

# CCG Consulting

October 22, 2020

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

RE: In the Matter of Docket 20-1563-TP-ACE  
Notice to remove “*In the Matter of the Application of Point Broadband Fiber Holdings, LLC to Provide Competitive Local Exchange and Interexchange Telecommunications Services in Ohio*” and replace with the attached filing for a Non-BLES.

The accompanying Non-BLES application material, issued by Point Broadband Fiber Holdings, LLC is sent to you for replacement and is compliant with the requirements of the Public Utilities Commission of Ohio Orders regarding Telecommunications Carrier Certification.

Questions concerning this filing may be directed to the undersigned on 301-788-6889 or [tfireccg@myactv.net](mailto:tfireccg@myactv.net).

Respectfully submitted,  
/s/ *Terri K. Firestein*  
Terri K. Firestein  
Consultant on behalf of  
Point Broadband Fiber Holdings, LLC

Enclosures

**10806 Garrison Hollow Road, Clear Spring, MD 21722**

*The Public Utilities Commission of Ohio*  
**TELECOMMUNICATIONS FILING FORM**

(Effective: 04-01-2020)

Per the Commission's 5/29/2019 "Implementation Order" in Case No. 19-0173-TP-ORD

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 anyway.

In the Matter of the Application of <u>Point Broadband Fiber</u>	)	TRF Docket No. 90- -TP-TRF
<u>Holdings, LLC to Provide Competitive Local Exchange and</u>	)	Case No. - -TP-
<u>Interexchange Telecommunications Services in Ohio</u>	)	NOTE: Unless you have reserved a Case #, leave
	)	the "Case No." field BLANK.

Name of Registrant(s) Point Broadband Fiber Holdings, LLC  
DBA(s) of Registrant(s) Point Broadband  
Address of Registrant(s) 1791 O.G. Skinner Drive, Suite A, West Point, GA 31833  
Company Web Address www.point-broadband.com  
Regulatory Contact Person(s) John Kemp Phone (334)524-0335 Fax ( ) -  
Regulatory Person's Email Address jkemp@itchold.com  
Contact Person for Annual Report John Kemp Phone (334)-524-0335  
Consumer Contact Information Bridgett Addington Phone (276)821-6229 Address (if different from  
above) 15022 Lee Highway, Bristol, VA 24202

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:**

Sections I and II are pursuant to Ohio Administrative Code (OAC) [4901:1-6](#).  
Section III – Part I - Carrier to Carrier is pursuant to OAC [4901:1-7](#) and Pole Attachment to OAC [4901:1-3](#)  
Section III – Part II - Wireless is pursuant to OAC [4901:1-6-24](#).  
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 identified section of the Ohio Administrative Code Chapter 4901 and/or the supplemental application form noted.
- (3) Information regarding the number of copies required by the PUCO may be obtained from the PUCO's website at [www.PUCO.ohio.gov](http://www.PUCO.ohio.gov) under the docketing information system section (Procedural filing requirements), by calling the Docketing Division at 614-466-4095 or by visiting the Docketing Division at the offices of the PUCO.
- (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 <a href="#">1-6-14(I)(2)</a> (Auto 30 days)	<input type="checkbox"/> ATA <a href="#">1-6-14(I)</a> (Auto 30 days)	<input type="checkbox"/> ATA <a href="#">1-6-14(I)</a> (Auto 30 days)
Introduce non-recurring charge, surcharge or fee to BLES	<input type="checkbox"/> ATA <a href="#">1-6-14(I)</a> (Auto 30 days)		<input type="checkbox"/> ATA <a href="#">1-6-14(I)</a> (Auto 30 days)
Introduce or Increase Late Payment	<input type="checkbox"/> ATA <a href="#">1-6-14(I)</a> (Auto 30 days)	<input type="checkbox"/> ATA <a href="#">1-6-14(I)</a> (Auto 30 days)	<input type="checkbox"/> ATA <a href="#">1-6-14(I)</a> (Auto 30 days)
Revisions to BLES Cap	<input type="checkbox"/> ZTA <a href="#">1-6-14(E)</a> (0 day notice )		
Introduce BLES or expand local service area (calling area)	<input type="checkbox"/> ZTA <a href="#">1-6-14(E)</a> (0 day notice)	<input type="checkbox"/> ZTA <a href="#">1-6-14(E)</a> (0 day notice )	<input type="checkbox"/> ZTA <a href="#">1-6-14(E)</a> (0 day notice )
Change BLES Rates	<input type="checkbox"/> TRF <a href="#">1-6-14(E) &amp; (G)</a> (0 day notice)	<input type="checkbox"/> TRF <a href="#">1-6-14(E)</a> (0 day notice)	<input type="checkbox"/> TRF <a href="#">1-6-14(H)</a> (0 day notice)
To obtain BLES pricing flexibility	<input type="checkbox"/> BLS <a href="#">1-6-14(C)(1)(c)</a> (Auto 30 days)		
Notice of no obligation to construct facilities and provide BLES	<input type="checkbox"/> ZTA <a href="#">1-6-27(C)</a> (0 day notice)	<input type="checkbox"/> ZTA <a href="#">1-6-27(C)</a> (0 day notice)	
Change in boundary	<input type="checkbox"/> ACB <a href="#">1-6-32</a> (Auto 14 days)	<input type="checkbox"/> ACB <a href="#">1-6-32</a> (Auto 14 days)	
Expand service operation area			<input type="checkbox"/> TRF <a href="#">1-6-08(G)</a> (0 day notice)
BLES withdrawal	<input type="checkbox"/> WBL <a href="#">4927.10</a> (120 day notice)		<input type="checkbox"/> ZTA <a href="#">1-6-25(B)</a> (0 day notice)
<b>Other</b> (explain):			

\*Other exhibits may be required under the applicable rule, see the 4901:106-14(E) Filing Requirements on the PUCO's webpage for a complete list of exhibits.

## Section I – Part II – Customer Notification Offerings Pursuant to Chapter 4901:1-6-07 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 – Inmate Operator Service Pursuant to Chapter 4901:1-6-22 OAC

<b>Introduce New</b>	<b>Tariff Change</b>	<b>Price Change</b>	<b>Withdraw</b>
<input type="checkbox"/> TRF (0 day notice)	<input type="checkbox"/> ATA (Auto 30 days)	<input type="checkbox"/> TRF (0 day notice)	<input type="checkbox"/> UNC (Non-Auto)

**Section II – Part I – Carrier Certification – Pursuant to Chapter 4901:1-6-08 & 10 OAC and Competitive Eligible Telecommunications Carrier Designation (CETC) – Pursuant to Chapter 4901:1-6-09 OAC**

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

\*Supplemental forms can be found on the PUCO webpage – [Telecommunications application forms](#).

**Section II – Part II – Change in Operation or Ownership**

Change in Operation or Ownership	ILEC	CLEC	Telecommunications Service Provider Not Offering Local Service
Abandon all services		<input type="checkbox"/> ABN <a href="#">1-6-26</a> (Auto 30 days)	<input type="checkbox"/> ABN <a href="#">1-6-26</a> (Auto 30 days)
Change of official name *	<input type="checkbox"/> ACN <a href="#">1-6-29(B)</a> (Auto 30 days)	<input type="checkbox"/> ACN <a href="#">1-6-29(B)</a> (Auto 30 days)	<input type="checkbox"/> CIO <a href="#">1-6-29(C)</a> (0-day notice)
Change in ownership *	<input type="checkbox"/> ACO <a href="#">1-6-29(E)(1)</a> (Auto 30 days)	<input type="checkbox"/> ACO <a href="#">1-6-29(E)(1)</a> (Auto 30 days)	<input type="checkbox"/> CIO <a href="#">1-6-29(C)</a> (0-day notice)
Merger *	<input type="checkbox"/> AMT <a href="#">1-6-29(E)(1)</a> (Auto 30 days)	<input type="checkbox"/> AMT <a href="#">1-6-29(E)(1)</a> (Auto 30 days)	<input type="checkbox"/> CIO <a href="#">1-6-29(C)</a> (0-day notice)
Transfer certificate *	<input type="checkbox"/> ATC <a href="#">1-6-29(B)</a> (Auto 30 days)	<input type="checkbox"/> ATC <a href="#">1-6-29(B)</a> (Auto 30 days)	<input type="checkbox"/> CIO <a href="#">1-6-29(C)</a> (0-day notice)
Transaction for transfer or lease of property, plant or business *	<input type="checkbox"/> ATR <a href="#">1-6-29(B)</a> (Auto 30 days)	<input type="checkbox"/> ATC <a href="#">1-6-29(B)</a> (Auto 30 days)	<input type="checkbox"/> CIO <a href="#">1-6-29(C)</a> (0-day notice)
FCC Authorized Change in Ownership or Merger	<input type="checkbox"/> CIO <a href="#">1-6-29 (E)(2)</a> (0-day notice)	<input type="checkbox"/> CIO <a href="#">1-6-29 (E)(2)</a> (0-day notice)	<input type="checkbox"/> CIO <a href="#">1-6-29 (E)(2)</a> (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 PUCO webpage for a complete list of exhibits.

**Section III – Part I - Carrier to Carrier (Pursuant to 4901:1-7) & Attachments to Utility Equipment or Rights of Way (Pursuant to 4901:1-3)**

Carrier to Carrier	ILEC	CLEC
Interconnection agreement or amendment to an approved agreement	<input type="checkbox"/> NAG <a href="#">1-7-07</a> (Auto 90 days)	<input type="checkbox"/> NAG <a href="#">1-7-07</a> (Auto 90 days)
Request for arbitration	<input type="checkbox"/> ARB <a href="#">1-7-09</a> (Non-Auto)	<input type="checkbox"/> ARB <a href="#">1-7-09</a> (Non-Auto)
Introduce or change carrier to carrier tariffs	<input type="checkbox"/> ATA <a href="#">1-7-14</a> (Auto 30 days)	<input type="checkbox"/> ATA <a href="#">1-7-14</a> (Auto 30 days)
Request rural carrier exemption, rural carrier suspension or modification	<input type="checkbox"/> UNC <a href="#">1-7-04 or 05</a> (Auto 30 days)	
Changes in rates, terms & conditions to pole attachments, conduit occupancy and rights of way. (13-579-AU-ORD 11/30/16 Entry)	<input type="checkbox"/> ATA <a href="#">1-3-04</a> (Auto 60 days)	



### Section III – Part II – Facilities-based Wireless Service Providers (Pursuant to 4901:1-6-24)

Registration and Change in Operations*	<input type="checkbox"/> RCC <a href="#">1-6-24(B)</a> (0 day notice)
Interconnection Agreement or amendment to an approved Agreement.	<input type="checkbox"/> NAG <a href="#">1-7-07</a> (0 day notice)

\*Change in Operations filing must be filed in the original RCC case designation code established during the registration process.

### Section IV. – Attestation

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

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#### **AFFIDAVIT**

#### ***Compliance with Commission Rules***

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

Terri K. Firestein, Sr. Director, CCG Consulting  
(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 Ohio Adm. Code 4901:1-6-7.

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

Executed on October 22, 2020 at Clear Spring, Maryland 21722

/s/ *Terri K. Firestein* Sr. Director

10/22/2020

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\*Signature and Title

---

Date

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

**VERIFICATION**

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

/s/ *Terri K. Firestein* Sr. Director

10/22/2020

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\*Signature and Title

Date

*\*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 Filing 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 Point Broadband Fiber Holding, LLC

Company Address 1791 O. G. Skinner Drive, Suite A, West Point GA 31833

Company Web Address www.point-broadband.com

Regulatory Contact Person John Kemp Phone 334-524-0335 Fax \_\_\_\_\_

Regulatory Contact Person's Email Address \_\_\_\_\_

Contact Person for Annual Report John Kemp Phone 334-524-0335 Fax \_\_\_\_\_

Consumer Contact Information Bridgett Addington Phone 276-821-6229 Fax \_\_\_\_\_

TRF Docket No. \_\_\_\_\_ - TP-TRF

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

☐ Non-BLES CLEC    ☐ IXC    ☒ Other (explain) Data Transport

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

☐ Toll services (intrastate)  
☐ Local Exchange Service (i.e., residential or business bundles)  
☒ Other (explain) dedicated point-to-point data transport

**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.**

Point Broadband Fiber Holding. LLC

I am an officer/agent of the carrier/telephone company, Point Broadband Fiber Holding. 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.

Jeri K. Friestern Sr. Director  
(Signature and Title)

10/20/20

(Date)

EXHIBIT I., II., III.  
BUSINESS DOCUMENTATION  
EVIDENCE OF REGISTRATION

- I. Ohio Department of Taxation
- II. Ohio Secretary of State
- III. Certificate of Good Standing



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
06/25/2020	202017703724	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	99.00	0.00	0.00	0.00

**Receipt**

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

NATIONAL SERVICE INFORMATION, INC.  
145 BAKER STREET  
MARION, OH 43302

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Frank LaRose**  
**4493864**

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**POINT BROADBAND FIBER HOLDING, LLC**

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

Document(s)

**REGISTRATION OF FOREIGN FOR PROFIT LLC**

Effective Date: 06/25/2020

Document No(s):

**202017703724**



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  
25th day of June, A.D. 2020.

**Ohio Secretary of State**

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

*I, Frank LaRose, 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 POINT BROADBAND FIBER HOLDING, LLC, a Delaware For Profit Limited Liability Company, Registration Number 4493864, filed on June 25, 2020, 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 22nd day of October, A.D. 2020.*

A handwritten signature in blue ink, appearing to read "Frank LaRose", written in a cursive style.

**Ohio Secretary of State**

**Validation Number: 202029603226**



C70  
DHF

## REGISTRATION CONFIRMATION

PO Box 182215  
Columbus, OH 43218-2215  
[Tax.ohio.gov](http://Tax.ohio.gov)

Point Broadband Fiber Holding LLC  
Point Broadband  
1791 Og Skinner Dr Ste A  
West Point, GA 31833-1900

July 7, 2020

RE: Account Type: Employer and School District Withholding  
Account Number: 54141956  
Effective Date: 7/17/2020  
Filing Frequency: Monthly

TIN: 00

Please verify that the information listed below is complete and accurate. If corrections and/or additions need to be made, please make us aware immediately. Contact us by email through our website at [tax.ohio.gov](http://tax.ohio.gov), via telephone at 1-888-405-4089 or by noting corrections on this form and returning it by mail to PO Box 182215, Columbus, OH 43218-2215 or fax to 1-614-387-2165.

Legal Name	Point Broadband Fiber Holding LLC
FEIN/SSN	**_***1550

Employer Withholding and School District Withholding Taxes are both trust taxes. Any tax withheld from an employee is required to be **reported and paid electronically**. Electronic filing and payments options are available through the Ohio Business Gateway at [gateway.ohio.gov](http://gateway.ohio.gov).

Failure to file and pay taxes due in a timely manner may result in imposition of interest and penalties.

If you have any questions concerning your tax responsibilities or how to file your return(s), please contact us.

Taxpayer Services Division  
Phone: 1-888-405-4089  
Fax: 1-614-387-2165  
TTY/TDD: 1-800-750-0750

OHIO EMPLOYER WITHHOLDING REG





**Entity#:** 4493864  
**Filing Type:** FOREIGN LIMITED LIABILITY COMPANY  
**Original Filing Date:** 06/25/2020  
**Location:** --  
**Business Name:** POINT BROADBAND FIBER HOLDING, LLC  
  
**Status:** Active  
**Exp. Date:** -

## Agent/Registrant Information

NATIONAL REGISTERED AGENTS, INC.  
4400 EASTON COMMONS WAY, SUITE 125  
COLUMBUS OH 43219  
06/25/2020  
Active

## Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	06/25/2020	202017703724

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

*I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.*



*Witness my hand and the seal of the  
Secretary of State at Columbus,  
Ohio this 27th of October, A.D. 2020*

**Ohio Secretary of State**

## FINANCIAL STATEMENTS

Certified Public Accountants  
& Consultants



**Point Broadband, LLC and Subsidiaries**  
**December 31, 2019**  
Consolidated Financial Statements

**Point Broadband, LLC and Subsidiaries**

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## **Independent Auditor's Report**

The Board of Directors  
Point Broadband, LLC and Subsidiaries  
West Point, Georgia

### **Report on the Consolidated Financial Statements**

We have audited the accompanying consolidated financial statements of Point Broadband, LLC and Subsidiaries (the Company), which comprise the consolidated balance sheet as of December 31, 2019 and the related consolidated statements of income, shareholders' equity, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

### **Management's Responsibility for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Point Broadband, LLC and Subsidiaries as of December 31, 2019, and the results of their operations and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Emphasis of a Matter**

**Change in Accounting Principle**

As discussed in Note 12 to the financial statements, the Company adopted new accounting guidance FASB ASU 2016-01, *Financial Instruments* and FASB ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606). Our opinion is not modified with respect to these matters.

*Jackson Thornton & Co. PC*

Montgomery, Alabama  
April 6, 2020

**Point Broadband, LLC and Subsidiaries**  
**Consolidated Balance Sheet at December 31, 2019**

**Assets**

**Current Assets**

Cash and cash equivalents	\$ 6,318,831
Accounts receivable	
Customers, net of allowance of \$434,067	2,284,983
Other	2,451,121
Prepayments and other	925,469
Total current assets	<u>11,980,404</u>

**Noncurrent Assets**

Goodwill, net	8,974,465
Other intangible assets, net	6,836,652
Other assets	1,666,691
Total noncurrent assets	<u>17,477,808</u>

**Property, Plant, and Equipment**

Telecommunications plant in service	86,897,573
Construction and premise inventory	1,495,964
	<u>88,393,537</u>
Less accumulated depreciation	14,069,039
Net property, plant, and equipment	<u>74,324,498</u>
Total assets	<u><u>\$ 103,782,710</u></u>

The accompanying notes are an integral part of these consolidated financial statements.

## Liabilities and Shareholders' Equity

### Current Liabilities

Current maturities on notes payable	\$ 251,434
Current maturities on capital lease obligations	164,743
Accounts payable - trade	2,764,120
Unearned revenue	1,819,011
Customer deposits and other customer prepayments	426,794
Accrued liabilities	<u>3,420,209</u>
Total current liabilities	<u>8,846,311</u>

### Noncurrent Liabilities

Notes payable, net of current maturities	60,042,581
Less debt issuance costs	1,265,567
Capital lease obligations, net of current maturities	531,263
Unearned revenue	<u>485,133</u>
Total noncurrent liabilities	<u>59,793,410</u>
Total liabilities	<u>68,639,721</u>

### Shareholders' Equity

Common shares	123,480
Contributed capital - Series A, B, & C	47,333,290
Treasury stock	(397,500)
Accumulated deficit	(10,249,142)
Additional paid-in capital	<u>(2,477,520)</u>
Total Point Broadband, LLC shareholders' equity	<u>34,332,608</u>

Noncontrolling interest	<u>810,381</u>
Total shareholders' equity	<u>35,142,989</u>
Total liabilities, noncontrolling interest, and shareholders' equity	<u><u>\$ 103,782,710</u></u>



**Point Broadband, LLC and Subsidiaries**  
**Consolidated Statement of Income**  
**For the Year Ended December 31, 2019**

**Operating Revenues**

Revenue from customers	
Internet	\$ 24,801,471
Video	10,266,995
Voice	6,984,700
Other	2,060,744
Total operating revenues	<u>44,113,910</u>

**Operating Expenses**

Direct costs	14,245,918
Selling, general, and administrative	17,535,756
Depreciation and amortization	13,099,463
Total operating expenses	<u>44,881,137</u>

<b>Operating Loss</b>	<u>(767,227)</u>
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**Nonoperating Revenues (Expenses)**

Interest expense	(6,002,548)
Government grant revenue	5,762,480
Other nonoperating expenses	(1,744,388)
Total nonoperating expenses	<u>(1,984,456)</u>

<b>Net Loss</b>	<u>(2,751,683)</u>
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<b>Noncontrolling Interest</b>	<u>(223,208)</u>
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<b>Controlling interest</b>	<u>\$ (2,974,891)</u>
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The accompanying notes are an integral part of these consolidated financial statements.

**Point Broadband, LLC and Subsidiaries**  
**Consolidated Statement of Shareholders' Equity**  
**For the Year Ended December 31, 2019**

	Common Stock		Preferred Stock Series A, B, & C		Treasury Shares	Accumulated Deficit	Additional Paid-in Capital	Noncontrolling Interest	Total Shareholders' Equity
	Shares	Amount	Shares	Amount					
Balance at December 31, 2018	6,800,000	\$ 123,480	10,453,702	\$ 24,003,493		\$ (7,274,251)		\$ (1,890,347)	\$ 14,962,375
Series C shares issued			7,776,600	23,329,797					23,329,797
Common shares issued in exchange for 7.5% interest held by an investor in Sunset	1,151,515								
Transfer of minority interest upon acquisition of remaining 40.5% of Sunset							\$ (2,477,520)	2,477,520	
132,500 membership shares repurchased; \$3.00 per share					\$ (397,500)				(397,500)
Net income (loss)						(2,974,891)		223,208	(2,751,683)
Balance at December 31, 2019	7,951,515	\$ 123,480	18,230,302	\$ 47,333,290	\$ (397,500)	\$ (10,249,142)	\$ (2,477,520)	\$ 810,381	\$ 35,142,989

The accompanying notes are an integral part of these consolidated financial statements.

**Point Broadband, LLC and Subsidiaries**  
**Consolidated Statement of Cash Flows**  
**For the Year Ended December 31, 2019**

**Cash Flows From (Used For) Operating Activities**

Net loss	\$ (2,751,683)
Adjustments to reconcile net loss to net cash from operating activities	
Depreciation and amortization	13,099,463
Amortization of debt issuance costs	1,072,132
Bad debt expense	194,616
Decrease (increase) in operating assets and increase (decrease) in operating liabilities	
Receivables	(1,663,717)
Prepayments	(136,974)
Other assets	(25,518)
Accounts payable	314,912
Unearned revenue	(4,504)
Customer deposits and other customer prepayments	(19,944)
Accrued expenses	(177,354)
Total adjustments	12,653,112
Net cash from operating activities	<u>9,901,429</u>

**Cash Flows From (Used For) Investing Activities**

Acquisition and construction of plant	(15,322,946)
Investment in Resound	(1,536,866)
Net cash used for investing activities	<u>(16,859,812)</u>

**Cash Flows From (Used For) Financing Activities**

Principal payments on notes payable	(825,710)
Principal payments on capital lease obligations	(165,889)
Debt issuance costs	(1,345,667)
Series C shares issued	23,329,797
Treasury shares repurchased	(397,500)
Acquisition of remaining 40.5% of Sunset shares	(15,200,000)
Net cash from financing activities	<u>5,395,031</u>

**Net Decrease in Cash and Cash Equivalents**

(1,563,352)

**Cash and Cash Equivalents at Beginning of Period**

7,882,183

**Cash and Cash Equivalents at End of Period**

\$ 6,318,831

**Supplemental Cash Flows Information**

Cash paid for interest	\$ 4,961,447
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**Supplemental Noncash Financing Transactions**

Equipment purchased under capital lease	813,304
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The accompanying notes are an integral part of these consolidated financial statements.

**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

**Note 1 - Summary of Significant Accounting Policies**

Organization - Point Broadband, LLC (the Company) was formed on September 16, 2016. The shares are owned 28.8% by ITC Capital Partners, LLC, 25.5% by Stephens Capital Partners, LLC, and the remaining 45.7% by various investors, none of which own more than 10% of the Company. The Company owns 100% of Point Broadband Capital, LLC. Point Broadband Capital, LLC owns 100% of Point Broadband Fiber Holding, LLC. All operating entities of the Company are under Point Broadband Fiber Holding, LLC. The operating entities and wholly-owned subsidiaries of Point Broadband Fiber Holding, LLC are Point Broadband of Bainbridge, LLC (Bainbridge), Point Broadband of Opelika, LLC (Opelika), Sunset Digital Communications, LLC and Sunset Fiber, LLC (collectively Sunset). Point Broadband Fiber Holding, LLC is also a 90% owner of Point Broadband of Mississippi, LLC (Mississippi) and an 80% owner of Clarity Fiber Solutions, LLC (Clarity).

Nature of business - The Company's principal lines of business are providing telecommunications, internet, and video services to local residential and business customers residing in the east Alabama, southwest Georgia, southwest Virginia, northeast Tennessee and central New York regions.

Basis of presentation - The consolidated financial statements include the accounts of the Company, its wholly-owned subsidiaries, and its partly-owned subsidiaries. All intercompany account balances and transactions have been eliminated in consolidation.

Cash equivalents - The Company considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

Accounts receivable - The Company extends credit to its customers who are located primarily in east Alabama, southwest Georgia, southwest Virginia, northeast Tennessee, and northeast Mississippi. Accounts receivable are carried at original invoice amount less an estimate made for doubtful receivables based on a review of all outstanding amounts on a monthly basis. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using historical experience applied to an aging of accounts. Accounts receivable do not accrue interest and are written-off when deemed uncollectible. Recoveries of accounts receivable previously written-off are recorded when received.

Goodwill - The Company previously adopted the accounting alternative offered to nonpublic entities for the subsequent measurement of goodwill. In accordance with this alternative, the Company amortizes goodwill over ten years on the straight-line basis and only evaluates goodwill for impairment at the entity level when a triggering event occurs. During the year ended December 31, 2019, no triggering events occurred requiring impairment testing. As such, no impairment loss was recorded. Goodwill of \$10,455,687 was recognized in the purchase of Sunset Digital Holding, LLC. Amortization expense was \$1,045,569 and accumulated amortization was \$1,481,222 for the year ended December 31, 2019.

Other intangible assets - The Company acquired the customer lists of BVU Authority - OptiNet and Sunset Digital Communications, Inc. upon the acquisition of Sunset Digital Holding, LLC. The Company also acquired the customer lists of Opelika Power Services One upon the acquisition of Point Broadband of Opelika, LLC. The customer base intangibles are being amortized on the straight-line basis over five years.

Taxes - The Company collects gross receipts taxes from its customers on the behalf of the States of Alabama, Georgia, Virginia, Tennessee, New York, and Mississippi. The revenue presentation is net of gross receipts taxes in the consolidated statement of income.



**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

**Note 1 - Summary of Significant Accounting Policies (continued)**

Income taxes - The Company is treated as a partnership for federal and state income tax purposes, with income taxes payable by the shareholders. Accordingly, no provision has been made in these financial statements for federal and state income taxes for the Company. As a limited liability company, each shareholder's liability is limited to amounts reflected in their respective shareholder equity accounts in accordance with the Limited Liability Company Agreement. The income allocable to each shareholder is subject to examination by federal and state taxing authorities. In the event of an examination of the income tax returns, the tax liability of the shareholders could be changed if an adjustment in the income is ultimately determined by the taxing authorities. Certain transactions of the Company may be subject to accounting methods for income tax purposes that differ significantly from the accounting methods used in preparing the financial statements in accordance with generally accepted accounting principles. Accordingly, the taxable income of the Company reported for income tax purposes may differ from net income in these consolidated financial statements.

Depreciation - Depreciation is computed using the straight-line method.

Recognition of revenue from customers - The Company provides telecommunication services to residential customers on a month to month basis and to commercial customers on either a month to month basis or a contract basis with contract periods ranging from 24 months to 60 months. Revenues are recognized when provided to the customer regardless of the period in which they are billed.

Compensation for broadband, ethernet, telephone, and video services is received through monthly charges to customers that subscribe to these services. Most customers are billed monthly for services and payment is due within 20 days to 30 days of the invoice date. A few commercial customers are billed upfront on an annual basis and payment is due within 20 days to 30 days of the invoice date. Compensation for usage based services such as video on demand, video pay per view, and telephone long distance are charged to the customer as incurred and billed in arrears. Revenue for usage based services is recognized in the period in which it is incurred.

Discounts are offered to customers that bundle other services with broadband internet access. The discount offered for the bundle services is applied against the broadband internet access revenue charged.

Unearned revenue - Unearned revenue represents amounts received in advance of providing services. Amounts are recognized in revenue when services are provided.

Government grant revenue - Sunset and Clarity have been awarded grants to provide for both the construction of broadband plant and subsidize operating costs. Grants related to construction of plant are recorded as nonoperating revenue. Grants related to subsidizing operating costs are recorded as operating revenue. These grants have certain criteria that have to be met throughout the award period. If any of the criteria are not met, the entity may be subject to recapture provisions.

Use of estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

Recent accounting pronouncements - In February 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). The guidance in this ASU supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal years beginning after December 15, 2020, including interim periods within those fiscal years. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the consolidated financial statements, with certain practical expedients available. The Company is currently evaluating the effect that the standard will have on the consolidated financial statements.

**Note 2 - Cash and Cash Equivalents**

The Company maintains its cash accounts in commercial banks, which at times may exceed federally insured limits. The Company had approximately \$5,288,000 in uninsured cash at December 31, 2019. The Company has not experienced any losses in such accounts.

**Note 3 - Receivables and Contract Liabilities**

Receivables and contract liabilities from contracts with customers for the years ended December 31, 2019 were as follows:

	<b>2019</b>	
	<b>End of Year</b>	<b>Beginning of Year</b>
<b>Receivables</b>		
Customers	\$ 2,284,983	\$ 3,267,003
<b>Contract Liabilities</b>		
Unearned revenue	2,304,144	2,308,647

**Note 4 - Other Intangible Assets**

A customer base intangible of \$9,368,866 was recorded and is being amortized on the straight-line basis over five years. Amortization expense and accumulated amortization for the year ended December 31, 2019 was \$1,955,306 and \$2,532,214, respectively. Estimated future amortization expense for other intangible assets as of December 31, 2019 is as follows:

December 31, 2020	\$ 1,873,773
December 31, 2021	1,873,773
December 31, 2022	1,873,773
December 31, 2023	1,215,333



**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

**Note 5 - Property, Plant, and Equipment**

Listed below are the major classes of the telecommunications plant as of December 31, 2019:

	<u>Plant Balance</u>	<u>Annual Rate Range</u>
Network equipment	\$ 65,771,713	14.00%
Other general equipment	6,549,102	10.00%
Video and broadband equipment	10,142,455	20.00%
Building improvements	2,615,013	6.67%
Office equipment and furniture	55,096	20.00%
Software and licenses	709,813	33.33%
Vehicles	1,054,381	20.00%
Total telecommunications plant in service	<u>\$ 86,897,573</u>	

Construction and premise inventory - Inventories are priced at the lower of cost or market and include customer premise equipment and certain plant construction materials. Cost is determined on the average cost method. These items are transferred to telecommunications plant in service when installed. Inventory is presented net of an allowance for obsolete inventory of \$443,987 at December 31, 2019.

**Note 6 - Related Party Transactions**

The Company receives certain shared services from a shareholder. The expenses are recorded at fair value of the services provided and are payable quarterly. Total expenses related to management and shared services for the period ended December 31, 2019 was \$963,490.

Total shareholder liability for shared services at December 31, 2019 was \$99,445 due to ITC Capital Partners, LLC.

**Note 7 - Accrued Liabilities**

Accrued liabilities consist of the following as of December 31, 2019:

Accrued interest	\$ 436,376
Accrued payroll and employee related	801,857
Accrued expenses - shareholders	99,445
Accrued taxes	459,191
Other accrued expenses	1,623,340
Total accrued liabilities	<u>\$ 3,420,209</u>

**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

**Note 8 - Notes Payable**

Description	Amount
Mortgage notes payable - CoBank; variable interest rate was 5.69% at December 31, 2019; quarterly principal payments begin September 2021 through July 2026.	\$ 58,000,000
Virginia Tobacco Commission - variable interest rate was 5.50% at December 31, 2019; principal payments begin August 2024 through August 2028.	1,500,000
Tobacco Region Revitalization Commission - zero percent interest; semi-annual principal payments through August 2023.	544,000
Diverse Power - 5.00% interest; monthly principal payments through December 2022.	149,738
SW VA Fiber - zero percent interest; monthly principal payments through July 2021.	100,277
Less current maturities	251,434
Total	<u>\$ 60,042,581</u>

The CoBank loan agreement contains restrictive covenants relating to certain financial ratios.

The Company incurred \$1,345,667 of debt issuance costs related to the CoBank loan which were capitalized during 2019. Amortization of the debt issuance costs was \$80,100 and recognized as interest expense in the consolidated statement of income.

Estimated maturities on long-term debt for the next five years are as follows:

December 31, 2020	\$ 251,434
December 31, 2021	1,677,711
December 31, 2022	3,078,870
December 31, 2023	3,036,000
December 31, 2024	4,650,000
Thereafter	47,600,000

The Company has an available revolving loan commitment with CoBank on which it may borrow up to \$12,000,000. The Company may borrow up to \$2,500,000 of the revolving loan commitment as swing line loans. At December 31, 2019, the Company had used \$2,957,502 of its revolving loan commitment for issued but undrawn letters of credit. At December 31, 2019, the Company had \$6,542,498 of available borrowings under its revolving loan commitment.



**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

**Note 9 - Capital Lease Obligations**

The Company has acquired vehicles through capital lease agreements with Altec and Ford Motor Credit. Obligations under capital lease have been recorded at the present value of future minimum lease payments using interest rates from 0% to 8.39%. The capitalized cost of \$915,624 less accumulated depreciation of \$174,886 is included in property, plant, and equipment at December 31, 2019. Depreciation expense for the equipment was approximately \$123,225 in 2019.

Scheduled future minimum lease payments under capital leases together with present value of the net minimum lease payments are as follows:

**For the Years Ending**

December 31, 2020	\$ 173,803
December 31, 2021	172,208
December 31, 2022	174,831
December 31, 2023	139,663
December 31, 2024	59,713
Thereafter	<u>14,068</u>
Total minimum lease payments	734,286
Less amount representing interest	<u>38,280</u>
	696,006
Less current portion	<u>164,743</u>
Long-term obligation	<u><u>\$ 531,263</u></u>

**Note 10 - Contingent Liabilities**

The Company has pledged to guaranty letters of credit to cover reimbursement obligations issued to Universal Service Administrative Company related to Connect America Fund Phase II (CAF II) grants. No liability is required to be recorded by the Company. The balance of the letters of credit at December 31, 2019 were \$2,957,502.

**Note 11 - Shareholders' Equity**

The Company has raised equity capital through the issuance of common shares and preferred shares. Shares authorized, issued, and outstanding at December 31, 2019 are summarized below:

	<u>Common Stock</u>	<u>Preferred Series A</u>	<u>Preferred Series B</u>	<u>Preferred Series C</u>
Shares authorized	8,000,000	4,500,000	6,500,000	22,000,000
Shares issued and outstanding				
At December 31, 2018	6,800,000	4,121,213	6,332,489	
Shares issued during the year	<u>1,151,515</u>			<u>7,776,600</u>
At December 31, 2019	<u><u>7,951,515</u></u>	<u><u>4,121,213</u></u>	<u><u>6,332,489</u></u>	<u><u>7,776,600</u></u>

The Preferred Series A, B and C shares are convertible into 1.0 common shares. The Series A shares have a liquidation preference of \$4.71 per share. The Series B shares have a liquidation preference of \$2.53 per share. The Series C shares have a liquidation preference of \$3.00 per share.

**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

In the event of a distribution of capital proceeds, the liquidation preference of the Series A, Series B, and Series C Preferred shares is applied with the following priority: First to Series C shares, second to Series A shares and Series B shares combined on a pro rata basis.

During 2018, the Company acquired 59.5% of Sunset. On March 28, 2019, the Company paid \$15,200,000 to acquire the remaining 40.5% of Sunset. Prior to the acquisition, the Company issued 1,151,515 common shares and 7,776,600 Series C shares at \$3.00 per share to purchase the remaining interests in Sunset not owned by the Company and for general corporate purposes.

**Series E Restricted Shares** - The Company has 4,500,000 shares authorized, 1,942,000 shares issued, and 1,809,500 shares outstanding at December 31, 2019. The Series E shares are non-voting restricted shares issued to employees, board members and consultants. Series E shares are granted as an award by the Board of Directors and generally vest over a 5 year period with 25% of the grant vesting 2 years after the grant date and then 25% of the grant vesting each year for the following 3 years. Each Series E unit has a floor amount which is a per share amount for which the Series E shares do not have a value unless the Company's price per share exceeds that floor amount. The floor amount for a Series E award is set by the Board of Directors when the Series E award is granted.

The number of Series E shares vested, unvested, and the floor price at December 31, 2019 is summarized below:

<b>Series E Vested</b>	<b>Series E Unvested</b>	<b>Floor Price</b>
445,875	445,875	
25,000	81,000	\$ 4.71
	322,750	1.94
	376,500	2.53
	112,500	3.00
<u>470,875</u>	<u>1,338,625</u>	

**Note 12 - New Accounting Standards**

In 2019, the Company adopted FASB Accounting Standards Update 2014-09, *Revenue from Contracts with Customers* (Topic 606). The new guidance establishes the principles to report useful information to users of financial statements about the nature, timing, and uncertainty of revenue from contracts with customers. This standard had no impact on the consolidated financial statements of the Company.

In 2019, the Company adopted the provisions of Accounting Standards Update 2016-01, *Financial Instruments*, which eliminates the requirement to disclose the fair value of financial instruments measured at amortized cost for entities that are not public business entities. This standard had no impact on the consolidated financial statements of the Company.

**Note 13 - Subsequent Events**

The Company has evaluated subsequent events through April 6, 2020, which is the date these consolidated financial statements were available to be issued. All subsequent events requiring recognition as of December 31, 2019 have been incorporated into these consolidated financial statements.

**Point Broadband, LLC and Subsidiaries**  
**Notes to the Consolidated Financial Statements**  
**December 31, 2019**

**Note 13 - Subsequent Events (continued)**

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 10, 2020, declared it to be a pandemic. Actions taken to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas, and forced closures of certain types of public places and businesses. The coronavirus and actions taken to mitigate it could have an adverse impact on the economies and financial markets of the geographical areas in which the Company operates. There has been no immediate impact on the Company's operations. The future effect of these issues are unknown; however, the Company may experience a decline in the collectability of accounts receivable as individuals and businesses may be adversely impacted by the outbreak.

On January 31, 2020, the Company entered into an asset purchase agreement with Hagerstown Fiber Internet, LLC, New Frontiers Internet Services, Inc. and New Frontiers Telecommunications, Inc. in Hagerstown, Maryland for \$1,685,000.

DOCUMENTATION ATTESTING TO APPLICANT'S MANAGERIAL ABILITY  
AND CORPORATE STRUCTURE

I. TECHNICAL AND MANGERIAL RESUMES

Applicant has sufficient technical expertise and is managerially qualified to render the proposed telecommunications services. A brief description of the Applicant's technical and managerial experience is attached here.

II. DESCRIPTION OF APPLICANT AND CORPORATE AUTHORITY

1. The exact legal name and address of the applicant are as follows:

Point Broadband Fiber Holdings, LLC  
1791 O.G. Skinner Drive, Suite A  
West Point, GA 31833  
Phone: (844) 407-6468  
Website: [www.point-broadband.com](http://www.point-broadband.com)

Company Articles of Incorporation from Delaware are attached.

2. All correspondence, notices, or communication regarding this application should be directed to:

Terri K. Firestein (The Applicant's Consultant)  
CCG Consulting  
10806 Garrison Hollow Road  
Clear Spring, Maryland 21722  
Voice: 301-788-6889  
E-mail Address: [tfireccg@myactv.net](mailto:tfireccg@myactv.net)

3. Names, and Contact Information of Officers and Directors:

Todd Holt, President  
1791 O.G. Skinner Drive, Suite A  
West Point, GA 31833  
Phone: (844) 407-6468

Nick DeWeese, Treasurer  
1791 O.G. Skinner Drive, Suite A  
West Point, GA 31833  
Phone: (844) 407-6468

Chad Wachter, Secretary  
1791 O.G. Skinner Drive, Suite A  
West Point, GA 31833  
Phone: (844) 407-6468

4. Applicant is not currently providing regulated telecommunications services in Ohio. Applicant does provide competitive telecommunications and broadband services in Maryland, Alabama, Virginia, Tennessee, and has an application pending in Georgia.
5. Applicant verifies it will maintain accounting records pursuant to generally accepted accounting principles and FCC accounting requirements as may be made applicable.
6. Applicant verifies it will comply with all Ohio rules and regulations regarding affiliate transactions.

## TECHNICAL AND MANGERIAL RESUMES



# **MANAGERIAL AND TECHNICAL CAPABILITY**

## **Staff Experience**

### **Weldon Feightner Chief Operating Officer**

Weldon's primary focus is to expand Point Broadband's super-fast fiber-based broadband network to underserved areas, and to provide solutions that support the "internet of things" throughout customer's homes and businesses. In addition, Weldon and his team are constantly looking for ways to enhance the Point Broadband customer experience.

Weldon has been in the Broadband industry for over 40 years. He was most recently Vice President of Operations for Vast Broadband in South Dakota and served as Vice President and General Manager for Charter Communications. He spent 15 years with Knology, Inc. as Regional Vice President of Operations.

He has been active in several civic and professional organizations, including Past President of Ohio Valley Chapter of the Society of Cable Engineers; Ohio Cable Telecommunication Association; Riverview-Delhi Kiwanis; Panhandle American Red Cross; Junior Achievement NW Florida; and Rushmore Rotary. He also has been an executive board member of several Chamber of Commerce teams including the Bay County Chamber and Panama City Beach Chamber, as well as NW South Dakota Red Cross.

### **Andy Sivell Vice President of Network Operations at Point Broadband LLC**

Andy has several years of experience in network operations and strategic planning with a focus on ensuring that network structures and capabilities are in line with business needs. His skills enable him to effectively evaluate needs, develop strategies and successfully execute agreed upon strategies.

January 2017 - Present

Responsible for evaluating existing network structures and capabilities, develop the appropriate strategies to respond to business needs, and provide leadership to effectively execute the agreed upon strategies. Andy is a telecommunications and technical expert. Andy's prior employment includes:

- Bridgeway Diagnostics, Chief Technical Officer
- Sivell Service Consulting, President
- Knology, Vice President of Network Operations
- Interstate Valley Telephone, Director of Switching and Transmission

### **Bruce Schoonover General Manager**

Bruce is a telecommunications veteran with over 28 years of experience. For the past six years, he was in charge of the Regulatory Compliance Department for WOW! Internet, Cable and Phone. Prior to joining WOW!, Bruce was responsible for not only regulatory compliance but the telephone cost of service for Knology for 15 years. Bruce's career began as consultant with John Staurulakis Inc., a full-service consulting firm serving telecommunications companies.

His professional background also includes extensive experience with franchise relationships, mergers and acquisitions and process improvement. He holds a bachelor's degree in Business Administration from Frostburg (Maryland) State University and a Master of Science in Telecommunications Management from the University of Maryland University College.

**Chad Wachter**  
**General Counsel**

Chad serves as General Counsel for ITC Capital Partners, Point Broadband, Talon Aerolytics, and other ITC operating companies. He has over twenty-seven years of legal experience managing a broad spectrum of legal affairs on behalf of companies in various industries including broadband, telecommunications, wireless, media, entertainment, real estate and healthcare service providers.

He has served in various capacities within the ITC family of companies, including Knology, Inc. and Powertel, Inc. His expertise includes corporate finance and governance, mergers and acquisitions, governmental affairs, regulatory, operations, and litigation management. He also serves on the Board of Birmingham-Southern College.

Chad earned Bachelor of Science degree in Physics from Birmingham-Southern (Alabama) College and a Juris Doctor degree from Vanderbilt (Tennessee) University.

**David Ficken**  
**Vice President of Strategic Growth**

David has been a successful leader in sales growth and business development for over 30 years. He joined Point Broadband's leadership team after serving Knology/WOW! for the last 12 years. At Knology, he initially helped create and grow a joint venture to assist rural broadband providers in the launch of their local, competitive networks. Later, he helped WOW! build its wholesale channel and specialized in the wireless market. In just over 24 months, David secured more than \$180 million in contracts to lease dark fiber routes to towers and small cells in WOW's major metropolitan areas. Prior to joining Knology, he held senior leadership roles with CEDAR Document Technology, SourceTrack and BellSouth.

David earned a Bachelor's degree in Communications from Samford University in Birmingham, AL, and a Master's degree in Public and Private Management from Birmingham-Southern.

**Leisa Chastain, SPHR**  
**Vice President, Human Resources**

Leisa is responsible for directing a strategic leadership team in the areas of performance management, training and organizational development, compliance and diversity, employment and recruitment, and benefits administration, plus numerous mergers and acquisitions.

She has over 20 years of experience encompassing several start-up and continuing phase companies in both the public and private sectors. She has held leadership roles with total accountability for all HR functions through strategy and implementation of core competencies within Human Resources to include affirmative action, employee relations, recruitment and retention, leadership development, compensation, and payroll. Leisa has vast experience in the development and implementation of Human Resource Information Systems, as well as team member on-boarding programs across multiple locations. She is a certified instructor for Development Dimensions International with additional studies in Labor and Employment Relations.

Leisa was Vice President of Human Resources for Synapse Wireless, an M2M technology services company, and previously Director of Human Resources for Knology, Inc., a publicly held broadband services company. Leisa maintains an SPHR certification and holds a degree in Business Administration from American Intercontinental University.



**Mark Davis**  
**Chief Technology Officer**

Mark leads the technology team responsible for bringing reliable and super-fast fiber-based broadband solutions to small towns and rural America by leveraging the latest technology to build the best possible network for the lowest possible price.

He has more than 30 years of building fiber optic, hybrid fiber coax (HFC), and copper broadband networks for a variety of startup and large companies in both technology supplier and network operator roles. This includes hands-on and executive leadership positions in network design, architecture, engineering, construction, product development, business development, customer support, technical support and technical sales.

Prior to Point Broadband, Mark co-founded a fiber optic network engineering and construction services company called Deep Fiber Solutions. There, he was CEO and EVP of Technology and Business Development and commercialized a technology that removed the polyethylene foam core and center conductor from hardline coax cables to create a low-cost conduit for fiber optic cables. He has extensive experience with systems engineering, customer support and operations through various leadership positions AT&T Broadband's Atlanta Region (now Comcast); Urban Media Communications; Cox Communications; and Contel Telephone Operations.

Mark graduated with a BS in Technology from Georgia Southern University in 1983.

**Nick DeWeese**  
**Chief Financial Officer**

Nick previously served as Vice President of Finance and Treasurer of Knology/WOW! – an Internet, TV and phone company. He is an expert in the areas of finance and investor relations and was part of a team that acquired six companies worth \$500 million.

**Tanya Belk**  
**Vice President of Customer Experience & Management Systems**

Tanya leads the Customer Experience Team and is responsible for the systems that Point Broadband uses to manage its business and service its customers. She has more than 25 years of experience building high quality teams focused on solutions that provide world-class service for customers.

She has an extensive technical background spanning Telecom & IT infrastructure, as well as data analytics, software development and applications. Prior to Point Broadband, Tanya spent 19 years with Knology as a Senior Director of Customer Management Systems and Data Analytics. As a startup, Knology had less than 2000 subscribers when she joined, and grew to approximately 800,000 service connections and over \$500 million in revenue. She successfully managed mergers and acquisitions at Knology of more than \$1 billion and led the systems integrations for those transactions.

**Taylor Nipper**  
**Vice President of Sales and Marketing**

Taylor leads the team responsible for overall marketing strategy and execution, product development, sales, marketing communications, B2B marketing strategy and execution, and video programming at Point Broadband. He has extensive experience within the telecommunications space and has been a successful marketing leader with such companies as Comcast Communications, Knology and Time Warner/Advance Newhouse. He also served as President of 104 Essex LLC, a marketing consulting firm.

While at Comcast, Taylor contributed significantly to business development by leading several important initiatives including the re-branding to XFINITY and the launch of the all-digital line-up. He also leveraged sponsorship opportunities with major sports teams including Atlanta Falcons, Atlanta Braves and the

Atlanta Hawks. He was acknowledged with three “Mark Awards” from CTAM – an industry marketing organization that recognizes outstanding marketing/advertising. He holds a bachelor’s degree in Business Administration from The University of Tennessee.

**Todd Holt**  
**CEO**

Todd currently serves as the CEO for ITC Capital Partners (2014 – present) and Point Broadband (2016 – present), an ITC portfolio company. Todd’s prior employment includes:

- AMK9, CEO, 2014 – 2017: largest commercial anti-terrorism canine security company in the world
- Synapse, President, 2013 – 2014: privately held wireless communications software company
- Knology, President, 2007 – 2012: NASDAQ traded fiber-based broadband company. Also served as Corporate Controller (1998 – 2004) and CFO (2005 – 2006) of Knology prior to serving as Knology’s President
- Ernst & Young, Audit Manager – International professional services firm

Todd has extensive experience with start-up organizations as well as mature businesses in the areas of finance, operations, strategy, business development, and investor relations. He has also successfully managed human resources, legal, risk management, marketing and sales organizations within small and larger organizations, and has experienced success with capital structure management and mergers and acquisitions.

Todd spent the majority of his career with Knology, where the company grew from zero customers and zero revenue to approximately 800,000 customer connections and \$550 million in revenue. He helped manage this company through a significant network buildout and heavy customer acquisition activity, IPO, disciplined organic and acquisition growth, and successful exit for the stakeholders of the business.

## APPLICANTS PROPOSED INTERACTIONS WITH CUSTOMERS

All terms, conditions and rates will be reduced to writing in customer contracts and on the Company website.

### 1. Proposed Service Description:

With this application Applicant is seeking authority to provide dedicated point-to-point data transport services.

Applicant intends to serve throughout Ohio but will initially launch in AT&T ILEC territory.

**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 Point Broadband Fiber Holding, LLC  
to Provide Interexchange Telecommunications Services

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Case No. \_\_\_\_\_ - \_\_\_\_\_ **-TP-** \_\_\_\_\_

Name of Registrant(s) Point Broadband Fiber Holding, LLC  
DBA(s) of Registrant(s) \_\_\_\_\_  
Address of Registrant(s) 1791 O.G. Skinner Drive, suite A, West Point, GA 31833

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

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

#### Description of Services

☐ 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: <https://puco.ohio.gov/wps/portal/gov/puco/utilities/telecom/resources/competitive-local-exchange-company-clec-exchange-listing-form>)
- ☐ 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 Point Broadband Fiber Holding, LLC  
(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 October 27, 2020 at Clear Spring, MD 21722  
/s/ Terri K. Firestein, Sr. Director 10/27/20  
(Signature and Title) (Date)

## AFFIDAVIT and INTERCONNECTION REQUESTS

### 1. Interconnection Agreement Negotiation Status:

Applicant executed a 21 State facilities-based interconnection agreement with AT&T on September 18, 2020. Applicant has approved and effective interconnection agreements in Alabama, Tennessee and Virginia and Agreements pending in Maryland, Georgia, and Michigan. Rates related to interactions with other carriers will be derived from retail tariffs and from Interconnection Agreement rate tables.

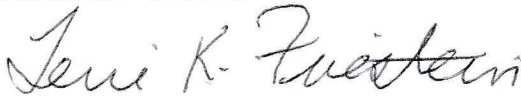
See E-signature confirmation from AT&T dated 9-18-20. The Agreement will be filed in Ohio following approval of this Application and acquisition of an Ohio OCN from NECA.

### Interconnection Negotiations Affidavit

I am an authorized representative of the applicant corporation Point Broadband Fiber Holdings, LLC and I am authorized to make this statement on its behalf. I attest that Applicant has completed interconnection negotiations with AT&T for a 21-state Agreement inclusive of the State of Ohio. Negotiations are complete and the Agreement has been executed as of September 18, 2020. I attest that the information submitted here, and all additional information submitted in connection with this case, is true and correct. The serving area proposed in AT&T's ILEC territory is indicated on the enclosed spreadsheet.

Executed on 9-25-20

at Clear Spring, MD 21722



Terri K. Firestein, Sr. Director/Consultant  
(Signature and Title)

Subscribed and sworn to before me, a Notary Public, this 25th day of September, 2020.



Signature



Printed Name

TRUDY SMALLWOOD  
NOTARY PUBLIC  
WASHINGTON COUNTY  
MARYLAND

My Commission Expires 03/02/2022

My Commission Expires: 3/02/22  
My County of Residence: Washington

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

**Commission of Ohio Docketing Information System on**

**10/28/2020 11:53:27 AM**

**in**

**Case No(s). 20-1563-TP-ACE**

Summary: Application Replacement Application electronically filed by Mrs. Terri K Firestein on behalf of Point Broadband Fiber Holdings LLC dba Point Broadband