
Parsons, Richard	Attorney	rparsons@kravitzllc.com	(614) -464-2000	Y	Y	

[Add User](#)**— Pending Users Information**

Name	Job Title	Email	Phone	Approve User	Reject User
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**— Group (Shared Access) Administration****+ System Default Groups**

Group Name	Service Provider / Representative Access	Edit Group
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[Create Group](#)**— My Information****First Name :** Gina**Last Name :** Lawrence**Job Title :** CFO**Phone Number :** (704) -658-3787**Email :** gina.lawrence@essentia-inc.com**Username :** enetworks**Username Tracking Number :** 929803**— My Access**



Administrator (formerly Primary User)

**EXHIBIT C**

**PROJECTED FINANCIAL STATEMENTS OF APPLICANT**

**AND**

**AUDITED FINANCIAL STATEMENTS OF APPLICANT'S AFFILIATE ESSENTIA,  
INC. FOR FISCAL YEARS 2013-2015 AND PROJECTED PROFIT AND LOSS  
STATEMENT FOR FISCAL YEAR 2016**

**CONFIDENTIAL TREATMENT REQUESTED**

**FILED UNDER SEAL**

## **EXHIBIT “D”**

### **OVERVIEW OF APPLICANT’S MANAGEMENT TEAM**

The following is an overview of projects and experience undertaken, overseen, and performed by the members and officers of Applicant, through their companies Essentia, Inc. and Essentia’s predecessor Utilipath, LLC. Their individual resumes and experience are attached hereto.

#### **Corporate History**

Utilipath, LLC was founded in 2003 by Baxter M. Hayes, III, Jarrod T. Hayes and Baxter M. Hayes, Jr.<sup>1</sup> The Company grew quickly to become a leading provider of construction services in the large and rapidly growing \$25 billion telecommunications infrastructure services segment. The Company’s services enable telecommunication, cable TV and utility providers to expeditiously and cost effectively deploy and maintain leading edge networks that can support the rapidly growing demand for high-speed broadband services. The Company serves many prominent customers, including AT&T, Frontier Communications, CenturyLink, Verizon Communications, and Qwest Communications, as well as independent telephone companies, among others. Led by an experienced and deep management team, the Company demonstrated an impressive record of controlled, organic revenue and earnings growth. Utilipath was named to the Inc. 5000 list on two occasions, the Charlotte Business Journal “Fast 50” three times, and Business North Carolina’s NC Mid-Market FAST 40.

The Company consisted of two divisions:

- ***Outside Plant Infrastructure Services (“OSP”)*** – Utilipath’s OSP infrastructure services division primarily deploys outside plant network infrastructure and cabling for telecommunication service providers. For the year ending December 31, 2012, Utilipath’s projected revenue and adjusted EBITDA for its OSP division is approximately \$29,423,269 and \$3,931,217, respectively.
- ***Enterprise and Carrier Network Services (“Network Services”)*** – The Network Services division primarily deploys infrastructure, cabling, and equipment in telco rooms, offices, equipment rooms, data centers, headend/hub sites, central offices and other environments. For the year ending December 31, 2012, Utilipath’s projected revenue and adjusted EBITDA for its Enterprise and Carrier Network Services division is approximately \$8,008,263 and \$2,261,053 million, respectively.

In August of 2013 the **OSP** division was sold in a \$20 million transaction and the Network Services division became Essentia. Essentia is owned by Baxter M. Hayes, III and Jarrod T. Hayes. Each of the owners manage Essentia through their management companies, Telecommunication Strategies Consultants, LLC and Project Management and Design Services, LLC.

In 2016, eNetworks, LLC was formed. eNetworks, LLC is owned by Telecommunication Strategies Consultants, LLC and Project Management and Design Services, LLC and it is managed by co-CEOs, Baxter M. Hayes, III and Jarrod T. Hayes.

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<sup>1</sup> Mr. Hayes, Jr. is not part of eNetworks or Essentia.

## **Experience Overview**

- Successful OSP projects completed in 42 of 50 U. S. states
- Turf Master Contractor for top 6 of 6 largest US Telco's - Verizon, AT&T, Frontier, CenturyLink Windstream, Level 3
- Uphold key, long-term relationships with Permit Authorities across the Southeast.
- Twice rated 1 of the 40 fastest growing midsize companies in NC
- Achieved close to \$35 million in annual sales
- 1/4 Billion in OSP projects completed
- Individual Fiber Projects up to 50 million in Size.
- Including Turnkey Fiber Projects for Verizon and AT&T.
- Averaged 330 in-house employees.
- Received Inc. Magazine's Higher Power Awards for hiring 100+ employees in a single year
- True turnkey capability with in-house resources across the 90% that really matters – engineering, permitting, and construction
- Small Cell past performance in approximately 6 cities and growing
- 9 out of 10 average Customer Satisfaction rating

## **Capabilities**

- **New Network Builds**
  - Construct new network builds which encompass long-haul, private fiber, and cell front haul/backhaul.
- **Routine Maintenance**
  - Routine maintenance on existing networks. Typical maintenance assignments would include replacing and/or repairing damaged facilities, or relocating facilities due to a road move or other change.
- **Building Entrances**
  - Construction of building entrance pathways both indoor and outdoor.
  - Single-site to national rollouts for carriers, commercial customers and government agencies, including “meetme” point and specifications engineering with all major carriers.
- **Site Acquisition & Engineering**
  - Feasibility Studies
  - Small Cell Specific Performance Analysis
  - Right-of-Way Permitting / Attachment Rights
  - Fiber and Power CAD Design
  - Staging
- **Furnish, Installation, & Testing**
  - Site Prep
  - Node Construction
  - Aerial & Underground Fiber



- PIM/Sweep Testing, Commissioning & Optimization
- **Support & Maintain**
  - Dedicated PMO
  - Field Personnel for Maintenance & Emergency Response
  - Cable Plant Protection Programs

## **Project Experience Details**

### **AT&T Master Contract – Northern KY**

- 3 Years-all underground and aerial non-union construction
- Covering 20 Counties
- Including Louisville and Frankfurt Metros
- \$9 Million Total Contract Value
- 50 dedicated in-house Employees
- 4 Offices
- Louisville, Danville, Lawrenceburg, Winchester
- Contract Attributes
- 60 Days to:
  - Hire 50 employees
  - Open 4 offices,
  - Purchase \$3 million in equipment.
- Includes fiber and copper, pole lines, conduit, Remote Terminal Construction, fiber-to-the-business/tower/node, rock, emergency restoration and storm restoration, bridge attachments, housing subdivisions, etc.

### **Verizon/Frontier Master Contract – Western NC**

- 7 Year Contract- (extended and re-won multiple times)
- Covering all GTE assets in Western NC.
- \$21 Million Total Contract Value
- Up to 25 *dedicated in-house Employees*
- 2 Offices
- *Underground and Aerial* construction
- Plowing, directional boring, setting poles
- and anchors
- Cable placement for cellular towers, subdivisions, neighborhoods, business parks, and general growth
- Extensive flushing and replacement of underground conduit systems throughout the metropolitan area
- Contract Attributes
  - 8 million ft of drops over length of contract
  - Took over a troubled area that had been fined \$380K by the PUC, turned area around and didn't miss a drop date for two years

- Very challenging mountainous environment characterized by rock and extremely long travel distances between projects.
- Experienced numerous renewals for Frontier after they bought the assets from Verizon, eventually awarded South Carolina based on contract performance

#### **Windstream Master Contract – Central NC**

- 3 Year Contract
- Covering Central North Carolina
- \$64 Million Total Contract Value
- 60 *dedicated in-house Employees*
- 2 Offices
- Contract Attributes
- Procurement and Construction of all aerial and underground construction for Windstream in central North Carolina.
- Project required procurement and management
- \$2 million in material,
- \$3 million in working capital
- \$3 million in equipment.

#### **Qwest Long- Haul Construction - Eastern, US**

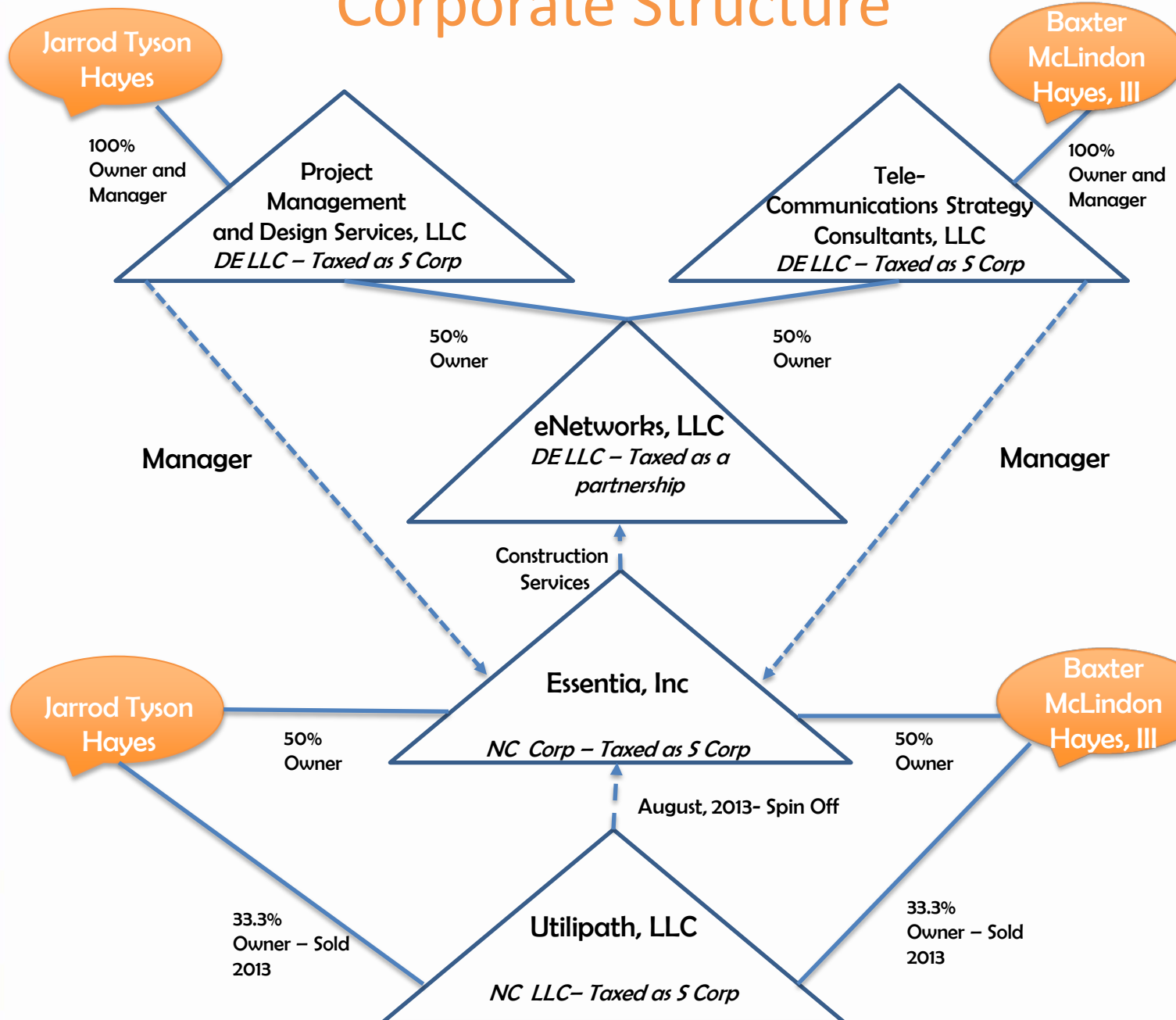
- *Underground and aerial* Fiber construction projects
- 500 Miles of Fiber
- \$25 Million Total Contract Value
- Up to 40 *dedicated in-house Employees*
- 10 Temporary Offices in Strategic Geographic Locations
- Reputation:
- Qwest's "GO-TO" contractor nationally for the largest, most complex and demanding projects with the shortest timeframes.
- Quality work *Delivered On-time* – NO EXCUSES
- Contract Attributes:
  - US military bases (Langley and Quantico)
  - Downtown metros like DC and Miami
  - 150' Bore under the Potomac River ~ two miles in length
  - Set North American Record for Longest Directional Bore
  - Interstate bridge attachments & interstate tunnel work up to 8 miles long
  - Hard Rock projects in various places across Virginia and Tennessee
  - Relocation of 10 miles of network for the light rail in Charlotte, NC

#### **Verizon/Crown Castle Fiber to the Node - Southeast, US**

- *Underground and Aerial Fiber Engineering and Construction*
- Small Cell Fiber Performance in 6 cities across the Southeast
- Orlando, FL, St. Augustine, FL, Charlotte, NC, Augusta GA, Wilmington, NC & Charleston, SC.

- \$3.5 Million in total projects
- True Turnkey Capability with in-house resources
- across the 90% that really matters – *engineering*,
- *permitting*, and *construction*
- Project Attributes-
- Coordinating with multiple permitting authorities to get approval in complex, *historic*, *high traffic areas*.
- City Authorities liked us so much that they offered us a yard to keep our equipment for free.
- 9 out of 10 Customer Satisfaction rating for Engineering Drawings
- *Brought 60,000 ft. of conduit, 80,000 ft. of cable, 56 splice locations, and 30 nodes online in 1 month.*
- Placed 20,000 ft. of conduit with *hand holes* in 2 weeks
- Met customer needs by adapting on the fly in a tough construction environment
- 700,000 ft. or underground and Ariel engineering completed ahead of schedule

# Corporate Structure



**Officers of eNetworks, LLC**

- Co-Chief Executive Officer – Jarrod Tyson Hayes  
329 11<sup>th</sup> Street  
Atlantic Beach, FL 32223
- Co-Chief Executive Officer – Baxter McLindon Hayes  
3000 1<sup>st</sup> Street South  
Jacksonville Beach, FL 32250
- President – Mark Allen Frazier  
28105 Perdido Beach Blvd, Apt. C  
Orange Beach, AL 36561
- Vice President – Michael Gary Buss  
1677 Monterey Dr.  
Clearwater, FL 33756
- Chief Financial Officer – Gina Lawrence  
11020 David Taylor Dr, Suite 103  
Charlotte, NC 28262

Jarrod T. Hayes  
329 11<sup>th</sup> Street  
Atlantic Beach, FL 32233  
jarrod.hayes@essentia-inc.com  
(336) 215-7126

#### **ESSENTIA, INC.**

August 2013 – **CEO & Founder**

**CHARLOTTE, NC**

Present      Essentia designs, deploys, and manages networks and integrated technologies for Global Integrators, Carriers, Stadium & Arena Platforms, Federal Integrators and Enterprises. Our customers include four of the five largest US-based telecommunications companies, three of the four largest US-Based MSOs, two of the four largest federal prime contractors and two of the four largest systems integrators.

#### **UTILIPATH, LLC**

July 2003 – **Co-Owner**

**CHARLOTTE, NC**

August 2013      Manage operations in 17 states for over a dozen customers including 5 of the top 7 largest wireline communications companies. Manage up to 12 simultaneous projects and up to 50 in-house and subcontract crews. Responsible for project delivery of the turnkey wireline deployments, including OSP construction, engineering, permitting, maintenance, inspection, program management, construction management, damage prevention/locate services, equipment installation, electrical wiring, and structured cabling.

Key Accomplishments: Rapidly expanded footprint, including operations in 17 states with authorization to operate in 20 states. Won qualification as Master Contractor for BellSouth, AT&T, Qwest Communications, Verizon, and Level 3. Secured \$40 million in bonding capacity. Awarded program management contract by BellSouth for Federal Aviation Administration and Veterans Administration build-outs in the southeast. Completed numerous homeland security projects, including Ft. Bragg, Wright-Patterson, Ft. Gordon, Shaw, and Yuma military installations. Completed turnkey design, engineering, and installation of a Gigabit Ethernet solution for Carolina International School, which included OSP, cabling, and equipment infrastructure. Recruited superior senior managers, mid-level managers, field and administrative personnel. Secured credit facilities sufficient to triple revenues.

#### **FIRST SOUTH UTILITY CONSTRUCTION, INC.**

June 2000 – **General Manager of Operations**

**GREENSBORO, NC**

July 2003      Managed 50 employees in fourteen states across four functional areas – engineering, CADD, construction, and plant protection. Responsible for projects for three major customers representing 40% of 2003 revenue. Managed construction, engineering, and permitting of a 1000-mile fiber optic network from Greensboro, NC to Newark, NJ as part of a \$140 million turnkey contract. Reported to President.

Key Accomplishments: Streamlined operations and strategically utilized turnkey agreements with subcontractors to reduce risk, increase production, and reduce actual costs to 50% of budget. Empowered engineering and permitting personnel by establishing cross-functional responsibilities resulting in an increase in quality and a 30% reduction in overhead. Centralized document control in inspection and billing departments increasing accuracy of billing and field records and effectiveness of field inspectors. Rationalized unprofitable crews, transferred underutilized equipment, and redesigned billing process to transform failing operation to one of company's most profitable operations with over 30% operating margin.

Jan. 2000 – **General Manager of Administration**

**GREENSBORO, NC**

June 2000      Managed corporate payroll, human resources, safety, and recruiting departments including four managers and eight other personnel. Reported to Chief Financial Officer.

Key accomplishments: Implemented process improvements and reorganized departments improving productivity, eliminating overtime, and reducing overhead by 40% while corporate revenues increased by over 50%.

#### **BARRINGTON ASSOCIATES**

July 1998 – **Analyst, Investment Banking**

**LOS ANGELES, CA**



Dec. 2000      Developed valuation models used to price client companies, including valuations of publicly traded comparable companies, historical merger and acquisition valuations, and discounted cash flow analyses. Interacted with consumer products manufacturers, telecommunications infrastructure services, food-processing machinery manufacturers, and aerospace companies. Prepared information memoranda and management presentations used in marketing client companies to potential strategic and financial acquirers. Led due diligence interviews and participated in negotiations involving client company executive officers, senior investment bankers, and potential acquirers.

Key accomplishments: Staffed on six successful deal teams, advised one public and five privately held companies on sell-side assignments with aggregate transaction value in excess of \$300 million. Marketed client companies domestically and internationally to potential strategic and financial acquirers resulting in exceptional valuations and significant shareholder liquidity.

## EDUCATION

2003 –      **DUKE UNIVERSITY**      **DURHAM, NC**  
2005      Masters of Business Administration

1994-1998      **UNIVERSITY OF NORTH CAROLINA**      **CHAPEL HILL, NC**  
Bachelor of Science with Honors and Highest Distinction in Business Administration

- Overall GPA 3.8
- Honors Thesis - *The Effects of the Deregulation of the Electric Utility Industry on Executive Compensation*
- Earned T.N. Norwood, Fred B. James, and ABC Scholarships for academic excellence
- Gamma Sigma Alpha national honor fraternity, Golden Key national honor society, Dean's List – all semesters
- Kappa Sigma Fraternity, Treasurer and Fundraising Chairman
- Valedictorian, Hendersonville High School

## ***Essentia***

Lindon Hayes is the CEO and Founder of Essentia. Essentia designs, builds, and manages voice, data, and video networks for some of the largest companies and venues in the world. Essentia is heavily concentrated in the following verticals:

- Telecom: Essentia serves 4 of the 5 largest US-based telcos
- CATV: 3 of the 5 largest CATV companies
- Global Systems Integrators: 2 of the 4 largest global systems integrators
- Federal Prime Contractors: 2 of the 4 largest federal prime contractors
- Transportation: Amtrak, Federal Aviation Administration, Waste Management
- Stadiums and venues: Football stadiums (NFL and college), F1 tracks, NASCAR, MLS, NBA, and Major League Soccer

## ***Utilipath***

Lindon Hayes was the Founder and Managing Member of Utilipath, LLC. Utilipath was a nationwide network services provider and grew to become the 120th largest private company in North Carolina in only 10 years. Utilipath was honored with the Hire Power awards from Inc. Magazine for growing by 97 employees in one year. Other growth awards included Inc Magazine's 5000 list (3 consecutive years), North Carolina Mid-Market Fast 40 (2 consecutive years), and the Charlotte Fast 50 (2 consecutive years). Utilipath was sold to a private equity firm in 2013.

## ***Employment History***

Prior to founding Utilipath Lindon was General Manager of Operations with First South Utility Construction, a telecommunications infrastructure services company headquartered in Greensboro, North Carolina. At First South, he managed construction projects with annual sales of \$25 million, specializing in federal government, plant protection, long-haul construction, and structured cabling projects.

Lindon worked as an Equity Analyst and Portfolio Manager at Myers and Company before joining First South. Lindon, along with a team of three other analysts, determined capital allocation for approximately \$1 billion in assets.

Previous to his experience with Myers and Company, Lindon held the position of Senior Consultant with Kaiser Associates, a global strategy management consulting firm whose clients include two-thirds of the Fortune 500. At Kaiser, Lindon advised senior management of Procter and Gamble, Raytheon, NCR, John Deere, The Mutual Group, and General Motors.

## ***Awards***

Lindon has been recognized for the Charlotte 40 under 40, Florida Governor's Innovation Award, the Top 50 Charlotte Entrepreneurs, and Movers and Shakers of Charlotte.

## ***Education***

Lindon graduated Phi Beta Kappa with Highest Honors from the University of North Carolina at Chapel Hill after attending the North Carolina School of Science and Mathematics.

**Mark Austin Frazier**  
**Orange Beach, AL**

**412-209-8000**

**mafrazier8000@yahoo.com**

**SENIOR EXECUTIVE PROFESSIONAL**

Executive expertise in creating shareholder value in the wireless technology field. Most recently, responsible for 7.5M customers covering three states and \$5B in total service revenues. Industry leading churn results that focused on delivering positive customer experience. Region leading connections and machine to machine (IOT), one million customers annually. Integration strategies experience including Network, HR, Finance and Legal.

**Distribution – Design / Go To Market Strategy / Employment Development – Culture**

**EXPERIENCE**

**VERIZON WIRELESS**

**Region President, Warrendale, PA (2010 – 2015)**

Spearheaded sales, revenues, network services, marketing, and overall company operations throughout the Ohio/Pennsylvania/West Virginia Region. Develop and maintain a strong Regional leadership team with more than 3000 employees, to achieve company goals and sales targets.

- Established the region wide strategic direction, distribution strategy including the expansion of company owned stores, network expansion priorities and customer experience.
- Manage a regional budget, year over year growth, in all measurable metrics, community relations, and employee development through a performance-driven culture. Maintain customer base of over 7.5M and service revenues of \$5B plus.
- Implemented distribution and design strategy for over a 110 corporate owned stores, over 490 national retailers and over 340 local agents.
- Serve as an active member of the communities in the region and increase market share through quality growth and strong retention efforts.

**Director Sales and Training Operations, Chicago, IL (2007 – 2010)**

Managed integration/communications plans to Mid West area leadership team and Alltel Mid west area core team.

- Partnered with area/HQ business leaders to determine integration strategies with finance, marketing, IT, network, HR, customer service, and legal.
- Worked with area real estate team/channels to determine sales and distribution integration strategies.
- Directed all aspects of leading, managing and developing a large remote work group consisting of Associate Directors, Managers, Supervisors, Consultants of training, and Training Coordinators.
- Utilized business results, trends and internal customer feedback to develop, implement and track the effectiveness of training solutions that assist in the achievement of key performance indicators including but not limited to gross adds, revenue growth, customer retention and customer satisfaction.
- Accountable for achieving training team productivity objectives including platform, curriculum development, project management, reporting and analysis and professional development.
- Directed the building, implementing, tracking, trending and analyzing training effectiveness of training programs delivered to area employees including but not limited to new hire, embedded base, systems, product and services and operations.
- Created extensive interaction with other functional departments especially National Workforce Development. Area Sales, Marketing, Customer Service and Finance to drive increased employee capabilities and Key Performance Indicators.

**Director Retail Sales, Southfield, MI (2004 – 2007)**

Established a performance management culture responsible for managing operations, budgeting, sales and revenue quota for 125 locations. Recommend, develop and implement sales, marketing and merchandising business strategies. Trade area propensity analyst.

(Director Retail Sales, continued)

- Increase presence in the community by developing relationships with local Chamber of Commerce personal. Managed and oversaw third party vendor relationships. Ensures service vendor is providing customer service and resolving technical issues in a timely and effective manner.
- Led identification of new store location, store retrofits and handled facilities opening of new locations.
- Staffing and development for the new store channel. Foster leadership qualities in retail sales district managers to motivate and coach their teams to achieve high performance results. Ensure channel compliance with business code of conduct and sales compensation plan.
- Monitor financial reporting, budget reporting and sales reporting for all retail locations. Take action based on reports to improve performance.
- Customer retention issues evaluated to identify opportunities to work cross-functional with other business units. Serve as a senior management escalation point for customer issues. Work to develop customer retention tools. Postpaid churn .82 of 7.5 million customers

**Director Business Sales, St. Louis, MO (2001 – 2007)**

Directed the strategic and technical management of the business sales channel.

- Created new culture of the market to increase growth and penetration,
- Developed sales plans and strategies to achieve sales goals and objectives to attain net adds, increase ARPU, manage churn and increase market penetration.
- Handle the management and development of business channel employees as well as operations management of the channel with regards to systems, process and budgets.
- Implemented Major and National account penetration programs.
- Developed Balanced performance plans for the region.
- Increased overall productivity per rep based on balanced performance.
- Implemented quarterly regional business summit operation reviews.

**Director Strategic Sales, Indianapolis, IN (04/2001 – 10/2001)**

Handled direct management of all sales/retention functions of the business sales channel while managing the region's budget performance.

- Overall market objectives for new account sales and profitable revenue growth.
- Development and implementation of effective sales plans.
- Monitored departmental expense and optimize impact to net income.
- Developed a Go To Market Strategy for implementation of new national retailers and local agents.

## **PREVIOUS EXPERIENCE**

**VERIZON WIRELESS – GTE MOBILENET (Acquisition), GM Indirect Sales, Indianapolis, IN 1998-2001**

**GTE MOBILENET, Business Sales Manager, Indianapolis, IN 1992-1998**

**US CELLULAR, Sales Manager, Wichita Falls, TX 1988-1992**

## **EDUCATION / PROFESSIONAL DEVELOPMENT**

Business, State Technical Institute of Knoxville - Knoxville, TN  
Verizon Leading Sig Sigma

## **ASSOCIATIONS / ORGANIZATIONS**

Chamber of Commerce Active Member in Multiple US Cities  
Domestic Violence OH/PA/WV  
Board Member Kenny Stabler Foundation

## **Michael Buss**

### **Essentia**

Mike serves as Essentia's VP of Operations and manages all aspects of complex company projects. Mike's responsibilities include delivering exceptional quality and leadership while maximizing efficiency. His areas of responsibility and experience include:

- Underground and Aerial Fiber Engineering and Construction
- Small Cell Fiber Performance in 6 cities across the Southeast
  - Orlando, FL, St. Augustine, FL, Charlotte, NC, Augusta, GA, Wilmington, NC & Charleston, SC.
- \$3.5 Million in total projects
- Project Attributes-
  - Coordinating with multiple permitting authorities to get approval in complex, historic, high traffic areas.
  - 9 out of 10 Customer Satisfaction rating for Engineering Drawings
  - Brought 60,000 ft. of conduit, 80,000 ft. of cable, 56 splice locations, and 30 nodes online in 1 month.
  - Placed 20,000 ft. of conduit with hand holes in 2 weeks
  - 700,000 ft. of underground and aerial engineering completed ahead of schedule

### **Utilipath**

Mike started with Utilipath in 2010 as a General Manager in the New Orleans area managing an AT&T master contract valued at \$12 million. When Utilipath took over this contract the area was recovering from 2 major hurricanes and the city of New Orleans was underwater, Utilipath's team got the city back up and running for AT&T. Mike's team set 10,000 utility poles in first 90 days.

Mike went on to manage several other important contracts for Utilipath:

- Kentucky AT&T master contract covering approximately one third of the state including Louisville and Frankfort with a 98% quality rating on this contract.
- Qwest/CenturyLink master contract in 9 states and performed emergency restoration, maintenance, etc.
- Verizon/Frontier master contract in North Carolina and South Carolina with 4 offices. This contract spanned more than 7 years including multiple renewals.

In 2014 Mike was promoted to Vice President of Operations. In this role he was responsible for managing high profile contracts for several customers in the South East region as well as bid operations for the company.

Mike has also been involved in all aspects of projects for USDA's Rural Utilities Service.

### **First South**

Prior to Utilipath Mike worked at First South Utility as Senior Construction Manager overseeing bid construction activities. Mike oversaw construction of many hundreds of miles of fiber in areas ranging from Oklahoma to New York, and major cities like Tulsa, Miami, Raleigh, Buffalo, Norfolk, Richmond, Wilmington DE, and DC. The projects were valued from \$1 million to \$75 million.

Mike has completed multiple telecom builds on multiple military bases setting hundreds of manholes and miles of duct packages in very sensitive area including McDill AFB, Eglin AFB, Hurlburt Field, and Quantico. He has also completed hundreds of miles of fiber placement on ITS projects across multiple states.

Major projects include:

- PF.Net, Greensboro, NC to NYC – 1400 miles of cable placement which included metro areas 150 crews, 7 supervisors, 6 offices - Mike served as Senior Construction manager, all crews were under his direction, he was the direct customer interface in charge of billing, change orders, and scheduling. He also performed QC of inspectors and drafters.
- MFS, from Erie, PA to Rochester, NY – Mike managed all conduit placement, fiber installation and splicing for more than 150 miles of construction, 40 crews, and 4 offices spanning this 2 year long project.
- Williams Pipeline - 200 miles of fiber placement across North Carolina.
- AT&T OJUS build Hollywood FL, 10 miles of city build to connect transatlantic cable, resulting in nearly \$3.5 million total project value.
- GaDOT, bridge conduit construction on the outer loop of Atlanta Ga prior to the Olympics.
- TCI, Pittsburg Pa, constructed conduit systems on 20+ bridges.

Gina Lawrence  
Chief Financial Officer  
Qualifications and Experience

***Essentia***

Gina Lawrence serves as Essentia's CFO overseeing the accounting, finance, payroll and tax departments. Gina holds a variety of responsibilities including cash management, budgeting, compliance, audit, financial and strategic planning as well as leveraging enterprise corporate systems for sound financial controls.

***Utilipath***

Prior to Essentia's creation from Utilipath Enterprise and Carrier Services division, Gina served for four years as Utilipath's Controller and top accounting executive. She has an impeccable fifteen-year career history of prudent financial judgment, working in the telecommunications, construction, healthcare and finance sectors.

***Employment History***

Prior to Utilipath Gina was the Assistant Controller at Concrete Supply Company in Charlotte, North Carolina. At Concrete Supply Company Gina managed a wide range of accounting functions and assisted with several acquisitions. Gina also served as a Corporate Accounting Manager for Health Management Associates in Naples, Florida where she had accounting oversight for 11 healthcare facilities. Gina's previous experience includes several years in accounting roles at CEMEX, relationship administration at FleetBoston Private Bank and with the advisory department at The Legend Group.

**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

**5/12/2016 11:22:49 AM**

**in**

**Case No(s). 16-1085-TP-ACE**

Summary: Application Application of eNetworks, LLC to Provide Competitive  
Telecommunications Services in Ohio electronically filed by Mr. Richard R Parsons on behalf  
of eNetworks, LLC