



Via Electronic Filing and Overnight Delivery

Ms. Sharla Dillon Tennessee Regulatory Authority Andrew Jackson State Office Bldg. 502 Deaderick Street, 4th Floor Nashville, Tennessee 37243

RE: Docket No. 16-00036: Application of Mobilitie Management, LLC, for a Certificate to

Provide Competing Local Telecommunications Services in the State of Tennessee

Dear. Ms. Dillon:

Mobilitie Management, LLC ("Mobilitie Management"), by undersigned counsel, hereby files a response to the Tennessee Regulatory Authority's ("TRA") request for additional information, dated April 22, 2016. The Company's responses to the requests of the TRA are below:

(1) Biographical information for Mr. Ethan Rogers, including education and previous work history, title with Mobilitie Management, LLC, and details regarding his duties and responsibilities with the Company.

RESPONSE: Mr. Ethan Rogers is Senior Counsel of Mobilitie Management's parent company, Mobilitie, LLC. A resume for Mr. Rogers is attached hereto as **Exhibit A**.

(2) Are there any other employees or management personnel for Mobilitie Management, LLC? If so, please provide their biographical information, their title(s) and a description of their day-to-day duties and responsibilities.

RESPONSE: Mr. Christos Karmis is the only officer of Mobilitie Management. The Company will rely on the management expertise of its parent company, Mobiliie, LLC. Biographies for the Mobilitie, LLC management team are attached hereto as **Exhibit B**.

(3) Pursuant to Tennessee Code Ann 65-4-126(j), provide a \$20,000 bond or letter of credit.

RESPONSE: The \$20,000 bond is attached hereto as **Exhibit C**.

Four (4) copies of this filing will be submitted to the TRA today by overnight delivery. Should you need additional information, please do not hesitate to contact the undersigned at (703) 714-1317 or jqw@comlawqroup.com.

Respectfully Submitted,

Joanna G. Wallace

Counsel for Mobilitie Management, LLC

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EXHIBIT A

ETHAN J. ROGERS

708 ½ Iris Avenue, Corona del Mar, CA 92625 · ethanrogers@gmail.com · (480) 249-8001

EXPERIENCE

Mobilitie Orange County, CA
Senior Counsel December 2012 – Present

Negotiated and drafted franchise agreements, right-of-way agreements, pole attachment agreements, easements, permits, licenses, approvals, authorizations, registrations, certificates, variances and similar rights obtained, or required to be obtained, from governmental authorities or investor owned utilities related to the company's Competitive Local Exchange Carrier business.

- Negotiated and drafted commercial lease agreements, owner-architect agreements (including extensive experience
 modifying AIA forms), owner-contractor agreements, design-build agreements, consulting agreement, SNDAs,
 CC&Rs, easements, assignments, service contracts, and NDAs in connection with various utility infrastructure as
 well as general commercial (i.e., retail, office and restaurant) and residential properties.
- Performed due diligence (including drafting title review memos) for the purchase of real property and/or entering into long-term lease agreements.
- Reviewed Phase I & II Environmental Site Assessments, NEPA Reports, Asbestos and Lead Paint Inspections, and SHPO and FAA consultations to evaluate and advise leadership on liability exposure as well as solutions, including managing material risks through appropriate insurance policies.
- Attended zoning and other public agency hearings where legal representation is advisable; including responding to public comments and on occasion entering into settlement and covenant-not-to-sue agreements with neighbors.
- Managed 5 in-house attorneys that report to me.
- Reported progress and provided legal advice to company leadership (located in various domestic and foreign locations) in the context of state and federal environmental regulations, municipal codes, and local political considerations.

Caruso Affiliated
Los Angeles, CA
Associate Counsel
May 2008 – November 2012

- Negotiated and drafted real estate purchase and sale agreements, ground leases, retail center leases, restaurant
 leases, office leases, lease termination agreements, common area licenses, real property management contracts,
 owner-architect agreements, owner-contractor agreements, financing instruments (including bank loans,
 guarantees and letters of credit), SNDAs, entity formation agreements, sponsorship agreements, service contracts,
 NDAs and employment agreements in connection with developing and operating a large first-class shopping
 center portfolio.
- Responsible for transactional needs of the company, including those related to due diligence, acquisitions, development, redevelopment, land use, zoning, finance, accounting, asset management, construction, leasing, operations, and human resources.
- Drafted forms for other departments to use.
- Developed and monitored annual budget; reviewed legal invoices for overcharges.
- Drafted and implemented company-wide policies (e.g., environmental guidelines, document retention, and free speech time, place and manner regulations) to manage legal risks.
- Resolved various landlord-tenant issues, including those related to rent collection, slip-and-falls and insurance
 disputes, in a timely and professional manner while abiding by the company's policy to provide world class
 customer service.
- Responsible for providing legal support for litigation needs of the company, including those related to unlawful
 detainer, breach of contract/guaranty, writ of attachment, bankruptcy, insurance coverage, CEQA, and premises
 liability matters.
- Represented the company in court hearings, depositions, mediations and similar proceedings.
- Interviewed and hired outside counsel to handle specific matters, monitored their progress, and, in some cases, drafted complaints, briefs and other documents to be filed with the applicable court.
- Communicated and conferred with claim representatives with respect to multiple insurance disputes to find amenable resolutions.
- Handled certain personal property transfers for the CEO, including the purchase/lease of jets, yachts and cars.

ETHAN J. ROGERS

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Rose Law Group Scottsdale, AZ

Summer Associate

May – August 2007

- Drafted planned area development packets and memos resolving legal issues associated with ordinances, general plan amendments, zone changes, variances, water rights, and subdivision entitlements.
- Drafted numerous memos regarding interpretation, application and enforcement issues that flow from legislation.
- Researched real estate markets and legal industries in twelve different cities; recommended a firm expansion plan.

City of Casa Grande, Arizona

Casa Grande, AZ

City Planner

December 2005 – August 2006

- Presented and drafted staff reports in public hearings before the Planning Commission regarding general plan amendments, zone changes (map and text amendments), preliminary and final subdivision plats, conditional use permits, and major site plans.
- Presented and drafted staff reports in public hearings before the Board of Adjustments regarding variances.
- Ex Officio for the Historic Preservation Commission responsible for determining whether properties qualify to be listed on local, state and national registers; applied for grants from the Historic Preservation Heritage Fund; drafted new design guidelines; and issued or publically recommended issuance of Certificates of No Effect and Certificates of Appropriateness, respectively.
- Advised City Council on planning issues, annexations and coordinated projects with federal, state, and local agencies; helped design and execute a wide range of planning projects in collaboration with city departments and local citizens.
- Researched and interviewed candidates for the position of Geographic Information Systems Manager.

City of Pleasant Grove, Utah

Pleasant Grove, UT

Assistant City Planner

September 2004 – November 2005

- Presented and drafted staff reports in public hearings before various decision-making bodies.
- Researched and drafted resolutions regarding: the preservation of wetlands in the City's gateway district, and encouraging trail system development.
- Managed and coordinated with consultants regarding the City's Geographic Information System.

Prudential Utah Real Estate

Provo, UT

Real Estate Agent

June 2003 – September 2004

- Researched market comparables, title reports, and prepare documents such as representation contracts, purchase agreements, closing statements, deeds and leases.
- Worked with escrow companies, lenders, home inspectors, and pest control operators to ensure that terms and conditions of purchase agreements are met before closing dates.

EDUCATION

J.D.

Pepperdine University School of Law

Malibu, CA

May 2009

Hagman Scholarship; Brock Scholarship; Delman & Krug Scholarship; Endowed Scholarship; Honors:

Beck-Pfann Scholarship; featured profile in Pepperdine Law Magazine (2009 spring edition)

- Leadership: J. Reuben Clark Law Society, National Student Chair (over 2000 student members)
- **Publications:** The State Bar of California published my answer to the essay portion of the bar exam as a model answer for future examinees to study.

Brigham Young University

Provo, UT

B.A. in Urban Planning

May 2005

- Projects: Capstone Project in Suzhou, China (analyzing land-use and environmental issues)
- Rugby Team, Flanker Activities:

EXHIBIT B

Gary Jabara, Founder and Chief Executive Officer

Prior to founding Mobilitie, Gary was a Partner at Deloitte & Touche and the firm's Partner-in-Charge of Wireless Real Estate and Infrastructure. Gary leads the firm in its quest to fulfill its mission and vision of being the most innovative and open infrastructure firm in the world. While at Deloitte, Gary oversaw the negotiation of over \$10 billion of telecommunication infrastructure assets on behalf of the Big Six 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.

Christos Karmis, President

While at Mobilitie, Christos has led the development and implementation of our customized Lease-to-SuitTM tower program with several of the largest national wireless carriers. He also currently oversees tower leasing and colocation activity on Mobilitie's wireless communication towers. Before joining Mobilitie, Christos specialized in real estate advisory services and the wireless communications industry with Deloitte Consulting. While at Deloitte, he provided operational and network optimization strategies to several of the Big Six Wireless Carriers. In addition, Christos is experienced with process improvement, technology optimization, and establishing Sarbanes-Oxley-compliant financial controls for network lease administration. He has also led due diligence projects for the sale of significant wireless communication assets. Prior to joining Deloitte, Christos was an engineer for Harris Corporation specializing in digital mapping, and holds an MBA from the Warrington School of Business at the University of Florida, a Management Certificate from Harvard University, and a Bachelor of Science in Mechanical Engineering from Clemson University.

Mark Askelson, Senior Vice President of Investments

Before joining Mobilitie, Mark was Senior Manager with Deloitte Consulting and a Leader of the firm's Wireless Real Estate Practice. Mark manages all of Mobilitie's significant investment activities and transactions. At Deloitte, Mark provided strategic real estate and portfolio capitalization strategies for corporate users, including the development of operations and asset strategies for three of the major wireless carriers. Previously, at Cleveland Real Estate Partners, a boutique firm acquired by Deloitte, he specialized in managing complex lease and fee transactions. Prior to attending graduate school, Mark was Principal Planner with the Lake County, IL. Department of Planning, Zoning and Environmental Quality. Mark holds an MBA from the Weatherhead School of Management at Case Western Reserve University, and a Bachelor of Science in Landscape Architecture from the University of Wisconsin - Madison.

Brian Schaefgen, Chief Financial Officer (CFO)

Brian serves as CFO and oversees Mobilitie's enterprise-wide financial management and administration. His responsibilities encompass Mobilitie's reporting, capital markets, planning, tax, governance and risk management activities. Brian joined Mobilitie with over 20 years of financial and operational experience. He began his career with Deloitte, and has served as CFO of publicly-traded and privately-held companies in the real estate, investment and business services industries. He has been involved in the acquisition and disposition of over \$2.0 billion in assets. Brian holds a Bachelor of Business Administration from the University of Notre Dame. He is a certified public accountant and licensed real estate broker.

EXHIBIT C

TENNESSEE REGULATORY AUTHORITY

TENNESSEE TELECOMMUNICATIONS SERVICE PROVIDER'S SURETY BOND

Bond #: <u>1053114</u>	
WHEREAS, Mobilitie Management, I	LLC (the "Principal"), has
applied to the Tennessee Regulatory Authority	for authority to provide telecommunications services in the State of Tennessee; and
required to file this bond in order to obtain such	Chapter 4, Section 125(j) of the Tennessee Code Annotated, as amended, the Principal is a authority and to secure the payment of any monetary sanction imposed in any enforcement usee Code Annotated or the Consumer Telemarketing Act of 1990 by or on behalf of the and
WHEREAS, The Hanover Insurance	Company
Insurance to engage in the surety business in th	iness in the State of Tennessee and duly authorized by the Tennessee Commissioner of is state pursuant to Title 56, Chapter 2 of the Tennessee Code Annotated, has agreed to comply with the provisions of Title 65, Chapter 4, Section 125(j) of the Tennessee Code
accordance with the provisions of Tennessee Co dollars (\$20,000.00) lawful money of the United imposed against the Principal, its representative Tennessee Code Annotated or the Consumer Tennessee	the Principal and the Surety are held and firmly bound to the STATE OF TENNESSEE, in the Annotated, Title 65, Chapter 4, Section 125(j), in the full amount of twenty thousand a States of America to be used for the full and prompt payment of any monetary sanction was, successors or assigns, in any enforcement proceeding brought under Title 65 of Telemarketing Act of 1990, by or on behalf of the TRA, for which obligation we bind assigns, each jointly and severally, firmly and unequivocally by these presents.
annual renewal period or portion thereof shall cor the liability of the Surety shall not be cumulative bond shall not exceed Twenty Thousand Dollars	5th day of May, 2016, and shall be continuous; provided, however, that each astitute a new bond term. Regardless of the number of years this bond may remain in force, e, and the aggregate liability of the Surety for any and all claims, suits or actions under this (\$20,000.00). The Surety may cancel this bond by giving thirty (30) days written notice of ertified mail, it being understood that the Surety shall not be relieved of liability that may of cancellation.
PRINCIPAL	SURETY
Mobilitie Management, LLC	The Hanover Insurance Company
Name of Company authorized by the TRA	Name of Surety
Company ID # as assigned by TRA	Address of Surety
SIGNATURE OF PRINCIPAL	SIGNATURE OF SURETY AGENT
Name: Christos Karnis	Name: Daniel Huckabay
Title: Russident	Title: Attorney-in-Fact
	Address of Surety Agent:
	Commercial Surety Bond Agency
	1411 N. Batavia St., Suite 201
	Orange, CA 92867

THIS BOND IS ISSUED IN ACCORDANCE WITH THE PROVISIONS OF SECTION 125, CHAPTER 4, TITLE 65 OF THE TENNESSEE CODE ANNOTATED AS AMENDED BY CHAPTER NO. 586, 2000 PUBLIC ACTS. SHOULD THERE BE ANY CONFLICT WITH THE TERMS HEREOF AND THE STATUTE OR REGULATIONS PROMULGATED THEREUNDER, THE STATUTE OR REGULATIONS SHALL PREVAIL. (POWER OF ATTORNEY FROM AN APPROVED INSURANCE COMPANY MUST BE ATTACHED.)

ACKNOWLEDGMENT OF PRINCIPAL

STATE OF TENNESSEE COUNTY OF			
with whom I am personally acquainted and who,	, upon oath, acknow	esaid, personally appeared	
WITNESS my hand and seal this	day of	, 20	
My Commission Expires:			
, 20			
		Notary Public	
	•		
ACKNOW	LEDGMENT OF	SURETY	
STATE OF TENNESSEE COUNTY OF			
with whom I am personally acquainted foregoing bond on behalf of State of Tennessee and duly authorized by the Tennessee are to Title 56, Chapter 2 of the Tennesse executed the foregoing bond, by signing the national states of the Tennessee.	d and who, upon oa , the variation, the variation, the variation, the commission of the corporation, the corporation of the corporation of the corporation of the corporation, the corporation of the corpo	•	executed the usiness in the s in this state
WITNESS my hand and seal this	day of	, 20	
My Commission Expires:			
		Notary Public	
		Notary 1 done	
APPROV	AL AND INDORS	SEMENT	
· · · · · · · · · · · · · · · · · · ·		und the same to be sufficient and in conformity to d that the same has been filed with the Tennesse	
Authority, State of Tennessee, this	•		- · ·
	Name Title:		

ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

validity of that document.						
State of California County of Orange)					
On <u>May 5, 2016</u>	_ before me,	Karen L. Ritto, Notary Public (insert name and title of the officer)				
personally appeared Daniel Huckabay who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/arex subscribed to the within instrument and acknowledged to me that he/sche/thexx executed the same in his/her/theix authorized capacity(iess), and that by his/her/theix signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument. I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing						
paragraph is true and correct.	JOINT under the	laws of the state of Samornia that the foregoing				
WITNESS my hand and official se	eal.	KAREN L. RITTO COMM. #2138527 Notary Public-California ORANGE COUNTY My Comm. Expires Dec 30, 2019				
Signature	Karen L. Ritto	(Seal)				

THE HANOVER INSURANCE COMPANY MASSACHUSETTS BAY INSURANCE COMPANY CITIZENS INSURANCE COMPANY OF AMERICA

POWER OF ATTORNEY

THIS Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

KNOW ALL PERSONS BY THESE PRESENTS:

That THE HANOVER INSURANCE COMPANY and MASSACHUSETTS BAY INSURANCE COMPANY, both being corporations organized and existing under the laws of the State of New Hampshire, and CITIZENS INSURANCE COMPANY OF AMERICA, a corporation organized and existing under the laws of the State of Michigan, (hereinafter individually and collectively the "Company") does hereby constitute and appoint,

Daniel Huckabay, Arturo Ayala, Dwight Reilly, Drew Ebright, Andrew Waterbury, Michael Castaneda and/or Shaunna Burchfiel

Of Commercial Surety Bond & Insurance Agency Inc., of Orange, CA each individually, if there be more than one named, as its true and lawful attorney(s)-in-fact to sign, execute, seal, acknowledge and deliver for, and on its behalf, and as its act and deed any place within the United States, any and all surety bonds, recognizances, undertakings, or other surety obligations. The execution of such surety bonds, recognizances, undertakings or surety obligations, in pursuance of these presents, shall be as binding upon the Company as if they had been duly signed by the president and attested by the secretary of the Company, in their own proper persons. Provided however, that this power of attorney limits the acts of those named herein; and they have no authority to bind the Company except in the manner stated and to the extent of any limitation stated below:

Any such obligations in the United States, not to exceed Twenty Five Million and No/100 (\$25,000,000) in any single instance

That this power is made and executed pursuant to the authority of the following Resolutions passed by the Board of Directors of said Company, and said Resolutions remain in full force and effect:

RESOLVED: That the President or any Vice President, in conjunction with any Vice President, be and they hereby are authorized and empowered to appoint Attorneys-in-fact of the Company, in its name and as it acts, to execute and acknowledge for and on its behalf as surety, any and all bonds, recognizances, contracts of indemnity, waivers of citation and all other writings obligatory in the nature thereof, with power to attach thereto the seal of the Company. Any such writings so executed by such Attorneys-in-fact shall be binding upon the Company as if they had been duly executed and acknowledged by the regularly elected officers of the Company in their own proper persons.

RESOLVED: That any and all Powers of Attorney and Certified Copies of such Powers of Attorney and certification in respect thereto, granted and executed by the President or Vice President in conjunction with any Vice President of the Company, shall be binding on the Company to the same extent as if all signatures therein were manually affixed, even though one or more of any such signatures thereon may be facsimile. (Adopted October 7, 1981 – The Hanover Insurance Company; Adopted April 14, 1982 – Massachusetts Bay Insurance Company; Adopted September 7, 2001 – Citizens Insurance Company of America)

IN WITNESS WHEREOF, THE HANOVER INSURANCE COMPANY, MASSACHUSETTS BAY INSURANCE COMPANY and CITIZENS INSURANCE COMPANY OF AMERICA have caused these presents to be sealed with their respective corporate seals, duly attested by two Vice Presidents, this 18th day of March, 2016.



THE COMMONWEALTH OF MASSACHUSETTS COUNTY OF WORCESTER

) ss.

THE HANOVER INSURANCE COMPANY
MASSACHUSETTS BAY INSURANCE COMPANY
CITIZENS INSURANCE COMPANY OF AMERICA

Robert Thomas, Vice President

THE HANOVER INSURANCE COMPANY
MASSACHUSETTS BAY INSURANCE COMPANY
CITIZENS INSURANCE OPENPANY OF AMERICA

On this 18th day of March, 2016 before me came the above named Vice Presidents of The Hanover Insurance Company, Massachusetts Bay Insurance Company and Citizens Insurance Company of America, to me personally known to be the individuals and officers described herein, and acknowledged that the seals affixed to the preceding instrument are the corporate seals of The Hanover Insurance Company, Massachusetts Bay Insurance Company and Citizens Insurance Company of America, respectively, and that the said corporate seals and their signatures as officers were duly affixed and subscribed to said instrument by the authority and direction of said Corporations.

DIANE J. MARINO
Notery Public
Commonments of magacausetts
My Commission Engires
Merch 4, 2002

Diane J. Martho, Notary Public My Commission Expires March 4, 2022

I, the undersigned Vice President of The Hanover Insurance Company, Massachusetts Bay Insurance Company and Citizens Insurance Company of America, hereby certify that the above and foregoing is a full, true and correct copy of the Original Power of Attorney issued by said Companies, and do hereby further certify that the said Powers of Attorney are still in force and effect.

GIVEN under my hand and the seals of said Companies, at Worcester, Massachusetts, this 5th day of May, 2016

CERTIFIED COPY

Theolee A Utitutte
Theodore G. Martinez, Vice President

California All-Purpose Certificate of Acknowledgment

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California	
County of Orange	S.S.
On5/11/2016 before me,Yu	umi Corvera, Notary Public,
personally appearedChristos K	•
	Name of Signer (1)
N/A Name of Signer ((9)
who proved to me on the basis of satisfactory evid is/are subscribed to the within instrument and ackrethe same in his/her/their authorized capacity(ies), instrument the person(s), or the entity upon behalf instrument. I certify under PENALTY OF PERJURY under the	nowledged to me that he/she/they execute and that by his/her/their signature(s) on th of which the person(s) acted, executed th
of the State of California that the foregoing paragratrue and correct.	
WITNESS my hand and official seal.	VUMI CORVERA COMM. #2110590 Notary Public · California Orange County My Comm. Expires May 8, 2019
Although the information in this section is not required by law, it c this acknowledgment to an unauthorized document and may prov	rould prevent fraudulent removal and reattachment of re useful to persons relying on the attached document.
The preceding Certificate of Acknowledgment is attached to a	Additional Information Method of Signer Identification
ocument titled/for the purpose of	
ocument the dispose of	Proved to me on the basis of satisfactory evidence: form(s) of identification credible witness(es)
ontaining pages, and dated	. Notarial event is detailed in notary journal on:
	Page # Entry #
he signer(s) capacity or authority is/are as: Individual(s)	Notary contact:
☐ Attorney-in-fact	Other
Corporate Officer(s) Title(s)	Additional Signer Signer(s) Thumbprints(s)
☐ Guardian/Conservator ☐ Partner - Limited/General ☐ Trustee(s) ☐ Other:	
epresenting:	
Mame(s) of Person(s) Entity(les) Signer is Representing	