



August 12, 2019

VIA OVERNIGHT DELIVERY

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

**RE: Supplemental Application Information from Point Broadband Fiber Holding, LLC for
a State-Issued Certificate of Franchise Authority Docket No. 19-00067**

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 Supplemental Application material for your consideration.

A *Return Stamped* copy of this cover letter is enclosed along with a SASE for purposes of receipt confirmation. Questions concerning this filing may be directed to the undersigned on 301-788-6889 or tfireccg@myactv.net.

Respectfully submitted,

A handwritten signature in blue ink that reads 'Terri K. Firestein'.

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

Enclosures

Docket No. 19-00067

SUPPLEMENTAL EXHIBIT A
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

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.

Andy Sivell

Vice President of Network Operations, Point Broadband LLC

Summary

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.

Experience

Vice President of Network Operations at Point Broadband LLC

January 2017 - Present

Responsible for evaluating the existing network structure and capabilities, develop the appropriate strategies to respond to business needs, and provide leadership to effectively execute the agreed upon strategies.

President

September 2012 – December 2016

Communication consulting company

Vice President Network Operations at Knology

January 2000 - October 2012 (12 years 10 months)

Responsible for all network maintenance and network health. Have NOC, Switching, Transport, Large Business customer support, T3, T4 support and engineering teams reporting to me.

Director of Switching and Transmission

February 1995 - November 1998 (3 years 10 months)

Network Manager

January 1993 - June 1995 (2 years 6 months)

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

Docket No. 19-00067
SUPPLEMENTAL EXHIBIT B
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