

19-00054

June 3, 2019

VIA OVERNIGHT DELIVERY

Chairman, Tennessee Public Utility Commission
c/o Dockets and Records Manager
502 Deaderick Street, 4th Floor
Nashville, Tennessee 37243

RE: Application of Point Broadband Fiber Holding, LLC, for a Certificate to Provide Competing Local and Intrastate Telecommunications Services in the State of Tennessee

On behalf of Point Broadband Fiber Holding, LLC, enclosed for filing with the Commission are an original and thirteen (13) copies of the above-referenced application and a check in the amount of \$25.00 for the requisite application filing fee.

We ask that the enclosed Return Stamped Copy of this letter be returned in the self-addressed, stamped envelope provided as confirmation of receipt. Should you have any questions concerning this filing, please do not hesitate to contact the undersigned at 301-788-6889 or tfireccg@myactv.net.

Sincerely,

A handwritten signature in blue ink that reads "Terri K. Firestein". The signature is written in a cursive, flowing style.

Terri K. Firestein
Sr. Director
Consultant for Point Broadband Fiber Holding, LLC

Enclosures

BEFORE THE TENNESSEE PUBLIC UTILITY COMMISSION

**IN THE MATTER OF THE APPLICATION
OF POINT BROADBAND FIBER
HOLDING, LLC FOR A CERTIFICATE TO
PROVIDE COMPETING INTRASTATE
AND LOCAL TELECOMMUNICATION
SERVICES**

**APPLICATION FOR CERTIFICATE TO PROVIDE
COMPETING INTRASTATE AND LOCAL
TELECOMMUNICATIONS SERVICES**

Pursuant to applicable Tennessee Statutes and the Rules and Regulations of the Tennessee Public Utility Commission ("TPUC") and Section 253 of the Federal Telecommunications Act of 1996 ("Act"), Point Broadband Fiber Holding, LLC ("Applicant") respectfully requests that the Tennessee Public Utility Commission grant to it authority to provide competing intrastate and local telecommunications services, including exchange access telecommunications services, within the State of Tennessee. Applicant is willing and able to comply with all applicable rules and regulations in Tennessee pertaining to the provision of competing intrastate and local telecommunications services.

In support of its Application, Applicant submits the following:

1. The full name and address of the Applicant is:

Point Broadband Fiber Holding, LLC
1791 O.G. Skinner Drive, Suite A
West Point, Georgia 31833
Telephone: 844-255-3688

Questions regarding this application should be directed to:

Terri K. Firestein
Sr. Director
CCG Consulting
10806 Garrison Hollow Rd.
Clear Spring, Maryland 21722
Telephone: (301) 788-6889
tfireccg@myactv.net

Contact name and address at the Company is:

Point Broadband Fiber Holding, LLC
c/o Terri K. Firestein - Regulatory Affairs
10806 Garrison Hollow Rd.
Clear Spring, Maryland 21722
Telephone: (301) 788-6889
tfireccg@myactv.net

2. Organizational Chart of Corporate Structure: Include any pertinent acquisition or merger information.

See **Exhibit A**

3. Corporate information:

Applicant was incorporated in the State of Delaware on October 11, 2018. A copy of Applicant's Articles of Incorporation and amendments are provided in **Exhibit B**. A copy of Applicant's Authority to transact business in the State of Tennessee is provided in **Exhibit C**. The names and addresses of the principal corporate officers are in **Exhibit D**. The biographies of the principal officers and other key technical staff are in **Exhibit E**.

4. Applicant possesses the managerial, technical, and financial ability to provide local telecommunications service in the State of Tennessee as demonstrated below:

A. Financial Qualifications:

In support of its financial qualifications, Applicant submits an unaudited summary of its Profit & Loss, Balance Sheet and Retained Earnings statement ending December 31, 2018 in **Exhibit F**. Applicant does not have audited financial statements at this time.

Applicant has a number of financing vehicles in place to ensure adequate liquidity in meeting its anticipated funding needs. Applicant expects to improve revenues and decrease expenses throughout 2019 and 2020 as it realizes revenues and operating efficiencies from a multi-state broadband transport network and enhanced service arrangements with Applicant's Strategic Alliance Partners.

Applicant asserts that it has the financial resources necessary to operate as a competitive local service provider in Tennessee.

Applicant's financials do not reflect any revenues or expenses associated with reciprocal compensation.

Corporate Surety Bond is provided as **Exhibit G**

B. Managerial Ability:

As shown in **Exhibit E** to this Application, Applicant has the managerial expertise to successfully operate a telecommunications enterprise in Tennessee. As described in the attached biographical information, Applicant's management team has extensive management and business experience in telecommunications.

C. Technical Qualifications:

Applicant's services will satisfy the minimum standards established by the TPUC. Applicant elects market regulation and will maintain a Customer Service Terms and Conditions Guide and product and services pricing on its website. Applicant will not require customers to purchase CPE, which cannot be used with the Incumbent Local Exchange Carrier's systems. As noted in the biographies (Exhibit E) of the principal officers, and other key technical staff there are several individuals with engineering backgrounds and numerous years of telecommunications expertise. Thus, Applicant is certainly technically qualified to provide local exchange service in Tennessee.

5. Proposed Service Area:

Applicant has an application for authority pending in Alabama. While Applicant is not currently authorized in any state Applicant, through subsidiaries, holds authorizations in the states of Virginia, Tennessee, Georgia, Mississippi, Louisiana and New York.

Applicant proposes to offer its services throughout the State of Tennessee utilizing a geographically redundant Metaswitch softswitch (CH605, Version 9.3.20) located in Bristol, VA at 15022 Lee Highway. This switch is currently interconnected to the Public Switched Telephone Network (PSTN) and Applicant will seek Interconnection Agreements with applicable ILEC's upon receiving the requested Authorization from this Commission. Further, Applicant operates a Fiber-to-the-Home/Premise network with fully redundant fiber paths to peering locations in Georgia and Virginia. Route redundancy, facilities protection and disaster recovery are ensured by the Point Broadband Network Operations Center (NOC). The initial proposed service areas are currently being served by AT&T- Tennessee and CenturyLink - Tennessee, which are designated open to competition. Applicant intends to offer a broad range of telecommunications services through use of its own facilities, resold ILEC facilities, third-party facilities and a combination of these provisioning methods.

6. Types of Local Exchange Service to be provided:

Applicant intends to provide an array of facilities based, leased and resale competitive wholesale and retail telecommunications and transport services including, but not limited to, dedicated and switched access services, private line and special access services, enhanced services and voice telecommunications services including but not limited to local exchange, and interexchange services in Tennessee. Applicant plans to offer basic access line service, PBX and DID Services, Ethernet services, Number Portability, Call Management Features, Directory Assistance, Directory Services, and Operator Services, as well as all services required under Chapter 1220-4-8-.04 (3) (6) and (2).

7. Repair and Maintenance:

Applicant understands the importance of effective customer service for local service customers. Applicant will make arrangements for its customers to call the company on a toll-free customer service number. In addition, customers may contact the company in writing at the headquarters address, as well as via email at www.point-broadband.com. The toll free number will be printed on the customer's monthly billing statements. The Tennessee contact person knowledgeable about providers operations is Andy Sivell, VP of Network Operations.

Grant of the Application will further the goals of the Tennessee Legislature and further the public interest by expanding the availability of competitive telecommunications services in the State of Tennessee. In addition, intrastate offering of these services is in the public interest because the services will provide Tennessee customers increased efficiencies and cost savings. Authorizing Point Broadband Fiber Holding, LLC to provide local exchange telecommunications services will enhance materially the telecommunications infrastructure in the State of Tennessee and will facilitate economic development.

In particular, the public will benefit both directly, through the use of the competitive services to be offered by Point Broadband Fiber Holding, LLC and indirectly, because Applicant's presence in Tennessee will increase the incentives for other telecommunications providers to operate more efficiently, offer more innovative services, reduce their prices, and improve their quality of service. Grant of this Application will further enhance the service options available to Tennessee citizens for the reasons set forth above.

8. Small and Minority-Owned Telecommunications Business Participation Plan:
(65-5-112): **Exhibit H**

9. Toll Dialing Parity Plan: **Exhibit I**

10. Applicant has served notice of this application to the current incumbent local exchange telephone companies in Tennessee with a statement regarding the company's intention of operating geographically. See **Exhibit J** for the list.

11. **Numbering Issues:** Statement provided in **Exhibit K**

12. **Tennessee Specific Operational Issues:** Statements provided in **Exhibit L**

13. **Miscellaneous:**

A. Sworn Pre-filed testimony of Chad Wachter, General Counsel: **Exhibit M**

B. Applicant does not require customer deposits


C. As of now, Point Broadband Fiber Holding, LLC has not been subject to complaints in any of the states in which we are doing business.

D. A copy of a tariff is not enclosed. Applicant elects Market Regulation.

CONCLUSION:

Point Broadband Fiber Holding, LLC respectfully requests that the TPUC enter an order granting it a certificate of convenience and necessity to operate as a competing telecommunications service provider and authority to provide a full range of local exchange on a facilities-based and resale basis throughout the State of Tennessee initially in the service areas of AT&T and CenturyLink and then possibly in any other ILEC that does not enjoy a rural exemption under Section 251(f) of the Telecommunications Act of 1996. For the reasons stated above, Point Broadband Fiber Holding, LLC's provision of these services would promote the public interest by providing high-quality service at competitive prices and by creating greater economic incentives for the development and improvement for all competing providers.

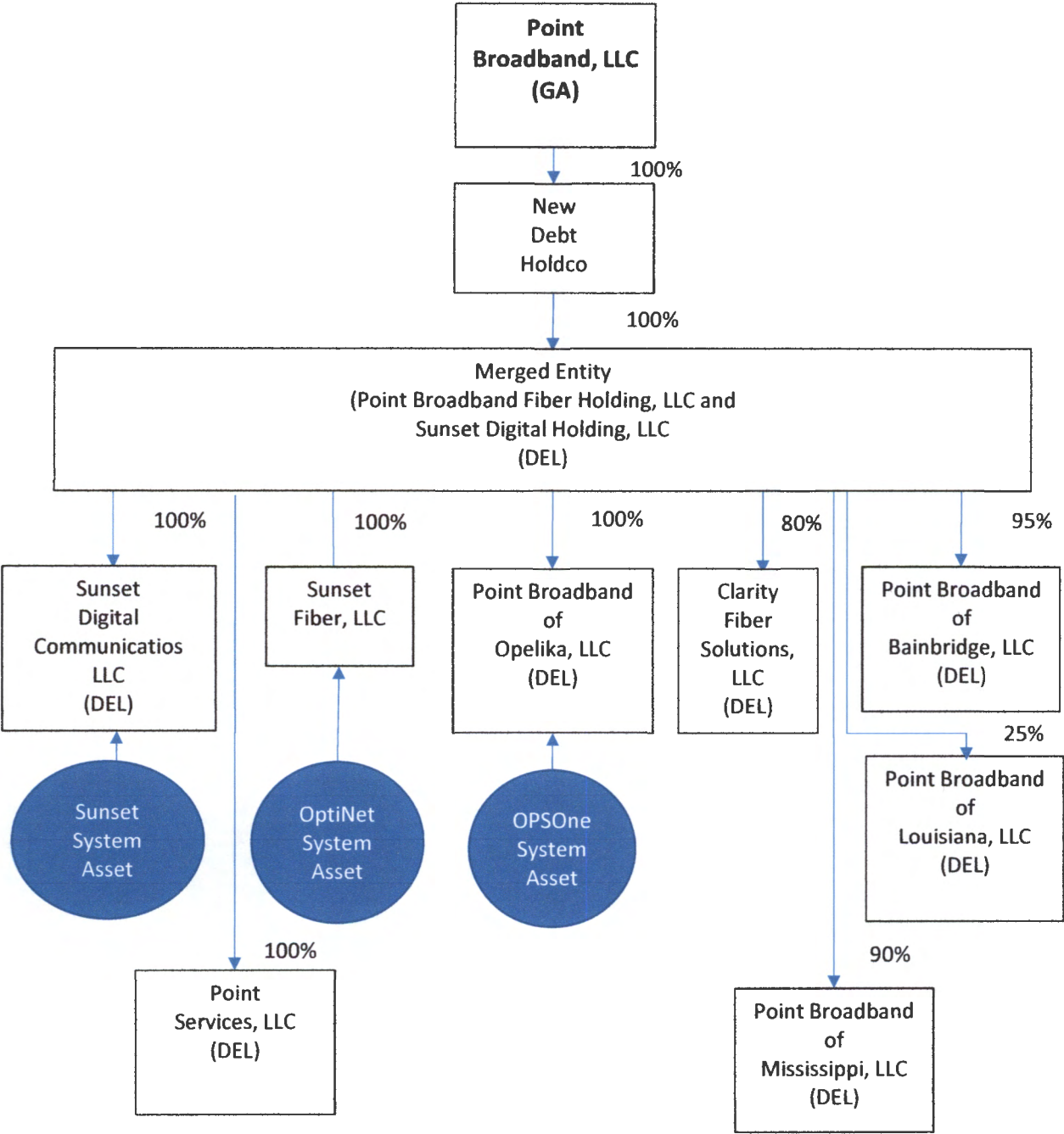
Respectfully submitted this 3rd day of June, 2019



Consultant for Point Broadband Fiber Holding, LLC

EXHIBIT A
ORGANIZATIONAL CHART

PRO FORMA CORP STRUCTURE



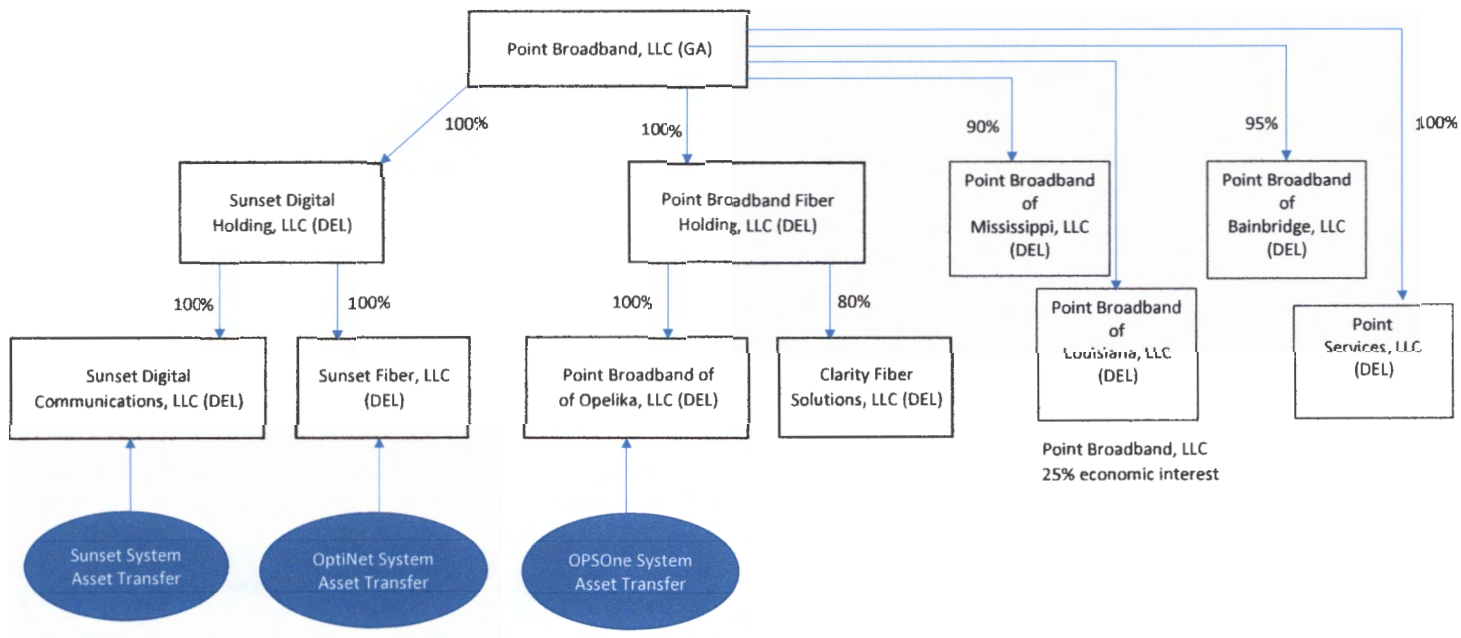


EXHIBIT B
ARTICLES OF INCORPORATION

Delaware

The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF
DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT
COPY OF THE CERTIFICATE OF FORMATION OF "POINT BROADBAND FIBER
HOLDING, LLC", FILED IN THIS OFFICE ON THE ELEVENTH DAY OF
OCTOBER, A.D. 2018, AT 1:53 O'CLOCK P.M.



7096517 8100
SR# 20187096457

You may verify this certificate online at corp.delaware.gov/authver.shtml

A handwritten signature of Jeffrey W. Bullock in black ink, written over a horizontal line.

Jeffrey W. Bullock Secretary of State

Authentication: 203601612
Date: 10-12-18

**CERTIFICATE OF FORMATION
OF**

POINT BROADBAND FIBER HOLDING, LLC

State of Delaware
Secretary of State
Division of Corporations
Delivered 01:53 PM 10/11/2018
FILED 01:53 PM 10/11/2018
SR 20187096457 - File Number 7096517

The undersigned, an authorized natural person, for the purpose of forming Point Broadband Fiber Holding, LLC, a limited liability company, under the provisions and subject to the requirements of the Limited Liability Company Act of the State of Delaware, hereby certifies that:

1. The name of the limited liability company is Point Broadband Fiber Holding, LLC.
2. The address of its registered office in the State of Delaware is: 160 Greentree Drive, Suite 101, in the City of Dover, County of Kent, Delaware 19904. The name of the registered agent at such address is National Registered Agents, Inc.

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Formation as of this 11th day of October, 2018.

/s/ Chad Wachter

Chad Wachter, Authorized Person

EXHIBIT C
AUTHORITY to TRANSACT BUSINESS in TENNESSEE



Tre Hargett
Secretary of State

Division of Business Services
Department of State
State of Tennessee
312 Rosa L. Parks AVE, 6th FL
Nashville, TN 37243-1102

Point Broadband Fiber Holding, LLC
STE A
1791 OG SKINNER DR
WEST POINT, GA 31833-1900

May 14, 2019

Filing Acknowledgment

Please review the filing information below and notify our office immediately of any discrepancies.

SOS Control # :	001028995	Formation Locale:	DELAWARE
Filing Type:	Limited Liability Company - Foreign	Date Formed:	10/11/2018
Filing Date:	05/14/2019 3:12 PM	Fiscal Year Close:	12
Status:	Active	Annual Report Due:	04/01/2020
Duration Term:	Perpetual	Image # :	B0661-9134
Managed By:	Manager Managed		

Document Receipt

Receipt # :	004811501	Filing Fee:	\$300.00
Payment-Check/MO -	CAPITAL FILING SERVICE, INC. , NASHVILLE, TN		\$300.00

Registered Agent Address:
NATIONAL REGISTERED AGENTS, INC.
300 MONTVUE RD
KNOXVILLE, TN 37919-5546

Principal Address:
STE A
1791 OG SKINNER DR
WEST POINT, GA 31833-1900

Congratulations on the successful filing of your **Application for Certificate of Authority** for **Point Broadband Fiber Holding, LLC** in the State of Tennessee which is effective on the date shown above. Please visit the Tennessee Department of Revenue website (apps.tn.gov/bizreg) to determine your online tax registration requirements. If you need to obtain a Certificate of Existence for this entity, you can request, pay for, and receive it from our website.

You must file an Annual Report with this office on or before the Annual Report Due Date noted above and maintain a Registered Office and Registered Agent. Failure to do so will subject the business to Administrative Dissolution/Revocation.

Tre Hargett
Secretary of State

Processed By: Michelle Holloway

50

B0661-9134 05/14/2019 3:12 PM Received by Tennessee Secretary of State Tre Hargett

APPLICATION FOR CERTIFICATE OF AUTHORITY LIMITED LIABILITY COMPANY (ss-4223)

Page 1 of 2



Business Services Division
Tre Hargett, Secretary of State
 State of Tennessee
 312 Rosa L. Parks AVE, 6th Fl.
 Nashville, TN 37243-1102
 (615) 741-2286

For Office Use Only

Filed

Filing Fee: \$50.00 per member
 (minimum fee = \$300, maximum fee = \$3,000)

To The Secretary of the State of Tennessee:

Pursuant to the provisions of T.C.A. §48-249-804 of the Tennessee Revised Limited Liability Company Act, the undersigned hereby applies for a certificate of authority to transact business in the State of Tennessee, and for that purpose sets forth:

1. The name of the Limited Liability Company is: Point Broadband Fiber Holding, LLC

If different, the name under which the certificate of authority is to be obtained is: _____

NOTE: The Secretary of State of the State of Tennessee may not issue a certificate of authority to a foreign Limited Liability Company if its name does not comply with the requirements of T.C.A. §48-249-106 of the Tennessee Revised Limited Liability Company Act. If obtaining a certificate of authority under an assumed Limited Liability Company name, an application must be filed pursuant to T.C.A. §48-249-106(d).

2. The state or country under whose law it is formed is: Delaware

and the date of its formation is: 10 / 11 / 2018 and the date it commenced doing business in Tennessee is: 05 / 14 / 2019
Month Day Year

NOTE: Additional filing fees and proof of tax clearance confirming good standing may apply if the Limited Liability Company commenced doing business in Tennessee prior to the approval of this application. See T.C.A. §48-249-913(d) and T.C.A. §48-249-905(c)

3. This company has the additional designation of: _____

4. The name and complete address of its registered agent and office located in the state of Tennessee is:

Name: National Registered Agents, Inc.

Address: 300 Montvue Rd

City: Knoxville

State: TN

Zip Code: 37919-5546

County: Knox

5. Fiscal Year Close Month: December

6. If the document is not to be effective upon filing by the Secretary of State, the delayed effective date and time is: (Not to exceed 90 days)

Effective Date: _____ / _____ / _____ Time: _____
Month Day Year

7. The LLC will be: ☐ Member Managed ☒ Manager Managed ☐ Director Managed ☐ Board Managed ☐ Other

8. Number of Members at the date of filing: 1

9. Period of Duration: ☒ Perpetual ☐ Other _____ / _____ / _____
Month Day Year

10. The complete address of its principal executive office is:

Address: 1791 O.G. Skinner Drive, Suite A

City: West Point

State: GA

Zip Code: 31833

APPLICATION FOR CERTIFICATE OF AUTHORITY LIMITED LIABILITY COMPANY (ss-4233)

Page 2 of 2



Business Services Division
Tre Hargett, Secretary of State
State of Tennessee
312 Ross L. Parks AVE, 6th FL
Nashville, TN 37243-1102
(615) 741-2286

Filing Fee: \$50.00 per member
(minimum fee = \$300, maximum fee = \$3,000)

For Office Use Only

The name of the Limited Liability Company is: Point Broadband Fiber Holding, LLC

11. The complete mailing address of the entity (if different from the principal office) is:

Address: _____

City: _____ State: _____ Zip Code: _____

12. Non-Profit LLC (required only if the Additional Designation of "Non-Profit LLC" is entered in section 3.)

- ☐ I certify that this entity is a Non-Profit LLC whose sole member is a nonprofit corporation, foreign or domestic, incorporated under or subject to the provisions of the Tennessee Nonprofit Corporation Act and who is exempt from franchise and excise tax as not-for-profit as defined in T.C.A. §67-4-2004. The business is disregarded as an entity for federal income tax purposes.

13. Professional LLC (required only if the Additional Designation of "Professional LLC" is entered in section 3.)

- ☐ I certify that this PLLC has one or more qualified persons as members and no disqualified persons as members or holders.
☐ I certify that this entity meets the requirement of T.C.A. §48-249-1123(b)(3)

Licensed Profession: _____

14. Series LLC (required only if the Additional Designation of "Series LLC" is entered in section 3.)

- ☐ I certify that this entity meets the requirements of T.C.A. §48-249-309(i)

If the provisions of T.C.A. §48-249-309(i) (relating to foreign series LLCs) apply, then the information required by that section should be attached as part of this document.

15. Obligated Member Entity (list of obligated members and signatures must be attached)

- ☐ This entity will be registered as an Obligated Member Entity (OME) Effective Date: _____
Month Day Year

- ☐ I understand that by statute: THE EXECUTION AND FILING OF THIS DOCUMENT WILL CAUSE THE MEMBER(S) TO BE PERSONALLY LIABLE FOR THE DEBTS, OBLIGATIONS AND LIABILITIES FOR THE LIMITED LIABILITY COMPANY TO THE SAME EXTENT AS A GENERAL PARTNER OF A GENERAL PARTNERSHIP. CONSULT AN ATTORNEY.

16. Other Provisions: _____

5/14/2019
Signature Date

[Signature]
Signature

Authorized Person

Signer's Capacity (if other than individual capacity)

Chad Wachter

Name (printed or typed)

EXHIBIT D

CORPORATE OFFICERS

Todd Holt, President & CEO

Point Broadband Fiber Holding, LLC
1791 O.G. Skinner Drive, Suite A
West Point, Georgia 31833
Telephone: 844-255-3688

Nick DeWeese, CFO

Point Broadband Fiber Holding, LLC
1791 O.G. Skinner Drive, Suite A
West Point, Georgia 31833
Telephone: 844-255-3688

Chad Wachter, General Counsel & Secretary

Point Broadband Fiber Holding, LLC
1791 O.G. Skinner Drive, Suite A
West Point, Georgia 31833
Telephone: 844-255-3688

EXHIBIT E
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.

EXHIBIT F
FINANCIAL CAPABILITY

Profit & Loss, Balance Sheet and Retained Earnings

Point Broadband Consolidated
Balance Sheet
Unaudited
As of December 31, 2018

	Year End Dec-18
ASSETS	
Current Assets:	
Cash & Equivalents	\$ 7,882,183
Accounts Receivable	3,267,003
Other Current Assets	788,494
Total Current Assets	\$ 11,937,680
Fixed Assets:	
Gross Fixed Assets	\$ 73,185,151
Accumulated Depreciation	(3,892,900)
Net Fixed Assets	\$ 69,292,251
Other Assets:	
Other	\$ 17,633,046
Total Other Assets	\$ 17,633,046
TOTAL ASSETS	\$ 98,862,977
LIABILITIES AND EQUITY	
Liabilities:	
A/P & Accrued Expense	\$ 6,602,062
Other Current Liabilities	2,030,946
Telrad Payable	594,398
Bridge Loan	58,000,000
Deferred Bridge Loan Fees	(992,032)
Other Notes Payable	2,525,327
Other Long Term Liabilities	12,151,157
Capital Lease	48,591
Total Liabilities	\$ 80,960,449
Equity:	
Common Equity Investment	\$ 123,480
Retained Earnings	(6,924,029)
Series A & B Investment	24,003,493
Minority Interest	699,585
Total Equity	\$ 17,902,528
TOTAL LIABILITIES AND EQUITY	\$ 98,862,977

**Point Broadband Consolidated
Profit and Loss
Unaudited
Year 2018**

	Year 2018
Revenue	
Data revenue	\$ 10,079,768
Video revenue	3,658,280
Voice revenue	2,531,669
Other revenue	526,302
Total revenue	\$ 16,796,018
Cost of Service	
Data cost of service	\$ 1,826,010
Video cost of service	3,272,999
Voice cost of service	380,558
Total cost of service	\$ 5,479,567
PB Gross Profit	\$ 11,316,451
Margin %	67.4%
Gross Operating Expense	\$ 9,022,359
Capital Clearing	(1,033,416)
Total operating expense	\$ 7,988,942
EBITDA	\$ 3,327,508
Other (Income)/Expense	
Depr & Amort Expense	\$ 3,178,475
Gain or Loss on Disposal	3,630
Interest Income	(58)
Interest Expense	2,624,877
Integration expense	483,305
Management Fee Expense	168,750
Transaction Expenses	692,401
Minority Interest	(699,585)
Other (Income)/Expense	\$ 6,451,796
Net income	\$ (3,124,288)

**POINT BROADBAND CONSOLIDATED
STATEMENT OF CASH FLOWS
UNAUDITED
FOR THE TWELVE MONTHS ENDED DECEMBER 31, 2018**

	Year 2018
CASH FLOWS FROM OPERATING ACTIVITIES:	
Net income (loss)	\$ (3,124,287)
Adjustments to reconcile net loss to net cash used in operating activities:	
Provision for bad debt	107,506
Depreciation and amortization	3,754,413
Loss on disposal of fixed assets	3,630
Minority interest in income of Point Broadband Consolidated	(699,585)
Changes in current assets and liabilities:	-
Accounts receivable	(1,580,423)
Prepaid expenses and other	(152,634)
Accounts payable	(499,496)
Accrued liabilities	2,878,819
Other current liabilities	419,152
Unearned revenue and other customer Liabilities	(78,295)
Total adjustments	4,153,087
Net cash provided by (used in) operating activities	1,028,800
CASH FLOWS FROM INVESTING ACTIVITIES:	
Acquisition of Optinet (BVU) and Sunset Fiber, net of cash received	(49,634,687)
Acquisition of Opelika Assets, net of cash received	(13,925,000)
Investment in Sunset Digital Holding LLC	-
Investment in Clarity Fiber (New York)	-
Investment in Point Broadband of Opelika	-
Capital expenditures, net of retirements	(4,906,215)
Proceeds from disposal of assets	162,605
Refunds (Expenditures) for deposits and other	(44,232)
Net cash provided by (used in) investing activities	(68,347,529)
CASH FLOWS FROM FINANCING ACTIVITIES:	
Proceeds from Capitala note payable, net of loan origination	58,000,000
Expenditures related to loan origination costs	(1,567,970)
Proceeds from draws on Telrad credit line	219,062
Principal payments on Telrad debt	(1,164,201)
Proceeds from notes payable and capital leases	53,914
Principal payments on notes payable and capital leases	(166,812)
Proceeds from equity investment	16,003,493
Net cash provided by (used in) financing activities	71,377,486
NET INCREASE (DECREASE) IN CASH	4,058,757
CASH AT BEGINNING OF PERIOD	3,823,426
CASH AT END OF PERIOD	\$ 7,882,183
Supplemental Disclosure of Cash Flow Information:	
Cash paid during the period for interest	\$ 1,576,700

EXHIBIT G
CORPORATE SURETY BOND

TENNESSEE TELECOMMUNICATIONS SERVICE PROVIDER'S SURETY BOND

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 Georgia
COUNTY OF Troup

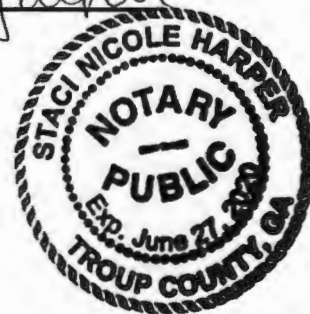
Before me, a Notary Public of the State and County aforesaid, personally appeared Nick Dewese
with whom I am personally acquainted and who, upon oath, acknowledged himself to be the individual who executed the foregoing
bond on behalf of Point Broadband Fiber Holding, LLC, and he acknowledged to me that he executed the same.

WITNESS my hand and seal this 22nd day of May, 2019.

My Commission Expires:

June 27, 2020

Staci Nicole Harper
Notary Public



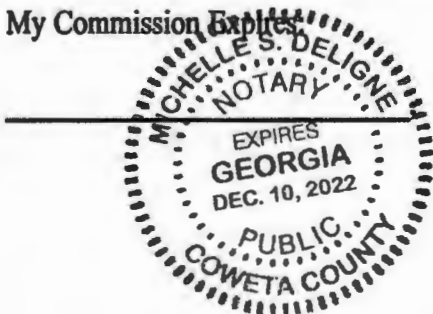
ACKNOWLEDGMENT OF SURETY

STATE OF Georgia
COUNTY OF Coweta

Before me, a Notary Public of the State and County aforesaid, personally appeared Jennifer S. Freeman
with whom I am personally acquainted and who, upon oath, acknowledged himself to be the individual who executed the
foregoing bond on behalf of Arch Insurance Company, the within named Surety, a corporation licensed to do business in the
State of Tennessee and duly authorized by the Tennessee Commissioner of Insurance to engage in the surety business in this state
pursuant to Title 56, Chapter 2 of the Tennessee Code Annotated, and that he as such an individual being authorized to do so,
executed the foregoing bond, by signing the name of the corporation by himself and as such individual.

WITNESS my hand and seal this 14th day of May, 2019.

My Commission Expires:



Michelle S. Deligne
Notary Public
Michelle S. Deligne

APPROVAL AND INDORSEMENT

This is to certify that I have examined the foregoing bond and found the same to be sufficient and in conformity to law, that the
sureties on the same are good and worth the penalty thereof, and that the same has been filed with the Tennessee Regulatory
Authority, State of Tennessee, this _____ day of _____.

Name:

Title:

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. Not valid for Note, Loan, Letter of Credit, Currency Rate, Interest Rate or Residential Value Guarantees.

POWER OF ATTORNEY

Know All Persons By These Presents:

That the Arch Insurance Company, a corporation organized and existing under the laws of the State of Missouri, having its principal administrative office in Jersey City, New Jersey (hereinafter referred to as the "Company") does hereby appoint:

Jennifer S. Freeman

its true and lawful Attorney-in-Fact, to make, execute, seal, and deliver from the date of issuance of this power for and on its behalf as surety, and as its act and deed:

Any and all bonds, undertakings, recognizances and other surety obligations.

Surety Bond Number: SU1156495

Principal: Point Broadband Fiber Holding, LLC

Obligee: State of Tennessee

This authority does not permit the same obligation to be split into two or more bonds in order to bring each such bond within the dollar limit of authority as set forth herein.

The execution of such bonds, undertakings, recognizances and other surety obligations in pursuance of these presents shall be as binding upon the said Company as fully and amply to all intents and purposes, as if the same had been duly executed and acknowledged by its regularly elected officers at its principal administrative office in Jersey City, New Jersey.

This Power of Attorney is executed by authority of resolutions adopted by unanimous consent of the Board of Directors of the Company on September 15, 2011, true and accurate copies of which are hereinafter set forth and are hereby certified to by the undersigned Secretary as being in full force and effect:

"VOTED, That the Chairman of the Board, the President, or the Executive Vice President, or any Senior Vice President, of the Surety Business Division, or their appointees designated in writing and filed with the Secretary, or the Secretary shall have the power and authority to appoint agents and attorneys-in-fact, and to authorize them subject to the limitations set forth in their respective powers of attorney, to execute on behalf of the Company, and attach the seal of the Company thereto, bonds, undertakings, recognizances and other surety obligations obligatory in the nature thereof, and any such officers of the Company may appoint agents for acceptance of process."

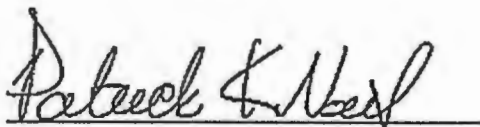
This Power of Attorney is signed, sealed and certified by facsimile under and by authority of the following resolution adopted by the unanimous consent of the Board of Directors of the Company on September 15, 2011:

VOTED, That the signature of the Chairman of the Board, the President, or the Executive Vice President, or any Senior Vice President, of the Surety Business Division, or their appointees designated in writing and filed with the Secretary, and the signature of the Secretary, the seal of the Company, and certifications by the Secretary, may be affixed by facsimile on any power of attorney or bond executed pursuant to the resolution adopted by the Board of Directors on September 15, 2011, and any such power so executed, sealed and certified with respect to any bond or undertaking to which it is attached, shall continue to be valid and binding upon the Company.

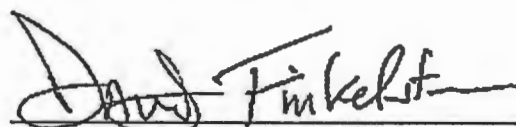
In Testimony Whereof, the Company has caused this instrument to be signed and its corporate seal to be affixed by their authorized officers, this 28th day of September, 2017.

Attested and Certified

Arch Insurance Company



Patrick K. Nails, Secretary

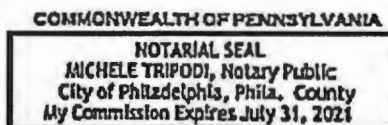
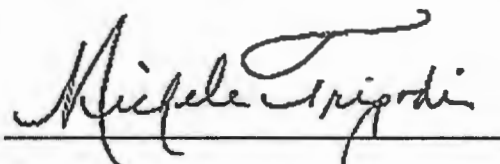



David M. Finkelstein, Executive Vice President

STATE OF PENNSYLVANIA SS

COUNTY OF PHILADELPHIA SS

I, Michele Tripodi, a Notary Public, do hereby certify that Patrick K. Nails and David M. Finkelstein personally known to me to be the same persons whose names are respectively as Secretary and Executive Vice President of the Arch Insurance Company, a Corporation organized and existing under the laws of the State of Missouri, subscribed to the foregoing instrument, appeared before me this day in person and severally acknowledged that they being thereunto duly authorized signed, sealed with the corporate seal and delivered the said instrument as the free and voluntary act of said corporation and as their own free and voluntary acts for the uses and purposes therein set forth.

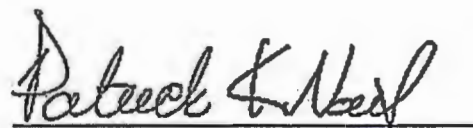



Michele Tripodi, Notary Public
My commission expires 07/31/2021

CERTIFICATION

I, Patrick K. Nails, Secretary of the Arch Insurance Company, do hereby certify that the attached Power of Attorney dated September 28, 2017 on behalf of the person(s) as listed above is a true and correct copy and that the same has been in full force and effect since the date thereof and is in full force and effect on the date of this certificate; and I do further certify that the said David M. Finkelstein, who executed the Power of Attorney as Executive Vice President, was on the date of execution of the attached Power of Attorney the duly elected Executive Vice President of the Arch Insurance Company.

IN TESTIMONY WHEREOF, I have hereunto subscribed my name and affixed the corporate seal of the Arch Insurance Company on this 14th day of May, 2019.



Patrick K. Nails, Secretary

This Power of Attorney limits the acts of those named therein to the bonds and undertakings specifically named therein and they have no authority to bind the Company except in the manner and to the extent herein stated.

PLEASE SEND ALL CLAIM INQUIRIES RELATING TO THIS BOND TO THE FOLLOWING ADDRESS:

Arch Insurance – Surety Division
3 Parkway, Suite 1500
Philadelphia, PA 19102



EXHIBIT H
SMALL AND MINORITY-OWNED
TELECOMMUNICATIONS BUSINESS
PARTICIPATION PLAN

SMALL AND MINORITY-OWNED TELECOMMUNICATIONS BUSINESS PARTICIPATION PLAN

Pursuant to T.C.A. §65-5-112, as amended, Point Broadband Fiber Holding, LLC submits this small and minority-owned Telecommunications business participation plan (the “Plan”) along with its Application for a Certificate of Public Convenience and Necessity to provide competing intrastate and local exchange services in Tennessee.

I. PURPOSE

The purpose of §65-5-112 is to provide opportunities for small and minority-owned businesses to provide goods and services to telecommunications service providers. Point Broadband Fiber Holding, LLC is committed to the goals of §65-5-112 and to taking steps to support the participation of small and minority-owned telecommunications businesses in the telecommunications industry. Point Broadband Fiber Holding, LLC will endeavor to provide opportunities for small and minority-owned telecommunications businesses to compete for contracts and subcontracts for goods and services. As part of its procurement process, Point Broadband Fiber Holding, LLC will make efforts to identify and inform minority-owned and small businesses that are qualified and capable of providing goods and services to Point Broadband Fiber Holding, LLC of such opportunities. Point Broadband Fiber Holding, LLC’s representatives have already contacted the Department of Economic and Community Development, the administrator of the small and minority-owned telecommunications assistance program, to obtain a list of qualified vendors. Moreover, Point Broadband Fiber Holding, LLC will seek to increase awareness of such opportunities so that companies not otherwise identified will have sufficient information to participate in the procurement process.

**SMALL AND MINORITY-OWNED TELECOMMUNICATIONS BUSINESS
PARTICIPATION PLAN (cont'd)**

II. DEFINITIONS

As defined in §65-5-112.

Minority-Owned Business. Minority-owned business shall mean a business which is solely owned, or at least fifty-one percent (51%) of the assets or outstanding stock of which is owned, by an individual who personally manages and controls daily operations of such business, and who is impeded from normal entry into the economic mainstream because of race, religion, sex or national origin and such business has annual gross receipts of less than four million dollars (\$4,000,000).

Small Business. Small Business shall mean a business with annual gross receipts of less than four million dollars (\$4,000,000).

III. ADMINISTRATION

Point Broadband Fiber Holding, LLC's Plan will be overseen and administered by the individual named below, hereinafter referred to as the Administrator, who will be responsible for carrying out and promoting Point Broadband Fiber Holding, LLC's full efforts to provide equal opportunities for small and minority-owned businesses. The Administrator of the Plan will be:

Chad Wachter, General Counsel
Point Broadband Fiber Holding, LLC
1791 O.G. Skinner Drive, Suite A
West Point, GA 31833
Telephone: 706-773-2663

The Administrator's responsibilities will include:

- (1) Maintaining an updated Plan in full compliance with §65-5-112 and the rules and orders of the Tennessee Public Utility Commission.

**SMALL AND MINORITY-OWNED TELECOMMUNICATIONS BUSINESS
PARTICIPATION PLAN (cont'd)**

- (2) Establishing and developing policies and procedures necessary for the successful implementation of the Plan.
- (3) Preparing and submitting such forms as may be required by the Tennessee Public Utility Commission, including the filing of required annual updates.
- (4) Serving as the primary liaison to and cooperate with the Tennessee Public Utility Commission, other agencies of the State of Tennessee, and small and minority-owned businesses to locate and use qualified small and minority-owned businesses as defined in §65-5-112.
- (5) Searching for and developing opportunities to use small and minority-owned businesses and encouraging such businesses to participate in and bid on contracts and subcontracts.
- (6) Providing records and reports and cooperating in any authorized surveys as required by the Tennessee Public Utility Commission.
- (7) Establishing a record-keeping system to track qualified small and minority-owned businesses and efforts to use such businesses.
- (8) Providing information and educational activities to persons within CLEC A and training such persons to seek out, encourage, and promote the use of small and minority-owned businesses.

In performance of these duties, the Administrator will utilize a number of resources, including:

Chambers of Commerce

The Tennessee Department of Economic and Community Development

The United States Department of Commerce

Small Business Administration

Office of Minority Business

The National Minority Supplier Development Counsel

The National Association of Women Business Owners

The National Association of Minority Contractors

Historically Black Colleges, Universities, and Minority Institutions

**SMALL AND MINORITY-OWNED TELECOMMUNICATIONS BUSINESS
PARTICIPATION PLAN (cont'd)**

The efforts to promote and ensure equal opportunities for small and minority-owned businesses are primarily spelled out in the Administrator's duties above. Additional efforts to provide opportunities to small and minority-owned businesses will include offering, where appropriate and feasible, small and minority-owned businesses assistance with technical, insurance, bonding, licensing, production, and deadline requirements.

IV. RECORDS AND COMPLIANCE REPORTS

Point Broadband Fiber Holding, LLC will maintain records of qualified small and minority-owned business and efforts to use the goods and services of such businesses. In addition, Point Broadband Fiber Holding, LLC will maintain records of educational and training activities conducted or attended and of the internal procurement procedures adopted to support this plan.

Point Broadband Fiber Holding, LLC will submit records and reports required by the Tennessee Public Utility Commission concerning the Plan. Moreover, Point Broadband Fiber Holding, LLC will cooperate fully with any surveys and studies required by the Tennessee Public Utility Commission.

Point Broadband Fiber Holding, LLC

By: /s/ Chad Wachter
Chad Wachter
General Counsel

Dated: June 3, 2019

EXHIBIT I
TOLL DIALING PARITY PLAN

INTRALATA TOLL DIALING PARITY PLAN

Point Broadband Fiber Holding, LLC will employ the following checklist to implement its IntraLATA Toll Dialing Parity Plan. The Plan will be posted on the Company website:

1. Include the proposed implementation date. (FCC ORDER 96-333, 38)
2. Include a list of exchanges in which intraLATA toll dialing parity will be provided. (FCC ORDER 96-333, 38)
3. Include a method to be used to enable new and existing customers to select alternate providers of telephone toll service. (FCC ORDER 96-333, 38)
4. Accomplish intraLATA toll dialing parity by a means other than automatically assigning toll customers to itself or any other carrier. (FCC ORDER 96-333, 41 & 81)
5. The Multiple PIC method will be used (FCC ORDER 96- 333, 49)
6. Include customer education procedures (FCC ORDER 96-333, 80)
7. Identify the LATA with which it is proposed to associate. (FCC ORDER 96-333, 38)
8. State whether a PIC change charge waiver period is proposed and for how long. (Tennessee Public Utility Commission)
9. Include anti-slamming procedures. (Tennessee Public Utility Commission)
10. Include statements concerning nondiscriminatory access to telephone numbers, operator services, directory assistance, and directory listings. (If applicable)
11. Include a statement that the carrier will comply with all rules of the FCC and the TPUC.

EXHIBIT J
SERVICE NOTICE

**BEFORE THE TENNESSEE PUBLIC UTILITY
COMMISSION**

IN THE MATTER OF THE APPLICATION)
OF POINT BROADBAND FIBER HOLDING)
LLC FOR A CERTIFICATE TO PROVIDE)
COMPETING INTRASTATE AND LOCAL)
TELECOMMUNICATIONS SERVICES)

NOTICE OF FILING

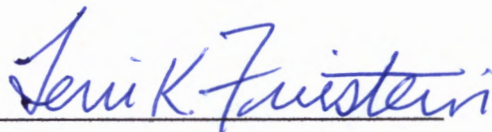
TO: ALL INCUMBENT LOCAL EXCHANGE CARRIERS (ILECS)

PLEASE TAKE NOTICE, that in accordance with the Tennessee Public Utility Commission Rules for the Provision of Competitive Intrastate Telecommunications Services, you are hereby given notice that on June 3, 2019, Point Broadband Fiber Holding, LLC filed an Application for a Certificate of Public Convenience and Necessity to Provide Competing Intrastate and Local Telecommunications Services.

 This 3rd day of June 2019

Point Broadband Fiber Holding, LLC

BY:



Terri K. Firestein, Compliance Officer



June 3, 2019

Ardmore Telephone Company, Inc.
P.O. Box 549
517 Ardmore Avenue
Ardmore, TN 38449

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

BellSouth
333 Commerce Street
Nashville, TN 37201-3300

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

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Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

CenturyTel of Adamsville
P.O. Box 4065
Monroe, LA 71211

CenturyTel of Claiborne, Inc.
P.O. Box 4065
Monroe, LA 71211

CenturyTel of Ooltewah-Collegedale, Inc.
P.O. Box 4065
Monroe, LA 71211

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

Frontier Communications of Tennessee fka Citizens Communications of Tennessee
P.O. Box 770
300 Bland Street
Bluefield, WV 24701

Frontier Communications of the Volunteer State fka Citizens Communications of the
Volunteer State
P.O. Box 770
300 Bland Street
Bluefield, WV 24701

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of
Public Convenience and Necessity to Provide Competing Facilities-based Local
Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility
Commission for a Certificate to provide facilities-based wholesale and retail
telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and
the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

Loretto Telephone Company, Inc.
P.O. Box 130
Loretto, TN 38469

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

Millington Telephone Company, Inc.
4880 Navy Road
Millington, TN 38053

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

Embarq Communications, Inc.
14111 Capital Blvd.
Wake Forest, NC 27587

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

TDS Telecom-Tellico Telephone Company, Inc.
P.O. Box 22995
Knoxville, TN 37933

TDS Telecom-Tennessee Telephone Company
P.O. Box 22995
Knoxville, TN 37933

TDS Telecom-Concord Telephone Exchange
P.O. Box 22995
Knoxville, TN 37933

TDS Telecom-Humphrey's County Telephone Company
P.O. Box 22995
Knoxville, TN 37933

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

TEC-People's Telephone Company, Inc.
C/O TSI Processing Center
PO Box 24207
Jackson, MS 39225

TEC-Crockett Telephone Company, Inc.
C/O TSI Processing Center
PO Box 24207
Jackson, MS 39225

West Tennessee Telephone Company
C/O TSI Processing Center
PO Box 24207
Jackson, MS 39225

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889



June 3, 2019

United Telephone Company
P.O. Box 38
120 Taylor Street
Chapel Hill, TN 37034

Re: Notice of Application of Point Broadband Fiber Holding, LLC, for a Certificate of Public Convenience and Necessity to Provide Competing Facilities-based Local Exchange Services

To Whom It May Concern:

Point Broadband Fiber Holding, LLC has petitioned the Tennessee Public Utility Commission for a Certificate to provide facilities-based wholesale and retail telecommunications service statewide.

Copies of this petition can be inspected at the Tennessee Public Utility Commission and the office of CCG Consulting at 10806 Garrison Hollow Rd, Clear Spring, MD 21722.

Sincerely,

Terri K. Firestein
Consultant to Point Broadband Fiber Holding, LLC
tfireccg@myactv.net
301-788-6889

EXHIBIT K

NUMBERING ISSUES

Please provide answers to the following questions concerning numbering within your proposed service areas.

1. What is your company's expected demand for NXXs per NPA within a year of approval of your application? Applicant may potentially need to establish a Local Routing Number (LRN) in each LATA where a Point of Interconnection is established. This will require a new NPA-NXX to be opened by iconectiv (formerly Neustar). In addition we anticipate the need to acquire number block codes to cover an estimated ten to (10) rate centers.
2. How many NXXs do you estimate that you will request from NANPA when you establish your service footprint? Please see response to #1.
3. When and in what NPA do you expect to establish your service footprint? This has not yet been determined.
4. Will the company sequentially assign telephone numbers within NXXs? Yes
5. What measures does the company intend to take to conserve Tennessee numbering resources? Applicant will assign telephone numbers in compliance with ATIS and iconectiv telephone number management guidelines.
6. When ordering new NXXs for growth, what percentage fill of an existing NXX does the company use to determine when a request for a new NXX will be initiated? iconectiv requires that seventy-five percent (75%) of telephone numbers be assigned in a code before a growth code can be acquired. Applicant will comply with all industry numbering guidelines.

EXHIBIT L

TENNESSEE SPECIFIC OPERATIONAL ISSUES

Tennessee Specific Operational Issues

Please provide answers to the following questions concerning Tennessee Specific Operational Issues.

1. How does the company intend to comply with TCA §65-21-114? In its description, please explain technically how the company will not bill for countywide calls within Tennessee.

Applicant provides unlimited local and long distance as part of its base telephone service product.

2. Is the company aware of the Tennessee County Wide Calling database maintained by BellSouth and the procedures to enter your telephone numbers in the database? **Yes, to the extent this database continues to be required to be supported Applicant will maintain procedures to do so.**

3. Is your company aware of the local calling areas provided by the Incumbent Local Exchange Carriers in your proposed service areas?
Yes, we maintain a reference copy of the Incumbent Local Tariffs in our business office.

4. Explain the procedures that will be implemented to assure that your customers will not be billed long distance charges for calls within the metro calling areas.

Applicant provides unlimited local and long distance as part of its base telephone service product.

5. Please provide the name and telephone number of an employee of your company that will be responsible to work with the TRA on resolving customer complaints. **Tanya Belk, Vice President of Customer Experience & Management Systems, 706-773-1015, tbelk@point-broadband.com**

6. Does the company intend to telemarket its services in Tennessee? If yes, is the company aware of the telemarketing statutes and regulations found in TCA §65-4-401 *et seq.* and Chapter 1220-4-11? **Applicant is aware of the telemarketing statutes and regulations found in TCA §65-4-401 *et seq.* and Chapter 1220-4-11 it does reserve the right to employ telemarketing.**

EXHIBIT M
PRE-FILED TESTIMONY

**BEFORE THE
TENNESSEE PUBLIC UTILITY COMMISSION**

Docket No. _____

IN RE: POINT BROADBAND FIBER HOLDING, LLC

Application for a Certificate to Provide Competing Intrastate and
Local Exchange Telecommunications Services

PRE-FILED TESTIMONY

OF

CHAD WACHTER, GENERAL COUNSEL

ON BEHALF OF

POINT BROADBAND FIBER HOLDING, LLC

Q: Please state your name and business address.

A: My name is Chad Wachter. My business address is 1791 O.G. Skinner Drive, Suite A., West Point, Georgia 31833.

Q: By whom are you employed and in what capacity:

A: I am employed by Point Broadband, LLC and by its wholly owned subsidiary, Point Broadband Fiber Holding, LLC, as General Counsel.

Q: Please briefly describe your background and qualifications.

A: I hold a Bachelor of Science in Physics from Birmingham-Southern College and a Juris Doctor degree from Vanderbilt University. I am responsible for the legal and regulatory day to day operations of Point Broadband Fiber Holding, LLC as managing carrier relations. I previously held the General Counsel position at Knology, Inc. from 1998 to 2012. I have over twenty-nine years of regulatory and operational experience with companies such as Point Broadband, Knology and Powertel.

Q: For whom are you testifying in this matter?

A: I am testifying on behalf of Point Broadband Fiber Holding, LLC

Q: Please provide a description of your company?

A: Based in West Point, Georgia, Point Broadband Fiber Holding, LLC is a wholesale and retail intrastate/local and long-distance telephone service provider, broadband services provider and transport provider currently certificated to provide service, through its subsidiaries, in the States of Virginia, Tennessee, Georgia, Mississippi, Louisiana and New York.

Q: What is the purpose of your testimony?

A: The purpose of my testimony is to support the authorization of a Certificate of Public Convenience and Necessity for Point Broadband Fiber Holding, LLC to provide intrastate and local service on a resale, facilities and wholesale basis throughout the State of Tennessee. Additionally, to illustrate to the TPUC that Point Broadband Fiber Holding, LLC is well qualified financially, technically and managerially to provide the services for which it seeks authority within the State of Tennessee.

Q: Are you familiar with the Application submitted by Point Broadband Fiber Holding, LLC to this Commission?

A: Yes, I am familiar with the application submitted to the Commission by Point Broadband Fiber Holding, LLC.

Q: Do you ratify and confirm the statements made therein?

A: Yes, I ratify and confirm the statements made therein.

Q: What type of service does Point Broadband Fiber Holding, LLC propose to provide within the State of Tennessee?

A: Point Broadband Fiber Holding, LLC seeks authority to provide competing intrastate and local telecommunications services and exchange access services throughout the State of Tennessee, with initial service deployment on a retail basis to residential and business customers that reside within AT&T exchanges. Point Broadband Fiber Holding, LLC's services will be available on a full-time basis, twenty-four (24) hours a day, seven (7) days a week. Point Broadband

Fiber Holding, LLC intends to offer consumers in the State of Tennessee, value-added options by not only being positioned to specify telecommunications enhancements which embrace emerging technologies, but to actively implement them for consumers. Point Broadband Fiber Holding, LLC, anticipates the scope of services will include, but not be limited to: Local exchange and extended area service, toll restriction, call management features, Caller ID services, telephone number porting, E-911 emergency services, operator services, private line and special access services, broadband services and transport services. Through its interconnection arrangements with incumbent local exchange carriers, Point Broadband Fiber Holding, LLC, will offer 911/E911 Emergency Services, and white page directory listing services. Through third-party providers we shall provide directory assistance, operator assisted calling, toll-free calling and operator services. Also, through its interconnection arrangements with the incumbent local exchange carriers, Point Broadband Fiber Holding, LLC, will offer access to the Tennessee Relay Center, and provide free blocking for 900/976 type services as required by the Commission.

Q: How will Point Broadband Fiber Holding, LLC, provide its services in Tennessee?

A: Point Broadband Fiber Holding, LLC. intends to deploy service on a retail facilities and wholesale basis utilizing a company owned switch located in Virginia. Point Broadband Fiber Holding, LLC operates a robust operating

support system inclusive of order provisioning, customer service, billing and trouble ticketing modules.

Q: In what areas of the State does Point Broadband, Inc., propose to provide service?

A: Point Broadband Fiber Holding, LLC seeks authority to provide local and intrastate long-distance services throughout the State of Tennessee.

Q: Is Point Broadband Fiber Holding, LLC currently providing service in any other state?

A: Point Broadband Fiber Holding, LLC will soon have its application approved for a Certificate of Public Convenience and Necessity before the Alabama Commissions to provide intrastate and local exchange services in that state.

Q: Does Point Broadband Fiber Holding, LLC, have adequate access to capital necessary to provide the Tennessee intrastate services it proposes to offer?

A: Yes, Point Broadband Fiber Holding, LLC, possesses the financial qualifications required of applicants for a license to provide basic local exchange service in the State of Tennessee. Financial information is attached to the Application as Exhibit D. Applicant already owns and operates a switch and operating support system today therefore additional capital expenditures will be minimal.

Q: Will Point Broadband Fiber Holding, LLC, provide its own billing services?

A: Yes, Point Broadband Fiber Holding, LLC, will bill for services utilizing a third-party billing platform. The invoices will be prepared at the corporate

headquarters in West Point, Georgia with sufficient detail so that customers can understand what they have purchased and for what price. Customers will not be billed long distance rates for County-Wide calls as required by §6-21-114.

Q: What procedures has Point Broadband Fiber Holding, LLC put in place to ensure that new customers have affirmatively selected its services?

A: Point Broadband Fiber Holding, LLC, has procedures in place to ensure that new customers have affirmatively selected its services. Pursuant to Commission rule 1220-4-2-.56, all new customer orders will require a written Letter of Authorization (LOA), which will conform to Commission regulations, and must be signed by an authorized party or by verbal authorization which will be verified by a third-party verifier as required by this rule. Training is provided to personnel in sales and order entry to ensure that no customer is ever obtained through any means that is questionable.

Q: Does Point Broadband Fiber Holding, LLC, have a toll-free customer service number:

A: Yes, Point Broadband Fiber Holding, LLC does have a toll-free number. It is 844-255-3688. Point Broadband Fiber Holding, LLC's customer service representatives are prepared to respond to a broad range of service matters; including the types of services offered, billing questions, concerns pertaining to the customer's current service and general telecommunications matters.

Q: Who is the Commission's point of contact for customer service issues?

A: The Commission's point of contact for customer service issues will be Tanya Belk.

Contact information is as follows:

Tanya Belk
VP – Customer Management Systems
1791 O.G. Skinner Drive, Suite A
West Point, Georgia 31833

Telephone: 706-773-1015

E-mail: tbelk@point-broadband.com

Q: How will Point Broadband Fiber Holding, LLC, handle customer complaints?

A: Customers with complaints will have a customer service representative as their first point of contact. Customer service representatives have been trained to respond to usual and customary complaints. They are trained to understand complexity of complaints and will direct calls to appropriate people within the company. They are also familiar with TPUC rules and regulations pertaining to customer complaints. The customer service representative tracks whether or not the customer has been satisfied with the complaint resolution. At all times, Point Broadband Fiber Holding, LLC's policy is to treat customers with respect and understanding. If a complaint cannot be resolved, a customer will be given the address and phone number of the TPUC with whom they can file a complaint. As required by Commission rules, upon receiving a complaint forwarded to the

Company by the Commission, Point Broadband Fiber Holding, LLC, will file a written response with the Commission within 10 days.

Q: Has any state ever denied Point Broadband Fiber Holding, LLC, authority to provide service for any reason?

A: No. Point Broadband Fiber Holding, LLC, has never been denied authority to provide telecommunications services in any State or jurisdiction for any reason nor has it had any authority revoked.

Q: Will Point Broadband Fiber Holding, LLC, abide by all applicable Commission rules and regulations?

A: Yes, Point Broadband Fiber Holding, LLC, will abide by all Tennessee order, laws, rules and regulations applicable to telephone companies that are currently in place or adopted in the future.

Q: How will the public interest be served by approving this Application?

A: The objective of the Federal Telecommunications Act of 1996 is to foster the development of competition for the ongoing benefit of consumers. The telecommunications industry is continually growing and changing. Point Broadband Fiber Holding, LLC's entry into the wholesale and retail intrastate and local telecommunications markets as well as the broadband market will further enhance competition, expand the availability of services, strengthen and diversify transport options, all to the benefit of both commercial and residential customers. The demands of a competitive market provide for affordability of services and an

assurance of quality service. Service providers who offer competitive pricing, innovative products, and excellent customer service will thrive in the marketplace. Consumers will have choices of what service provider best meets their needs. Companies that do not provide service that meets the customer expectations can expect to lose market share and ultimately, be eliminated from the industry. In addition, Point Broadband Fiber Holding, LLC. proposes to serve both residential and business customers so that all classes of customers can benefit from the competitive market. Competing service providers will be required to be innovative, improving the efficiencies of operation, thereby reducing costs that can be passed on to consumers.

Q: Does this conclude your testimony?

A: Yes, this concludes my testimony. I will be happy to provide any additional information the Commission may require. Thank you.