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COMMUNITY

B r o a d b a n d

**RURAL
BROADBAND**



Allen Davis Experience Overview

RURAL
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- 35+ Years of Industry Experience
- Professional Services
 - Executive Management
 - New Market Development
 - Project Financial Planning
 - Service Offerings and Marketing
 - Investment Banking, Transactions & Capitalization
 - Network Development Management
- Supported Entities in Diverse Sectors
 - Municipalities and Municipal Electric Service Providers in 12 States
 - Electric Membership Cooperatives
 - Investor Owned Electric Utilities
 - LECS/CLECS
 - Government Agencies
 - Private Equity
- Broadband System Ownership and Management



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Experience Overview (Cont.)

- Capitalization and development of over \$1 billion in new systems.
- Developed successful commercial and residential fiber optic network opportunities in 100+ service areas.
- Successfully secured the first \$100 million+ Rural Utilities Service (“RUS”) loan for fiber optic networks developed in 11 communities.
- 35+ years of experience in new network system development and 20+ years of experience with FTTP architectures.
- Successfully closed numerous acquisitions, dispositions, mergers, and partnering arrangements.

COMMUNITY

Broadband

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Municipal Entities

Acworth, Georgia	Dexter, Missouri	Jacksonville, Arkansas	Plainfield, Indiana
Adel, Georgia	Elba, Alabama	Lawrenceburg Power System	Poplar Bluff Municipal Utilities
Albertville, Alabama	Elberton, Georgia	Little Rock, Arkansas	Princeton Electric Plant Board
Andalusia, Alabama	Fairburn Utilities	Malden, Missouri	Pulaski Electric System
Barnesville, Georgia	Fayetteville Electric System	Maumelle, Arkansas	Ripley Power & Light
Batavia, Illinois	Fitzgerald, Georgia	McMinnville, Tennessee	Russellville Electric Plant Board
Baxley, Georgia	Flagler Beach, Florida	Metroplan	Scottsboro Electric Power Board
Bloomfield, Missouri	Floresville, Alabama	Milan Department of Public Utilities	Sherwood, Arkansas
Bolivar Electric Department	Floresville, Texas	Monroe, Georgia	Slocomb, Alabama
Cairo, Georgia	Forsyth CableNet	Monticello, Georgia	Springfield Electric Department
Camilla, Georgia	Fort Valley, Georgia	Moultrie, Georgia	Springfield, Tennessee
Cartersville, Georgia	Gainesville Regional Utilities	Murfreesboro Electric Department	St. Charles, Illinois
Chattanooga Electric Power Board	Geneva, Illinois	Muscatine Power and Water	Stevenson Utilities
Clay County, Florida	Glenwood Springs, Colorado	N. Little Rock, Arkansas	Swainsboro Development Authority
Clewiston, Florida	Greencastle, Indiana	Nashville Electric Service	Sylvester, Georgia
Coldwater Board of Public Utilities	Greensburg, Indiana	Newnan Utilities	The Landings Association
Columbia Power & Water Systems	Hartford, Alabama	North Little Rock, Arkansas	Thomaston, Georgia
Commerce, Georgia	Hartselle Utilities	North Vernon, Indiana	Thomasville, Georgia
Cookeville, Tennessee	Healdton, Oklahoma	Paducah Power System	Tifton, Georgia
Covington, Georgia Cable	Henry County, Georgia	Paragould Water & Light	Tallahoma Utilities Board
Covington Electric System	Hopkinsville Electric System	Paris Utilities	Vidalia, Georgia
Daleville, Alabama	Jackson Energy Authority	Peachtree City, Georgia	

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Electric Membership Coops

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Blue Ridge EMC	Jackson EMC
Carroll EMC	Mitchell EMC.
Central Georgia EMC	North Georgia EMC
Covington Electric Cooperative	Oglethorpe Power Corporation
Coweta-Fayette EMC	Sam Houston EMC
Dixie EMC	Sawnee EMC
Flint EMC	Snapping Shoals EMC
Georgia EMC	Sumter EMC
Grady EMC	Three Notch EMC
GRESKO	Troup EMC
GreyStone Power Corporation	Walton EMC

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Corp./Private Equity

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Beach Cable, Inc.	Hawaiian Telcom
BellSouth	Highland Telephone Cooperative
Better Choice TV, Inc.	ITC Globe, Inc.
Cable Diversified	King George Cable, Inc.
CableAmerica Corp.	Knology Holdings, Inc.
CFW Communications	Montgomery Cablevision
Cincinnati Bell Telephone	Opp Cablevision
Cinergy MetroNet	Powhatan Cable, Inc.
Citizens Telephone Company, Inc.	R&B Communications
CTC Communications, Inc.	Southern Telecom, Inc.
Daniel Island Media Company, LLC	Suburban Cable, Inc.
Davidson Transport	Telephone & Data Systems
EnerVision	The Telecom Group
Fidelity Communications, Inc.	Touch 1
Hart Telephone Company	Vanguard Corporation

Projects

A partial list of companies and projects developed with the support of Allen Davis follow.

- **Knology, Inc.**, West Point, Georgia - Negotiated and closed the acquisitions of Montgomery Cablevision of Montgomery, Alabama, American Cable of Columbus, Georgia, and Beach Cable of Panama City Beach, Florida. Conducted due diligence of multiple markets in the Southeastern U.S. which facilitated \$400 million in financing and deployments in Charleston, South Carolina, Augusta, Georgia, Panama City, Florida, and Knoxville, Tennessee. Provided strategic planning support in the development of a fiber-based broadband system in West Point, Georgia and Lanett, Alabama.
- **Telephone & Data Systems, Inc. (“TDS”), Madison, Wisconsin** – Developed business case and financial projections utilized to obtain corporate approval for project provisioning of video services and fiber optic deployments. Developed broadband services offerings, rates, and service provisioning strategy for a fiber-based system in Fitchburg, WI and VDSL/FTTH systems in Farragut and Mount Juliet, TN. Was solely responsible for securing all video programming content for TDS which included negotiating IPTV carriage rights in agreements with all satellite programmers and off-air broadcasters in each market.
- **Jackson Energy Authority, Jackson, Tennessee** – Supported \$62 million in financing for fiber-based broadband system passing 30,000 potential customers in Jackson, Tennessee. Provided business case and financial projections. Developed service offerings and rates, selected all vendors and contractors in direct competition with BellSouth and Charter Communications.

Projects



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- **Cinergy MetroNet, Inc., Evansville, Indiana** – Developed financial projections and business case utilized to secure \$106 million from the Rural Utilities Service Broadband Program to construct fiber-based networks in 11 cities in Indiana. Completed financial projections and business case for 57 additional cities with a budget of over \$300 million.
- **Columbia Power & Water Systems, Columbia, Tennessee** – Prepared evaluation and assessment of operations of 5,500 subscriber broadband system in Columbia, Tennessee, along with rate increase recommendations. Provided business case and financial projections. Developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees. Closed \$15 million in financing after public referendum in support of project. System launched in direct competition with BellSouth and Charter Communications.
- **Poplar Bluff Municipal Utilities, Poplar Bluff, Missouri** – Prepared business case and financial projections. Developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees. Closed \$9 million in financing and closed acquisition of incumbent system owned by Charter Communications and \$7.5 million in additional financing.
- **Fayetteville Electric System, Fayetteville, Tennessee** – Provided strategic planning and service offering restructuring support. Completed business plan and financial projections. Closed \$5.57 million in financing, developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees in direct competition with BellSouth and Charter Communications.
- **Oglethorpe Power Corporation** – Supported value added services initiatives for 38 electric membership cooperatives in Georgia.

Projects



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- **Gainesville Regional Utilities, Gainesville, Florida** – Developed business case and financial projections for regional fiber-based broadband services initiative.
- **Hawaiian Telecom, Honolulu, Hawaii** – Provided business case, financial projections, and content acquisition support for fiber optic-based broadband service offering.
- **Highland Telephone, Sunbright, Tennessee** – Developed business case and financial projections to obtain board approval for fiber-based project. Developed broadband service offerings, rates, and service provisioning strategy for a fiber-based system in Highland Telephone service area.
- **Cable Diversified Installations, Inc., Jacksonville, Florida** – Provided business case and financial projections for broadband network expansion in Bradford County and Columbia County, Florida.
- **City of Clewiston, Florida** – Prepared business case and financial projections for municipal broadband network deployment.
- **City of Plainfield, Indiana** – Prepared business case and financial projections for municipal fiber-based broadband network deployment.
- **Muscatine Power & Water Systems, Muscatine, Iowa** – Provided strategic plan for 8,700 subscriber broadband system in Muscatine, Iowa. Supported acquisition of Mediacom assets.
- **Paducah Power System, Paducah, Kentucky** – Provided vendor selection and strategic planning support for commercial fiber optic data network deployment in Paducah, Kentucky.
- **Fibertech, Inc., Rochester, New York** - Prepared business case and financial projections for municipal fiber-based broadband network deployment in Connecticut.
- **Hartselle Utilities, Hartselle, Alabama** - Prepared business case and financial projections for municipal broadband network deployment.

Projects



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- **City of Malden, Missouri** - Prepared business case and financial projections for municipal fiber-based broadband network deployment.
- **Daniel Island Media, Charleston, South Carolina** – Prepared business case, financial projections, digital video service offering plan, rates, selected vendors, for fiber-based broadband system in private development in Charleston, South Carolina.
- **City of Greensburg, Indiana** – Prepared business case and financial projections for municipal fiber-based broadband network deployment.
- **City of Healdton, Oklahoma** - Prepared business case and financial projections for municipal broadband network deployment.
- **Hopkinsville Electric, Hopkinsville, Kentucky** – Prepared business case and financial projections for municipal fiber-based broadband network deployment in Hopkinsville, Kentucky.
- **Russellville Electric, Russellville, Kentucky** – Prepared business case and financial projections for municipal broadband network deployment.
- **Princeton Electric Power Board, Princeton, Kentucky** – Prepared business case and financial projections for municipal broadband network deployment.
- **City of Cookeville, Tennessee** - Prepared business case and financial projections for municipal broadband network deployment.
- **City of Albertville, Alabama** – Prepared business case and financial projections for municipal broadband network deployment.
- **Pulaski Electric, Pulaski, Tennessee** – Prepared business case and financial projections for municipal broadband network deployment.
- **Chattanooga Electric Power Board, Chattanooga, Tennessee** – Developed business case, financial projections, capitalization plan, and development plan for fiber-based broadband services initiative.

Projects



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- **United Telesystems, Inc. (of Virginia), Culpeper, Virginia** – In direct competition with 12 other companies, was awarded a cable TV franchise for Culpeper County, Virginia. Constructed one of the first hybrid fiber/coax systems in the U.S. Sold the system to Great Southern Printing/Frederick Cablevision and was retained to manage completion of construction and development of the system.
- **First Southern Cable Group, Inc., Atlanta, Georgia** – Obtained franchises, secured financing, and developed and sold cable TV systems in various rural areas in Georgia and Alabama.
- **City of Glenwood Springs, Colorado** - Developed business case and financial projections for fiber-based broadband services initiative.
- **Concord Telecommunications Co., Charlotte, North Carolina** – Provided business case, financial projections, and content acquisition support for fiber optic-based broadband IPTV service offering.
- **Palm Beach County Communications Co., West Palm Beach, Florida** – Negotiated sale of broadband system assets in West Palm Beach, Florida to Comcast Communications, Inc.
- **UTI Holdings, LLC, Savannah, Georgia** – Secured \$30 million equity commitment from Halyard Capital, a division of the Bank of Montreal, for various acquisitions. Managed operations of 2,800 subscriber fiber optic based broadband system in Cobb County and Acworth, Georgia in direct competition with BellSouth and Comcast. Provided business case and financial projections then Closed \$12 million in project financing. Developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees.
- **Fidelity Communications, Inc., Sullivan, Missouri** – Provided business case, financial projections, and content acquisition support for broadband service offering.

Projects



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- **Squire Creek, Monroe, Louisiana** – Prepared business case, financial projections, service offerings, rates, selected vendors, for fiber-based broadband system in private development near Monroe, Louisiana.
- **City of Moultrie, Georgia** – Completed business plan and financial projections. Closed \$9.25 million in financing, developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees in direct competition with BellSouth and Mediacom.
- **City of Batavia, Illinois** – Prepared business case and financial projections for fiber-based broadband network deployment.
- **City of Geneva, Illinois** – Prepared business case and financial projections for fiber-based broadband network deployment.
- **City of North Vernon, Indiana** - Prepared business case and financial projections for municipal fiber-based broadband network deployment.
- **City of Greencastle, Indiana** - Prepared business case and financial projections for municipal fiber-based broadband network deployment.
- **City of Tifton, Georgia** – Provided strategic planning support in proposed sale of municipally-owned cable TV system to Mediacom. Completed business plan and financial projections. Closed \$7.9 million in financing, developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees in direct competition with BellSouth and Mediacom.
- **Cities of Cairo, Georgia** – Completed business plan and financial projections. Closed \$6.6 million in financing, developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees in direct competition with BellSouth and Mediacom.

Projects



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- **City of Forsyth, Georgia** – completed business plan and financial projections. Closed \$5.4 million in financing in March of 1999. Developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees. Closed acquisition of James Cable assets in April of 1999. Provided assessment of operations of 2,500 subscriber broadband system and rate increase recommendations.
- **City of Camilla, Georgia** – Completed business plan and financial projections. Closed \$3.6 million in financing, developed service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees in direct competition with BellSouth and Mediacom.
- **Scottsboro Electric Power Board, Scottsboro, Alabama** – Provided business case and financial projections, service offerings and rates, selected all vendors and contractors, and assisted in hiring key employees associated with the development of a fiber optic based broadband system. Closed \$8.5 million in financing. Structured and negotiated voice over Internet protocol (“VoIP”) telephone service provisioning agreement with wholly-owned subsidiary of Knology, Inc.
- **Springfield Electric, Springfield, Tennessee** – Prepared business case and financial projections for municipal broadband network deployment.
- **City of St. Charles, Illinois** – Prepared business case and financial projections for fiber-based broadband network deployment.
- **BellSouth Entertainment, Atlanta, Georgia** - Coordinated sales campaign and provided strategic planning support in a video services trial developed in Chamblee, Georgia, in direct competition with Comcast.

Contact



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