

June 29, 2016

VIA ELECTRONIC FILING

Docketing Division
Public Utilities Commission of Ohio
180 East Broad Street, 11th Floor
Columbus, OH 43215

**Re: Mobilitie Management, LLC – Amendment to Application for
Authority to Provide Facilities-Based Competitive Local Exchange
Carrier Telecommunications Services (Case No. 16-0721-TP-ACE)**

Dear Sir or Madam:

Mobilitie Management, LLC ("Mobilitie Management"), by its undersigned counsel, hereby amends its Application for Authority to Provide Facilities-Based Competitive Local Exchange Carrier Telecommunications Services (Case No. 16-0721-TP-ACE) ("Original Application") filed with the Commission on April 6, 2016, by updating the Commission with a complete and accurate list of its management team as follows:

- Gary Jabara – Chief Executive Officer
- Christos Karmis – President
- Chris Glass – Vice President of Network Strategy
- Dana Tardelli – Executive Vice President, Wireless Solutions

All individuals can be reached at the following address and telephone number:

Mobilitie Management, LLC
2220 University Drive
Newport Beach, CA 92660
(877) 999-7070

Additionally, Mobilitie Management hereby updates **Exhibit H** of its Original Application by providing the Commission with resumes of each additional member of Mobilitie Management's management team which are attached hereto.

Should you have any questions regarding this transmittal, please do not hesitate to contact the undersigned.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "K. P. Adamchak", enclosed within a thin black rectangular border.

Keenan P. Adamchak

Counsel for Mobilitie Management, LLC

Enclosures

Exhibit H

Managerial Ability and Corporate Structure

Applicant has the requisite technical and managerial qualifications to provide local telecommunications services in the State of Ohio. Applicant's management team includes individuals with substantive experience in successfully developing and operating telecommunications businesses. Consequently, Applicant has the requisite technical resources to support its Ohio operations, making Applicant's management well-qualified to operate Applicant's local telecommunications services in Ohio. Attached hereto are biographies of Applicant's key personnel and management.

Applicant's Officers:

- Gary Jabara – Chief Executive Officer
- Christos Karmis – President
- Chris Glass – Vice President of Network Strategy
- Dana Tardelli – Executive Vice President, Wireless Solutions

All individuals can be reached at the following address and telephone number:

Mobilitie Management, LLC
2220 University Drive
Newport Beach, CA 92660
(877) 999-7070

Corporate Structure:

Applicant is a jointly-owned subsidiary of Mobilitie Holdings, Inc., and Mobilitie Holdings, LLC.

Operations in Other States:

Applicant is currently registering or applying for authority to operate as a telecommunications service provider in all fifty states, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands.

GARY B. JABARA

2220 University Drive, Newport Beach, CA 92660
Phone: 949.999.5769 • Email: gary@mobilitie.com

SUMMARY

Gary Jabara is CEO and founder of Mobilitie and a recognized leader in the wireless industry. Jabara built Mobilitie from an idea into the largest privately-held owner and lessor of wireless telecommunications infrastructure assets in the United States.

In 2012, Jabara was named [Ernst & Young National Entrepreneur of the Year](#). He was also recognized in 2013 as one of Orange County's 'Hot 25 Leaders.' In 2015, Jabara received the [Orange County Business Journal Excellence in Entrepreneurship](#) award, which places him among Orange County's most prominent executives, with a leading role in the region's technology and real estate industries.

Prior to establishing Mobilitie in 2004, Jabara was Partner-in-Charge of Wireless Real Estate and Infrastructure at Deloitte. Here, Jabara oversaw the negotiation of more than \$10 billion of telecommunication infrastructure assets on behalf of the major wireless carriers. He also led the firm's National Practice for Capital Projects Advisory Services, and advised Global Fortune 100 firms on the efficient deployment of their capital.

At Los Angeles Cellular Telephone Company, Jabara led activities around the firm's site acquisition, budgeting, engineering, and development.

Jabara is also the owner of [Villa Real Estate](#), the second largest real estate firm in Orange County. Villa Real Estate includes an all-star cast of Orange County's leading luxury residential real estate professionals, offering innovative digital products that enable new ways of connecting clients with tailored home buying options. Now in its third year of operation, Villa Real Estate has emerged as one of Orange County's premium real estate firms, handling some of the region's most sought after residential properties.

EXPERIENCE AND SELECTED ACHIEVEMENTS

Mobilitie, LLC. CEO

2005 – Present

Leading the strategic development and deployment of wireless infrastructure across multiple industries, including sports and entertainment, hospitality, real estate, higher education, healthcare, as well as government and transportation. Successful deployments at the largest and most prominent venues in the world led to Mobilitie becoming the largest private-held wireless infrastructure provider in the U.S.

Deloitte Partner-in-Charge of Wireless Real Estate and Infrastructure

1999 - 2005

Oversaw the negotiation of over \$10 billion of telecommunication infrastructure assets on behalf of the major wireless carriers. Also led the firm's National Practice for Capital Projects Advisory Services, and advised Global Fortune 100 firms on the efficient deployment of their capital.

EDUCATION

San Diego State University.

CHRISTOPHER T. GLASS

24742 Sunset Lane • Lake Forest, CA 92630 • (714) 920-0419 • (949) 829-0437

- Experience:**
- MOBILITIE** Newport Beach, CA
Senior Vice President, General Counsel 11/15-Present
- Oversees all legal matters for the company, including pending litigation and corporate matters
 - Responsible for the oversight of legal documents and agreements
 - Manages team of in-house attorneys and outside counsel
 - Advises business team on various legal issues
- Vice President, Network Strategy** 02/11-11/15
- Responsible for the review, drafting and negotiation all of venue, carrier and vendor agreements related to Mobilitie's in-building wireless division
 - Negotiated complex lease agreements with large public venues and professional sports teams
 - Finalized several key Master License Agreements with wireless carriers enabling Mobilitie to accelerate deployment of its Distributed Antenna System networks and increase revenue
- CLEARWIRE** Newport Beach, CA
Network Deployment Project Manager 02/09-02/11
- Project Manager for three Clearwire Site Acquisition vendors
 - Managed forecasting and drove production of extremely aggressive site development milestone goals
 - Responsible for managing site acquisition and permitting of over 500 sites in 2009-2010 for OC, IE, LA markets
 - Ran weekly vendor deployment meetings
 - Responsible for all aspects of vendor and project management from candidate identification through construction start
 - Organized and presented meetings with difficult jurisdictions (Irvine, Newport Beach) to move zoning applications forward
 - Developed/maintained relationships with MLA partners and tower companies
- SPRINT NEXTEL** Irvine, CA
Strategic Sites Manager, West Region 01/06 -02/09
- Successfully organized new Strategic Sites team, including forming new roles and responsibilities for employee team members and hiring additional contractor resources to support each local market
 - Responsible for securing corporate fiscal approval and implementation of multi-million dollar Distributed Antenna Systems throughout the West Region
 - Managed deployment of hundreds of outdoor DAS nodes throughout southern CA and Las Vegas. Managed construction of several large in-building DAS systems, including shopping malls, casinos and sporting venues
 - Managed all West Region litigation, including a case heard by the California Supreme Ct (*Sprint v. County of San Diego*)
 - Responsible for negotiating all regional Master Lease Agreements (MLA's) and successfully completed MLA's and/or lease renewals for City of San Diego, City of Chula Vista and City of Beverly Hills
 - Prepared and delivered a presentation on DAS Strategy to our organization's Senior Vice President and other company VP's
 - Recipient of *MVP Award* for outstanding performance in the first quarter of 2006

Experience
(Cont.)

Site Acquisition Manager, LA Metro/LA North

12/05-1/06

- Responsible for driving production of leasing and zoning for LA Metro / LA North market
- Consistently met and exceeded market goals and forecasts for leases and zoning approvals while maintaining low lease-rate average
- Managed turn-key/hybrid vendor contracts and supervised team of nine independent contractors
- Provided forecasts and status updates for approx. 400 active search rings
- Point person for difficult landlord/lease issues, cell site environmental compliance
- Efficiently managed four weekly deployment meetings
- Recipient of *Spotlight Award* – 1st Quarter 2005

NEXTEL COMMUNICATIONS (SAITO DESIGN GROUP)
Independent Leasing (Site Acquisition) /Land Use Contractor

Irvine, CA
04/04-12/05

SPRINT – PCS DIVISION

Irvine, CA

Senior Property Specialist, Orange County/ IE/ Hawaii

07/03-04/04

- Supervised team of Property Specialists in the southern California and Hawaii markets
- Worked closely with Site Development Manager to ensure team achieved site leasing and land-use approval goals and delivered accurate milestone forecasts
- Maintained constant communication with Site Acq vendors, Property Specialists and Construction Managers to meet project timetables and aggressively push sites through the leasing and permitting process
- Conducted staff meetings, ran deployment calls and assumed other manager functions

NEXTEL COMMUNICATIONS

Irvine, CA

Project Manager

6/99-05/03

- Responsible for acquisition and permitting of new sites, site modifications and special projects
- Specialized in complex projects / difficult lease negotiations, with excellent production record
- Successfully negotiated over 100 lease agreements with commercial and public property owners, including Disney, Universal Studios, City of Anaheim, County of L.A., Metropolitan Water District
- Performed legal review, redlined leases and drafted contract language for Nextel agreements
- Represented Nextel in dozens of public hearings before Planning Commissions & public agencies
- Recipient of “Outstanding Achievement Recognition” for Q4 ’97, Q3 ’99, Q1 ’01, Q3 ’01

YOUNG & ASSOCIATES

Irvine, CA

Consultant/Project Manager

2/97-6/99

- Site acquisition consultant for Nextel Communications
- Consistently exceeded market development goals and objectives

Education:

VERMONT LAW SCHOOL

South Royalton, VT

Juris Doctorate - *cum laude*

1993-96

- Associate Articles Editor *Vermont Law Review*
- Class Rank - Top 15% (21/148) • National Dean’s list two semesters
- *American Jurisprudence Award* in Evidence
- *Academic Excellence Award* in Moot Court and Int’l Business Transactions
- Accepted into Hastings College of the Law/Vermont Law School Exchange Program

UNIVERSITY OF CALIFORNIA, IRVINE

Irvine, CA

Bachelor of Arts in Social Ecology - *cum laude*

1990-93

- *Exceptional Achievement Award* in Field Study
- Accepted into UCI Campuswide Honors Program

Dana John Tardelli

1275 Lanier Place
Atlanta, GA 30306
(404) 859-5811
dtardelli@yahoo.com

More than fifteen years' experience in strategy, finance, business development, marketing and operations in high-growth consumer technology markets. Track record of success in high-impact, high-profile organizations.

PROFESSIONAL EXPERIENCE

MOBILITIE, LLC

Executive Vice President, Mobilitie Services

May 2013 - Present

- Leads the expansion and densification of wireless networks through the design and deployment of Small Cells, Towers, Distributed Antenna Systems (DAS), and Wi-Fi networks
- Responsible for Mobilitie Services business unit that performs the design, site acquisition, deployment and management of small cells and monopoles across the United States
- Manages executive relationships and business development opportunities with wireless carriers
- Manages more than 900 employees and contractors
- Promotes company service offerings and value propositions at industry tradeshows/events, municipal roadshows, and other customer panels

AT&T MOBILITY / CINGULAR WIRELESS

Associate Vice President, Mobility Strategy

July 2011 – May 2013

- Responsible for the inorganic growth initiative that drives revenue expansion through acquisitions and strategic partnerships
- Works with business unit owners to refine product strategies and identify target funnel.
- Performs due diligence with Corporate Development
- Develops business case and operational integration playbook
- Designed the long-term wireless pricing roadmap to improve yields, mitigate the threat of substitutes, and balance carrier competition.
- Established foundation for launch of AT&T Mobile Share plans

Associate Vice President, Emerging Devices & Partnerships

Sept 2008 - July 2011

- Served as the lead strategist and financial officer for the Emerging Devices and Partnerships organization
- Responsible for all business planning & analysis for the group, including P&L management, long term planning, subscriber analysis, costing analysis and business case development
- Structured relationships between AT&T and partners by developing pricing models and risk mitigating deal parameters that ensure financial hurdles are satisfied and gain AT&T Mobility CFO approval
- Teamed with internal M&A organization to secure equity positions in key long-term strategic platforms and enablers to support AT&T operations

Director, Chief of Staff Office

Feb 2008-Sept 2008

- Advisor and internal consultant to the CEO of AT&T Mobility and President of Sales & Marketing
- Prepared executives for Board of Directors meetings, operational management reviews
- Provided strategic and analytical leadership on special projects

Director, National Distribution Business Development & Sales Operations

Aug 2005 - Feb 2008

- Member of AT&T iPhone deal team
 - Active member of the negotiating team for more than seven years
 - Structured the economic relationship between the parties and provided all valuation and financial analysis to AT&T leadership
 - Supported ongoing operations in key projects such as capacity/ supply planning, iTunes wireless service activation, Visual Voicemail, and Apps Store
- Structured financial, operational, and legal relationship for traditional wireless distribution agreements with Best Buy, WalMart, Amazon, Costco, and Target
- Structured MVNO/ resale agreements in high growth and under-penetrated markets segments such as Hispanic, Youth, Elderly, and Religion

Senior Manager, Strategic Planning & Competitive Analysis

Aug 2003- Aug 2005

- Supported AT&T Wireless COO & CFO with operational and financial risk assessments
- Performed ongoing performance benchmarking analysis among industry competitors
- Owned long term planning, valuation models, and market share forecasts
- Prepared Board of Director presentations, financial analyst calls, and internal operational reviews

ABERDEEN GROUP; *Market analysis and strategy consulting company*

Practice Director; Telecommunications Services

June 2000- July 2003

- Led the firm's telecommunication with responsibility for research operations, headcount management, revenue planning, and practice budget for 20+ person team
- Practice focus included nascent cloud services such as hosting, data centers, application service providers
- Provided business-planning consulting services for clients seeking assistance in the formulation and validation of go-to-market strategies

3COM CORPORATION

Business Line Finance/Operations Manager

January 1996-June 2000

- Responsible for managing business unit operational performance: headcount plan, channel sales forecast, inventory planning, cost center budgets, and financial targets & reporting for business line
- Drove day-to-day business critical issues: build decisions, logistical bottlenecks, product return authorizations, expense signoff, and exception pricing decisions
- Conducted financial planning and accounting duties for manufacturing plant: costing & absorption, inventory management, warranty analysis, reserve balance maintenance, and balance sheet reviews
- Member of due diligence teams for the merger/ acquisition of six companies
- Performed operational and financial integration of acquired business into 3Com infrastructure

EDUCATION

Boston University Master of Business Administration

January 1996

Tufts University Bachelor of Arts

May 1994

This foregoing document was electronically filed with the Public Utilities

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Case No(s). 16-0721-TP-ACE

Summary: Exhibit Amended Exhibit H electronically filed by Mr. Michael P Donahue on behalf of Mobilitie Management, LLC