



151 Southhall Lane, Ste 450
Maitland, FL 32751
P.O. Drawer 200
Winter Park, FL 32790-0200
www.inteserra.com

February 18, 2022
Via Overnight Delivery

Ms. Darlene K. Standley, Asst. Chief - Telecommunications
Tennessee Public Utility Commission
502 Deaderick Street
4th Floor
Nashville, TN 37243

22-00014

RE: US Signal Company, LLC
Application for Certificate to Provide Telecommunication Services

Dear Ms. Standley:

Enclosed for filing please find the original and four (4) copies of the Application for Certificate to Provide Competing Resold Private Line Telecommunication Services submitted on behalf of US Signal Company, LLC ("Applicant" or "Company"). A check in the amount of \$25.00 is enclosed to cover the filing fee.

Included with this transmittal letter US Signal Company, LLC is providing both a redacted (public) and a confidential (non-public) version of its financial statements. The Company is requesting confidential treatment of its financial documents required to be submitted as part of this Application. US Signal Company, LLC is a privately held company and regards its financial statements as highly confidential and proprietary. It would be detrimental to US Signal Company if this information would be available to its competitors or to the general public as it would result in material harm to the Company's competitive and financial position.

A copy of this filing has been sent to tpuc.docketroom@tn.gov

Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for that purpose.

Any questions you may have regarding this filing should be directed to my attention at 407-740-3002 or via email to cwrightman@inteserra.com. Thank you for your assistance in this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "C. Wightman", with a long, sweeping horizontal line extending to the right.

Connie Wightman
Consultant

tms: TNx2201

Enclosures
CW/kb

BEFORE THE TENNESSEE PUBLIC UTILITY COMMISSION

IN THE MATTER OF US SIGNAL COMPANY, L.L.C.)
FOR A CERTIFICATE TO PROVIDE COMPETING)
RESOLD PRIVATE LINE TELECOMMUNICATIONS)
SERVICES THROUGHOUT THE STATE OF TENNESSEE)

TPUC Docket No. 22-00114

**APPLICATION OF US SIGNAL COMPANY, L.L.C.
FOR A CERTIFICATE TO PROVIDE COMPETING RESOLD PRIVATE LINE
TELECOMMUNICATIONS SERVICES THROUGHOUT THE STATE OF TENNESSEE**

Pursuant to applicable Tennessee Statutes and the Rules and Regulations of the Tennessee Public Utility Commission and Section 253 of the Federal Telecommunications Act of 1996 ("Act"), US Signal Company, L.L.C. ("US Signal" or "Applicant") respectfully requests that the Tennessee Public Utility Commission ("TPUC") grant it authority to provide resold private line, MPLS, and virtual ethernet services within the State of Tennessee. Applicant intends to operate pursuant to market regulation, in accordance with amended TCA § 65-5-109 enacted May 21, 2009. US Signal is willing and able to comply with all applicable rules and regulations in Tennessee pertaining to the provision of competing local telecommunications services. TCA § 65-4-201.

In support of its Application, US Signal Company, L.L.C. submits the following:

I. Administrative Requirements

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

US Signal Company, L.L.C.
201 Ionia Avenue SW
Grand Rapids, MI 49503
Telephone: 616-988-7000
Fax: 616-988-0414
Toll Free: (866) 274-4625

2. Questions regarding this application should be directed to:

Connie Wightman, Consultant to US Signal Company, L.L.C.
151 Southhall Lane, Ste 450
Maitland, Florida 32751
Phone: (407) 740-3002
Facsimile: (407) 740-0613
E-Mail: cwightman@inteserra.com

3. Contact name and address of the Applicant is:

Linda Manske, Compliance Analyst
US Signal Company, L.L.C.
201 Ionia Avenue SW
Grand Rapids, MI 49503
Telephone: 616-233-5715
Facsimile: 616-988-0414
Email: lmanske@ussignal.com

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

See **Exhibit A**.

5. Corporate Principal Officers (names and address):

The names and address of the Applicant's corporate officers are listed in **Exhibit B** of this Application.

6. Principal Officers in Tennessee (names and address if different from corporate):

The Applicant does not have any employees in the state of Tennessee. Applicant operations will be managed centrally at the Michigan location.

7. Copy of Articles of Organization:

US Signal Company, L.L.C. was organized in the state of Michigan on May 25, 2000. A copy of US Signal's Articles of Organization and amendments is provided in **Exhibit C**.

8. Copy of license to do business in the state of Tennessee.

See **Exhibit D**.

II. Managerial Requirements

US Signal has the managerial expertise to provide competing resold private line telecommunications services within the state of Tennessee. US Signal has an excellent senior management team, backed by experienced employees, who are competent in telephony engineering, operations and marketing. **Exhibit E** contains biographies of the senior management team of US Signal.

III. Technical Requirements

US Signal is technically well qualified to provide the services proposed herein and its services will satisfy the minimum standards prescribed by the TPUC, including quality of service and billing standards required of all LECs regulated by the TPUC.

1. Geographic area coverage

US Signal intends to offer service throughout the entire state of Tennessee.

2. Repair and Maintenance:

a. Applicant is responsible for all customer inquiries and complaints. The telephone number for customer inquiries and complaints is provided by US Signal on the customer bill. Customer service is available seven days a week, twenty-four hours a day.

b. The Applicant's toll-free telephone number for service-related issues and repair is **1-866-663-1700**.

c. Customers may contact the company in writing at the headquarters address indicated below, as well as via email at info@ussignal.com

US Signal Company, L.L.C.
201 Ionia Avenue SW
Grand Rapids, MI 49503
Telephone: 616-988-7000
Facsimile: 616-988-0414
Toll Free: (866) 274-4625

d. Name and address of contact person responsible for and knowledgeable about provider operations:

Linda Manske, Compliance Analyst
US Signal Company, L.L.C.
201 Ionia Avenue SW
Grand Rapids, MI 49503
Telephone: 616-233-5715
Facsimile: 616-988-0414
Email: lmanske@ussignal.com

IV. Financial Requirements

1. Estimated cost of network, switches, and unbundled network elements (UNEs):

This does not apply to US Signal as the Company plans to offer resold private line / MPLS / virtual ethernet in Tennessee.

2. Most recent audited financial statements

The Applicant does not have audited financials. It is providing its most recent financial statements as **Exhibit F-1**.

3. Projected financial statements (3 years)

See **Exhibit F-2**

4. Capital Expenditures Budget (3 years)

Not applicable. No construction is expected to be undertaken by US Signal. The cost of its Tennessee operations will consist of leasing unbundled elements, marketing, and additional administrative and sales overhead. The incremental administrative and sales costs are not projected to be significant for the Applicant.

5. Bond Requirement

The Applicant is in the process of obtaining a corporate surety bond and will file the bond under separate cover.

V. Small and Minority-Owned Telecommunications Business Participation Plan.

See **Exhibit G**.

VI. TRA Rules for Local Telecommunications Providers:

Applicant has served notice of this application to the incumbent local exchange telephone companies in Tennessee with a statement regarding the company's intention of operating geographically. Please see **Exhibit H**.

VII. Tennessee Specific Operational Issues:

Not applicable since US Signal will not be providing any voice service and is only planning to offer resold Private Line / MPLS / Virtual Ethernet.

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.

Not applicable.

2. Is the company aware of the Tennessee County Wide Calling database maintained by AT&T-Tennessee and the procedures to enter your telephone numbers on the database?

Not applicable.

3. Is your company aware of the local calling areas provided by the Incumbent Local Exchange Carriers in your proposed service areas?

Not applicable.

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.

Not applicable

5. Please provide the name and telephone number of an employee of your company that will be responsible to work with the TPUC in resolving customer complaints.

Linda Manske
US Signal Company, L.L.C.
201 Ionia Ave SW
Grand Rapids, MI 49503
Telephone: 616-223-5715
Facsimile: 616-988-0414

Email: lmanske@ussignal.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?

At this time, the Applicant does not intend to telemarket its services in Tennessee

VIII. Miscellaneous

1. Pre-filed testimony:

The Applicant has submitted pre-filed testimony with its Application – See **Exhibit I**.

2. Tariffs

Not applicable since US Signal will not be providing any voice service and is only planning to offer resold Private Line / MPLS / Virtual Ethernet.

3. Identify all states where certified as a telecommunications provider and the status of states certification is pending.

US Signal is currently providing service in Florida, Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, New York, Ohio, Pennsylvania, and Wisconsin.

At the time this application was filed, there were no pending applications.

4. Applicant's involvement in any mergers or acquisitions.

US Signal is not involved in any mergers or acquisitions.

5. Customer Deposits

US Signal does not require customer deposits.

6. Complaint History

The Applicant has not received any complaints filed with state or federal regulatory agencies.

7. Service Area

Not applicable since US Signal will not be providing any voice service and is only planning to offer resold Private Line / MPLS / Virtual Ethernet.

IX. Public Interest

Grant of US Signal's Application to provide competing resold private line telecommunications services within the state of Tennessee is in the public interest and serves the public convenience and necessity. In enacting the Federal Telecommunications Act of 1996, the United States Congress determined that it is in the public interest to promote competition in the provision of telecommunications services. Experience with competition in other telecommunications markets, such as long distance, competitive access, and customer premises equipment, demonstrates the benefits that competition can bring to consumers. Consumers are enjoying increased services, lower prices, higher quality, and greater reliability. This is true not only with respect to the service offerings of the new entrants, but also as a result of the response of incumbent monopoly providers to the introduction of competition.


US Signal's proposed services will provide multiple public benefits by increasing the competitive choices available to users in Tennessee. Enhanced competition in telecommunications services likely will further stimulate economic development in Tennessee. In addition, increased competition will create incentives for all carriers to offer lower prices, more innovative services, and more responsive customer service.

X. **Statement of Compliance:**

US Signal agrees to abide by TCA §65-4-201 and all applicable state statutes and all applicable Orders, Rules and Regulations entered and adopted by the Tennessee Public Utility Commission.

WHEREFORE, US Signal Company, L.L.C. respectfully requests that the Commission enter an Order granting US Signal's Application for a Certificate to provide resold private line, MPLS, virtual ethernet telecommunications services within the state of Tennessee.

Respectfully submitted this 15th day of February, 2022.



Richard Postma, CEO
US Signal Company, L.L.C.

VERIFICATION

STATE OF MICHIGAN)
) : ss
COUNTY OF KENT)

I, Richard Postma, hereby declare under penalty of perjury, that I am CEO of US Signal Company, L.L.C., the Petitioner in this proceeding; that I am authorized to make this verification on behalf of US Signal Company, L.L.C.; that I have read the foregoing Petition and exhibits; and that the facts stated therein are true and correct to the best of my knowledge, information and belief.



Richard Postma, CEO
US Signal Company, L.L.C.

Sworn and subscribed before me this 15 day of February, 2022.

My Commission expires March 12, 2028



Signature of official administering oath

JODI L MITTS
NOTARY PUBLIC - STATE OF MICHIGAN
COUNTY OF KENT
My Commission Expires March 12, 2028

US SIGNAL COMPANY, L.L.C.

Exhibit A

Corporate Structure

US Signal Company, L.L.C. is a Michigan Limited Liability organized on May 25, 2000. US Signal does not have any affiliates.

US SIGNAL COMPANY, L.L.C.

Exhibit B

List of Officers

The following individuals are officers of US Signal Company, L.L.C. and may be contacted at the Applicant's headquarters located at 201 Ionia Avenue SW, Grand Rapids, MI 49503.

Richard Postma, CEO

Phone: 616-988-7000

Fax: 616-988-0414

Email: rpostma@ussignal.com

Ryan Johnson, EVP Finance, Treasurer

Phone: 616-233-7370

Fax: 616-988-0414

Email: rjohnson@ussignal.com

US SIGNAL COMPANY, L.L.C.

Exhibit C

Articles of Organization

Michigan Department of Consumer and Industry Services

Filing Endorsement

This is to Certify that the CERTIFICATE OF AMENDMENT TO THE ARTICLES OF ORG.

for

US SIGNAL COMPANY, L.L.C.

ID NUMBER: B68296

received by facsimile transmission on January 22, 2002 is hereby endorsed

Filed on January 22, 2002 by the Administrator.

The document is effective on the date filed, unless a subsequent effective date within 90 days after received date is stated in the document.



In testimony whereof, I have hereunto set my hand and affixed the Seal of the Department, in the City of Lansing, this 22nd day of January, 2002.



, Director

Bureau of Commercial Services

From:

01/22/2002 13:45 #008 P.002/003

BCS/CD-715 (Rev. 04/01)

MICHIGAN DEPARTMENT OF CONSUMER & INDUSTRY SERVICES BUREAU OF COMMERCIAL SERVICES		
Date Received	(FOR BUREAU USE ONLY)	
	This document is effective on the date filed, unless a subsequent effective date within 90 days after	
Name Robert M. Davies, Miller, Johnson, Snell & Cummiskey, P.L.C.		
Address P.O. Box 306		
City Grand Rapids	State MI	Zip Code 49501-0306
		EFFECTIVE DATE:

Document will be returned to the name and address you enter above.
If left blank document will be mailed to the registered office.

CERTIFICATE OF AMENDMENT TO THE ARTICLES OF ORGANIZATION

For use by Limited Liability Companies
(Please read information and instructions on reverse side)

Pursuant to the provisions of Act 23, Public Acts of 1993, the undersigned limited liability company executes the following Certificate of Amendment:

1. The present name of the limited liability company is:	RVP Fiber Company, L.L.C.
2. The identification number assigned by the Bureau is:	B68296
3. The date of filing of its original Articles of Organization was:	May 25, 2000

4. Article <u>1</u> of the Articles of Organization is hereby amended to read as follows:
The name of the limited liability company is: US SIGNAL COMPANY, L.L.C.

5. <input type="checkbox"/> The amendment was approved by a majority vote of the members entitled to vote.
<input checked="" type="checkbox"/> The amendment was approved by unanimous vote of all of the members entitled to vote.

This Certificate is hereby signed as required by Section 103 of the Act.

Signed this 22 day of January, 2002
By Ronald H. VanderPol
(Signature of Member or Manager)
Ronald H. VanderPol, Member
(Type or Print Name)

Michigan Department of Consumer and Industry Services

Filing Endorsement

This is to Certify that the ARTICLES OF ORGANIZATION (DOMESTIC L.L.C.)

for

RVP FIBER COMPANY, L.L.C.

ID NUMBER: B68296

received by facsimile transmission on May 25, 2000 is hereby endorsed

Filed on May 25, 2000 by the Administrator.

The document is effective on the date filed, unless a subsequent effective date within 90 days after received date is stated in the document.



In testimony whereof, I have hereunto set my hand and affixed the Seal of the Department, in the City of Lansing, this 25th day of May, 2000.

, Director

Corporation, Securities and Land Development Bureau

MICHIGAN DEPARTMENT OF CONSUMER AND INDUSTRY SERVICES CORPORATION, SECURITIES AND LAND DEVELOPMENT BUREAU												
Date Received		(FOR BUREAU USE ONLY)										
<table border="1"><tr><td colspan="3">Name Jeffrey G. York</td></tr><tr><td colspan="3">Address P.O. Box 306</td></tr><tr><td>City Grand Rapids,</td><td>State MI</td><td>Zip Code 49501-0306</td></tr></table>		Name Jeffrey G. York			Address P.O. Box 306			City Grand Rapids,	State MI	Zip Code 49501-0306	<table border="1"><tr><td>EFFECTIVE DATE:</td></tr></table>	EFFECTIVE DATE:
Name Jeffrey G. York												
Address P.O. Box 306												
City Grand Rapids,	State MI	Zip Code 49501-0306										
EFFECTIVE DATE:												
Document will be returned to the name and address you enter above												

ARTICLES OF ORGANIZATION

For use by Domestic Limited
Liability Companies

Pursuant to the provisions of Act 23, Public Acts of 1993, as amended, the undersigned executes the following Articles:

ARTICLE I

The name of the limited liability company is:

RVP FIBER COMPANY, L.L.C.

ARTICLE II

The purpose or purposes for which the limited liability company is formed is to engage in any activity within the purposes for which a limited liability company may be formed under the Limited Liability Company Act of Michigan.

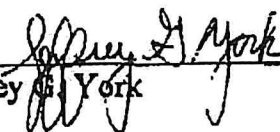
ARTICLE III

The duration of the limited liability company is perpetual.

ARTICLE IV

1. The street address and mailing address of the registered office is 250 Monroe, N.W., 800 Calder Plaza Building, Grand Rapids, Michigan 49503.
2. The name of the resident agent at the registered office is Jeffrey G. York.

Signed this 25th day of May, 2000



Jeffrey G. York

Name of Person or Organization Remitting Fees: Miller, Johnson, Snell & Cummiskey, P.L.C.

Preparer's Name and Business Telephone Number: Jeffrey G. York (616) 831-1764

US SIGNAL COMPANY, L.L.C.

Exhibit D

Tennessee Secretary of State Authority



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

Filing Information

Name: **US SIGNAL COMPANY, L.L.C.**

General Information

SOS Control #	001242844	Formation Locale:	MICHIGAN
Filing Type:	Limited Liability Company - Foreign	Date Formed:	05/25/2000
	09/30/2021 9:29 AM	Fiscal Year Close	12
Status:	Active	Member Count:	1
Duration Term:	Perpetual		
Managed By:	Manager Managed		

Registered Agent Address

COGENCY GLOBAL INC.
STE B
992 DAVIDSON DR
NASHVILLE, TN 37205-1051

Principal Address

201 IONIA AVE SW
GRAND RAPIDS, MI 49503-4136

The following document(s) was/were filed in this office on the date(s) indicated below:

<u>Date Filed</u>	<u>Filing Description</u>	<u>Image #</u>
09/30/2021	Initial Filing	B1099-2312

Record Status Changed From: Pending Review To: Active

<u>Active Assumed Names (if any)</u>	<u>Date</u>	<u>Expires</u>
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US SIGNAL COMPANY, L.L.C.

Exhibit E

Resumes of Key Management

Paul Van Hyfte, President

As President, Paul Van Hyfte oversees sales and marketing, partners, retention, carrier services, data and network engineering, network planning, the technical operations center, facilities, field operations, business development, and strategy for US Signal.

Before taking on the role of President, Van Hyfte served as Executive Vice President of Sales, where he was responsible for leading US Signal sales strategy and its implementation. Previously, Van Hyfte served as US Signal's Vice President of Cloud Sales leading the solution architect team that supported the company's enterprise go-to-market strategy. Prior to that, as Director of Cloud Sales, he led a successful regional sales team. Before joining US Signal in 2012, Van Hyfte was an account manager for an infrastructure and managed services partner.

Trevor Bidle, Chief Information Security Officer

As Chief Information Security Officer, Trevor Bidle oversees US Signal's Information Security and Information Systems teams. He also leads the Security Operations Center (SOC), incident response team, compliance and privacy programs, along with the internal audit functions.

Bidle has 23 years of experience leading information technology, engineering, and information security teams. He holds a CISA and CDPSE certification and has completed graduate studies in Cyber Security at George Washington University.

Ryan Johnson, Executive Vice President of Finance

Ryan Johnson joined US Signal in 2018 as Executive Vice President of Finance. He oversees the finance department, including accounting, insurance, bonding, and tax issues. Human Resources and Network Cost also report to him.

Before joining US Signal, Johnson spent 11 years as Vice President of Finance at a large health system in Grand Rapids Michigan. He also spent 10 years at a large locally owned accounting firm.

Chad Hohendorf, Executive Vice President of Operations

As Vice President of Operations, Chad Hohendorf is responsible for the order process from quote to installation by overseeing pricing, sales operations, network and outside plant engineering, and service delivery. Additionally, he is responsible for wholesale sales, client development and retention. Since joining US Signal in 2006, Hohendorf has held roles in collections, pricing, indirect sales, client development and sales operations.

Prior to joining US Signal, Hohendorf was Guest Services Manager at Arcadia Bluffs Golf Club during its first five years of operations. Hohendorf held roles in both customer-service and operations across the organization.

Mary Whiting, Vice President of Privacy & Compliance

Mary Whiting is responsible for US Signal's contract management; privacy standards and policies; federal, state and local regulatory compliance; HIPAA, PCI, GDPR and CJIS compliance; internal audit activities; and overall industry relations. She has over 25 years' experience in the telecommunications industry – in long distance network access, regulatory and compliance, access revenue, business development, and long distance network access and provisioning.

Whiting joined US Signal in 2018 as Manager of Compliance. Prior to 2018, she served as Director of Regulatory Compliance for EarthLink Business for over 16 years. Whiting started her telecommunications career in long distance network access and provisioning at US Signal.

Melissa Livingston, Vice President of Human Resources

Melissa Livingston is responsible for oversight of US Signal's human resources functions, aligning them with the company's strategic goals. This includes providing guidance and leadership to the executive team, recruiting, benefits, compensation planning, and employee relations, as well as ensuring compliance with employment laws.

Before joining US Signal in 2008, Livingston spent four years as the Human Resources Manager for Knoll, Inc. Her focus there was employee relations in a union environment, which included negotiating the annual collective bargaining agreement

US SIGNAL COMPANY, L.L.C.

Exhibit F1

Current Financial Statements

Financial statements are being filed as "Confidential" under separate cover.

US Signal Company, LLC

Financial Statements
Years Ended December 31, 2020 and 2019

The report accompanying these financial statements was issued by BDO USA, LLP, a Delaware limited liability partnership and the U.S. member of BDO International Limited, a UK company limited by guarantee.



US Signal Company, LLC

Financial Statements
Years Ended December 31, 2020 and 2019

US Signal Company, LLC

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Independent Auditor's Report

US Signal Company, LLC
Grand Rapids, Michigan

Opinion

We have audited the accompanying financial statements of US Signal Company, LLC, which comprise the balance sheets as of December 31, 2020 and 2019, and the related statements of operations, changes in members' equity, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of US Signal Company, LLC as of December 31, 2020 and 2019, and the results of their operations and their cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

BDO USA, LLP

April 21, 2021

Financial Statements

US Signal Company, LLC

Balance Sheets

<i>December 31,</i>	2020	2019
Assets		
Current Assets		
Accounts receivable, net	\$ [REDACTED]	\$ [REDACTED]
Prepaid expenses	[REDACTED]	[REDACTED]
Total Current Assets	[REDACTED]	[REDACTED]
Property and Equipment, net	[REDACTED]	[REDACTED]
Other Assets		
Loan to affiliate	-	[REDACTED]
Long-term prepaid expenses	[REDACTED]	[REDACTED]
Intangible asset	[REDACTED]	[REDACTED]
Total Other Assets	[REDACTED]	[REDACTED]
Total Assets	\$ [REDACTED]	\$ [REDACTED]
Liabilities and Members' Capital		
Current Liabilities		
Advances against future deposits	\$ [REDACTED]	\$ [REDACTED]
Accounts payable	[REDACTED]	[REDACTED]
Accrued liabilities	[REDACTED]	[REDACTED]
Unearned revenue	[REDACTED]	[REDACTED]
Deferred revenue, current	[REDACTED]	[REDACTED]
Current maturities of long-term debt	[REDACTED]	[REDACTED]
Total Current Liabilities	[REDACTED]	[REDACTED]
Long-Term Deferred Revenue, net of current	[REDACTED]	[REDACTED]
Line of Credit	[REDACTED]	[REDACTED]
Long-Term Debt, net of current maturities	[REDACTED]	[REDACTED]
Total Liabilities	[REDACTED]	[REDACTED]
Members' Capital	[REDACTED]	[REDACTED]
Total Liabilities and Members' Capital	\$ [REDACTED]	\$ [REDACTED]

See accompanying independent auditor's report
and notes to financial statements.

US Signal Company, LLC

Statements of Income

<i>Year ended December 31,</i>	2020	2019
Total Revenue	\$ [REDACTED]	\$ [REDACTED]
Cost of Services	[REDACTED]	[REDACTED]
Gross margin	[REDACTED]	[REDACTED]
Operating Expenses		
General and administrative	[REDACTED]	[REDACTED]
Depreciation	[REDACTED]	[REDACTED]
Total Operating Expenses	[REDACTED]	[REDACTED]
Operating income	[REDACTED]	[REDACTED]
Other Income (Expense)		
Interest expense	[REDACTED]	[REDACTED]
Charitable contributions	[REDACTED]	[REDACTED]
Other income (expense)	[REDACTED]	[REDACTED]
Net Other Expense	[REDACTED]	[REDACTED]
Income before state income tax expense	[REDACTED]	[REDACTED]
State income tax expense	[REDACTED]	[REDACTED]
Net Income	\$ [REDACTED]	\$ [REDACTED]

*See accompanying independent auditor's report
and notes to financial statements.*

US Signal Company, LLC
Statements of Members' Capital

Balance, January 1, 2019	■ ■■■■■■
Cumulative effect of adjustment of adopting ASC 606 (Note 1)	■■■■■
Net income for the year	■■■■■
Member distributions	■■■■■
Balance, December 31, 2019	■■■■■
Net income for the year	■■■■■
Member distributions	■■■■■
Balance, December 31, 2020	■ ■■■■■■

*See accompanying independent auditor's report
and notes to financial statements.*

US Signal Company, LLC

Statements of Cash Flows

Year ended December 31,	2020	2019
Operating Activities		
Net income	\$ [REDACTED]	\$ [REDACTED]
Adjustments to reconcile net income to net cash from operating activities:		
Depreciation	[REDACTED]	[REDACTED]
Loss (gain) on property and equipment	[REDACTED]	[REDACTED]
Increases (decreases) attributed to changes in:		
Accounts receivable	[REDACTED]	[REDACTED]
Prepaid expenses	[REDACTED]	[REDACTED]
Advances against future deposits	[REDACTED]	[REDACTED]
Accounts payable	[REDACTED]	[REDACTED]
Accrued liabilities	[REDACTED]	[REDACTED]
Unearned revenue	[REDACTED]	[REDACTED]
Deferred revenue	[REDACTED]	[REDACTED]
Net Cash From Operating Activities	[REDACTED]	[REDACTED]
Investing Activities		
Capital expenditures	[REDACTED]	[REDACTED]
Proceeds from asset disposals	[REDACTED]	[REDACTED]
Loan to affiliate	[REDACTED]	[REDACTED]
Net Cash For Investing Activities	[REDACTED]	[REDACTED]
Financing Activities		
Net change in line of credit	[REDACTED]	[REDACTED]
Repayments of long-term debt	[REDACTED]	[REDACTED]
Proceeds from issuance of long-term debt	[REDACTED]	[REDACTED]
Proceeds from issuance of Paycheck Protection Program (PPP) loan	[REDACTED]	[REDACTED]
Member distributions	[REDACTED]	[REDACTED]
Net Cash From (For) Financing Activities	[REDACTED]	[REDACTED]
Net Change in Cash and Cash Equivalents	[REDACTED]	[REDACTED]
Cash and Cash Equivalents, beginning of year	[REDACTED]	[REDACTED]
Cash and Cash Equivalents, end of year	\$ [REDACTED]	\$ [REDACTED]
Supplemental Disclosure of Cash Flow Information		
Cash paid for interest	\$ [REDACTED]	\$ [REDACTED]
Cash paid for state income taxes	[REDACTED]	[REDACTED]

See accompanying independent auditor's report and notes to financial statements.

US Signal Company, LLC
Notes to Financial Statements

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

US Signal Company, LLC
Notes to Financial Statements

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]
------------	------------

[REDACTED]

[REDACTED]	[REDACTED]
------------	------------

[REDACTED]

[REDACTED]

The following table shows the Company's revenues disaggregated according to the timing of transfer of goods or services:

<i>Year ended December 31,</i>	2020	2019
Revenue recognized at a point in time	\$ [REDACTED]	\$ [REDACTED]
Revenue recognized over time	[REDACTED]	[REDACTED]
Total Revenue	\$ [REDACTED]	\$ [REDACTED]

US Signal Company, LLC

Notes to Financial Statements

The following table shows the impact of implementing ASC 606 on the balance sheet as of January 1, 2019:

	As Previously Reported at December 31, 2018	Impact of ASC 606	Balance After ASC 606 Adjustment
Prepaid expenses	\$ [REDACTED]	\$ [REDACTED]	\$ [REDACTED]
Deferred revenue		([REDACTED])	[REDACTED]
Members' equity			

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

US Signal Company, LLC
Notes to Financial Statements

[REDACTED]

[REDACTED]

December 31,	2020	2019	Useful Life (Years)
Fiber networks	\$ [REDACTED]	\$ [REDACTED]	
Date center and equipment	[REDACTED]	[REDACTED]	-
Fiber rights	[REDACTED]	[REDACTED]	
Buildings and leasehold improvements	[REDACTED]	[REDACTED]	
Construction in progress	[REDACTED]	[REDACTED]	
Land	[REDACTED]	[REDACTED]	
Land improvements	[REDACTED]	[REDACTED]	
Less accumulated depreciation	([REDACTED])	([REDACTED])	
Property and Equipment, net	\$ [REDACTED]	\$ [REDACTED]	

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

US Signal Company, LLC
Notes to Financial Statements

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

US Signal Company, LLC
Notes to Financial Statements

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

2. Line of Credit

[REDACTED]

The remainder of this page intentionally left blank.

US Signal Company, LLC
Notes to Financial Statements

3. Long-Term Debt

Long-term debt consists of the following:

<i>December 31,</i>	<i>2020</i>	<i>2019</i>
[REDACTED]	\$ [REDACTED]	\$ [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
Less current portion	[REDACTED]	[REDACTED]
Long-Term Debt, net	\$ [REDACTED]	\$ [REDACTED]
[REDACTED]		
[REDACTED]		
<i>Year ending December 31,</i>		
2021	\$ [REDACTED]	
2022		[REDACTED]
2023		[REDACTED]
Total	\$ [REDACTED]	

US Signal Company, LLC
Notes to Financial Statements

4. Paycheck Protection Program Loan Payable

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

5. Related Party Transactions

[REDACTED]

6. Lease Commitments

[REDACTED]

US Signal Company, LLC
Notes to Financial Statements

[REDACTED]:

Year ending December 31,

2021	\$	[REDACTED]
2022		[REDACTED]
2023		[REDACTED]
2024		[REDACTED]
2025		[REDACTED]
Thereafter		[REDACTED]

[REDACTED]

[REDACTED]

7. Employee Benefit Plan

[REDACTED]

US SIGNAL COMPANY, L.L.C.

Exhibit F2

Projected Financial Statements

The Company does not have financial projections for the state of Tennessee but expects moderate growth.

US SIGNAL COMPANY, L.L.C.

Exhibit G

Small and Minority-Owned Telecommunications Business Participation Plan

**SMALL AND MINORITY-OWNED TELECOMMUNICATIONS
BUSINESS PARTICIPATION PLAN**

III. ADMINISTRATION

US Signal'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 US Signal's full efforts to provide equal opportunities for small and minority-owned businesses. The Administrator of the Plan will be:

Ryan Johnson, EVP Finance, Treasurer
Phone: 616-233-7370
Fax: 616-988-0414
Email: rjohnson@ussignal.com

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.
- (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.

III. ADMINISTRATION

- (8) Providing information and educational activities to persons within US Signal 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 Council
The National Association of Women Business Owners
The National Association of Minority Contractors
Historically Black Colleges, Universities, and Minority Institutions

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

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

US Signal will submit records and reports required by the Tennessee Regulatory Authority concerning the Plan. Moreover, US Signal will cooperate fully with any surveys and studies required by the Tennessee Regulatory Authority.

US Signal Company, L.L.C.

By: 

Richard Postma, CEO

Dated: Feb 15, 2022.

US SIGNAL COMPANY, L.L.C.

Exhibit H

Notice of Application

CERTIFICATE OF SERVICE

I hereby certify that I have this day served a notice of the filing upon the enclosed listing of incumbent LECs operating in the state of Tennessee, by mailing such copy by first class mail, postage prepaid or equivalent service.

Shipping Department
Inteserra, Inc.

This 18th day of February, 2022.

CERTIFICATE OF SERVICE

1. Ardmore Telephone Company, Inc.
P.O. Box 549
517 Ardmore Avenue
Ardmore, TN 38449
2. BellSouth Telecommunications, Inc.
333 Commerce Street
Nashville, TN 37201-3300
3. CenturyTel of Adamsville
P.O. Box 405
116 Oak Street
Adamsville, TN 38310
4. CenturyTel of Claiborne
P.O. Box 100
507 Main Street
New Tazewell, TN 37825
5. CenturyTel of Ooltewah-Collegedale, Inc.
P.O. Box 782
5616 Main Street
Ooltewah, TN 37363
6. Citizens Telecommunications Company
of Tennessee
P.O. Box 770
300 Bland Street
Bluefield, WV 24701
7. Citizens Telecommunications Company
of the Volunteer State
P.O. Box 770
300 Bland Street
Bluefield, WV 24701
8. Loretto Telephone Company, Inc.
P.O. Box 130
Loretto, TN 38469
9. Millington Telephone Company, Inc.
4880 Navy Road
Millington, TN 38083
10. Sprint-United
112 Sixth Street
Bristol, TN 37620
11. TDS Telecom-Concord Telephone
Exchange, Inc.
P.O. Box 22610
701 Concord Road
Knoxville, TN 37933-0610
12. TDS-Telecom-Humphreys County
Telephone Company
P.O. Box 552
203 Long Street
New Johnsonville, TN 37134-0552
13. TDS Telecom-Tellico Telephone
Company
P.O. Box 9
102 Spence Street
Tellico Plains, TN 37385-0009
14. TDS Telecom-Tennessee Telephone
Company
P.O. Box 18139
Knoxville, TN 37928-2139
15. TDS-Crockett Telephone Company, Inc.
P.O. Box 7
Friendship, TN 38034
16. TEC-People's Telephone Company, Inc.
P.O. Box 310
Erin, TN 37061
17. TEC-West Tennessee Telephone
Company, Inc.
P.O. Box 10
244 E Main Street
Bradford, TN 38316
18. United Telephone Company
P.O. Box 38
120 Taylor Street
Chapel Hill, TN 37034

BEFORE THE TENNESSEE REGULATORY AUTHORITY

IN THE MATTER OF US SIGNAL COMPANY, L.L.C.)
FOR A CERTIFICATE TO PROVIDE COMPETING)
RESOLD PRIVATE LINE TELECOMMUNICATIONS)
SERVICES THROUGHOUT THE STATE OF TENNESSEE)

NOTICE OF FILING

TO: ALL INCUMBENT LOCAL EXCHANGE CARRIERS (ILECS)

PLEASE TAKE NOTICE, that in accordance with the Tennessee Regulatory Authority Rules for the Provision of Competitive Intrastate Telecommunications Services, you are hereby given notice that on February 18, 2022 US Signal Company, L.L.C. filed an Application for a Certificate of Public Convenience and Necessity to provide Competing Local Telecommunications Services.

This 18th day of February, 2022.



Connie Wightman, Consultant to
US Signal Company, L.L.C.

US SIGNAL COMPANY, L.L.C.

Exhibit I

Prefiled Testimony of Richard Postma

**BEFORE THE
TENNESSEE PUBLIC UTILITIES COMMISSION**

In re: Application of)	
US Signal Company, L.L.C.)	Docket No. _____
For A Certificate to Provide Competing)	
Resold Private Line)	
Telecommunications Services Throughout the State of Tennessee)	

**TESTIMONY OF
RICHARD POSTMA
ON BEHALF OF
US SIGNAL COMPANY, L.L.C.**

1 I, Richard Postma, do hereby testify as follows in support of the Application of US Signal
2 Company, L.L.C. ("US Signal") for a Certificate of Convenience and Necessity as a competing
3 telecommunications services provider to provide resold private line telecommunications services
4 throughout the State of Tennessee.
5

6 **Q. Please state your name and business address.**

7 A. My name is Richard Postma. My business address is 201 Ionia Avenue SW, Grand Rapids,
8 MI 49503.
9

10 **Q. By whom are you employed and in what capacity?**

11 A. I am the founder of US Signal Company, L.L.C. and hold the position of Chief Executive
12 Officer.
13

14 **Q. Please give a brief description of your background and experience.**

15 A. I have over 30 years of experience in the telecommunications industry, having served as
16 Chief Executive Officer at US Xchange, L.L.C., and as General Counsel to Teledial
17 America, Inc., Teledial America of North Carolina, Digital Signal, Inc., City Signal, Inc.
18 and US Signal for various periods between 1983 and 2000. During the period from 1983
19 to December 1997, I was a partner in the Grand Rapids, Michigan law firm of Miller,
20 Johnson, Snell & Cummiskey, P.L.C.
21

22 **Q. What is the purpose of your testimony?**

23 A. The purpose of my testimony is to present evidence describing the technical, managerial
24 and financial fitness of US Signal to provide resold private line telecommunications
25 services throughout the State of Tennessee. This testimony will also describe the services
26 proposed by US Signal. Finally, the purpose of my testimony is to show that the public
27 interest will be served by approval of the application of US Signal Company, L.L.C. for a
28 certificate of public convenience and necessity.
29

1 **Q. Has US Signal registered to do business in Tennessee?**

2 A. Yes. US Signal received Secretary of State Authority in Tennessee on September 30, 2021,
3 as a foreign limited liability company.
4

5 **Q. Has US Signal previously obtained authority in Tennessee?**

6 A. No.
7

8 **Q. Please describe the services US Signal proposes to offer.**

9 A. US Signal proposes to offer resold private line / MPLS / virtual ethernet within the State
10 of Tennessee using services available from other facilities-based carriers.
11

12 **Q. How will US Signal bill for its services?**

13 A. US Signal will bill customers directly.
14

15 **Q. How are trouble reports, billing errors and complaints handled?**

16 A. Once it initiates operations, US Signal's toll free customer service telephone number will
17 be available twenty-four (24) hours per day, seven (7) days per week. The Company's toll
18 free telephone number for customer inquiries, complaints and repair is 800-663-1700.
19 Customers may also email toc@ussignal.com for service-related issues or contact the US
20 Signal main office at 866-274-4625 or via email at info@ussignal.com.
21

22 **Q. Where is US Signal currently certificated?**

23 A. US Signal is authorized to provide service in in Florida, Illinois, Indiana, Iowa, Kentucky,
24 Michigan, Minnesota, Missouri, New York, Ohio, Pennsylvania, Wisconsin.

25 As of the date of this filing, there are no pending applications.
26

27 **Q. Describe US Signal's financial ability to operate as a service provider.**

28 A. US Signal has sufficient financial resources to provide the requested telecommunications
29 services, the financial capability to maintain these services and to meet its lease obligations.
30 The confidential financial information is provided in the Company's application.
31

1 **Q. Does US Signal have the managerial and technical qualifications to provide local**
2 **service in Tennessee?**

3 A. Yes. Biographies of key executives and technical personnel are included with the
4 Company's application and demonstrate that the Company has highly experienced and
5 skilled managerial resources to provide the proposed services.
6

7 **Q. Where in Tennessee does US Signal intend to offer its services?**

8 A. Resold private line / MPLS / virtual ethernet will be provided throughout the entire state.
9

10 **Q. How will Tennessee consumers benefit from US Signal's services?**

11 A. Certification of US Signal will serve the public interest and offer several benefits to
12 telecommunication customers in Tennessee. Experience with competition in other
13 telecommunications markets demonstrates the benefits that competition can bring to
14 consumers. US Signal's proposed services will provide multiple public benefits by
15 increasing the competitive choices available to users in Tennessee. Enhanced competition
16 in telecommunications services likely will further stimulate economic development in
17 Tennessee. In addition, increased competition will create incentives for all carriers to offer
18 lower prices, more innovative services, and more responsive customer service.
19

20 **Q. Why is US Signal seeking facilities-based authority in Tennessee? Will US Signal use**
21 **any public rights-of-way?**

22 A. Not applicable as US Signal is seeking to provide only resold services in Tennessee.
23

24 **Q. Does this conclude your testimony?**

25 A. Yes.

1
2
3 VERIFICATION
4
5

6 STATE OF MICHIGAN

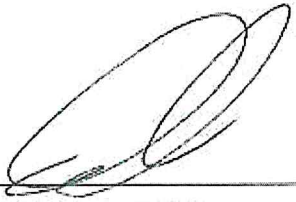
§

7
8 COUNTY OF KENT


§

§
9
10

11 I, Richard Postma, first being duly sworn upon oath, depose and say that I am the Chief Executive
12 Officer of US Signal Company, L.L.C. that I have read the above and foregoing pre-filed testimony
13 by me subscribed and know the contents thereof; that said contents are true in substance and in
14 fact, except to those matters stated upon information and belief, and as to those, I believe same to
15 be true.
16

17
18 
19 Richard Postma, CEO
20 US Signal Company, L.L.C.
21
22
23

24 Taken, sworn to and subscribed before me this 15 day of February, 2022.
25

26
27 
28 Notary Public in and for said County Kent

29 My Commission expires on the 15 day of February, 2022.

JODI L MITTS
NOTARY PUBLIC - STATE OF MICHIGAN
COUNTY OF KENT
My Commission Expires March 12, 2028