

ALLEN DAVIS

RURAL  
BROADBAND, LLC

COMMUNITY

B r o a d b a n d

# Allen Davis Experience Overview

- 35 Years of Industry Experience
- Professional Services
  - Executive Management Support
  - Business Plan Development
  - Financial Projections
  - Legal and Regulatory
    - Franchise Agreements
    - Zoning Ordinances
    - Right-of-Way Regulations
    - Permitting
    - Pole Attachment Agreements
  - Investment Banking, Transactions & Capitalization
  - Network Development Management
  - Sustainability Strategic Planning
  - Process Management
- Supported 150+ Entities
  - Municipalities and Municipal Electric Service Providers
  - Electric Membership Cooperatives
  - Investor Owned Electric Utilities
  - LECS/CLECS
  - Government Agencies
  - Private Equity
- Broadband System Ownership and Management

# List of Clients

Acworth, Georgia	Covington Electric System	Highland Telephone Cooperative	Powhatan Cable, Inc.
Adel, Georgia	Coweta-Fayette EMC	Hopkinsville Electric System	Princeton Electric Plant Board
Albertville, Alabama	CTC Communications, Inc.	ITC Globe, Inc.	Pulaski Electric System
Andalusia, Alabama	Daleville, Alabama	Jackson EMC	R&B Communications
Barnesville, Georgia	Daniel Island Media Company, LLC	Jackson Energy Authority	Ripley Power & Light
Batavia, Illinois	Davidson Transport	Jacksonville, Arkansas	Russellville Electric Plant Board
Baxley, Georgia	Dexter, Missouri	King George Cable, Inc.	Sam Houston EMC
Beach Cable, Inc.	Dixie EMC	Knology Holdings, Inc.	Sawnee EMC
BellSouth	Elba, Alabama	Lawrenceburg Power System	Scottsboro Electric Power Board
Better Choice TV, Inc.	Elberton, Georgia	Little Rock, Arkansas	Sherwood, Arkansas
Bloomfield, Missouri	EnerVision	Malden, Missouri	Slocomb, Alabama
Blue Ridge EMC	Fairburn Utilities	Maumelle, Arkansas	Snapping Shoals EMC
Bolivar Electric Department	Fidelity Communications, Inc.	McMinnville, Tennessee	Southern Telecom, Inc.
Bolivar, Tennessee	Fayetteville Electric System	Metroplan	Springfield Electric Department
CableAmerica Corp.	Fitzgerald, Georgia	Milan Department of Public Utilities	Springfield, Tennessee
Cable Diversified	Flagler Beach, Florida	Mitchell EMC.	St. Charles, Illinois
Cairo, Georgia	Flint EMC	Monroe, Georgia	Stevenson Utilities
Camilla, Georgia	Floresville, Alabama	Montgomery Cablevision	Suburban Cable, Inc.
Carroll EMC	Floresville, Texas	Monticello, Georgia	Sumter EMC
Cartersville, Georgia	Forsyth CableNet	Moultrie, Georgia	Swainsboro Development Authority
Central Georgia EMC	Fort Valley, Georgia	Murfreesboro Electric Department	Sylvester, Georgia
CFW Communications	Gainesville Regional Utilities	Muscatine Power and Water	Telephone & Data Systems
Chattanooga Electric Power Board	Geneva, Illinois	N. Little Rock, Arkansas	The Landings Association
Cincinnati Bell Telephone	Georgia EMC	Nashville Electric Service	The Telecom Group
Cinergy MetroNet	Glenwood Springs, Colorado	Newnan Utilities	Thomaston, Georgia
Citizens Telephone Company, Inc.	Grady EMC	North Georgia EMC	Thomasville, Georgia
Clay County, Florida	Greencastle, Indiana	North Little Rock, Arkansas	Three Notch EMC
Clewiston, Florida	Greensburg, Indiana	North Vernon, Indiana	Tifton CityNet
CMJ Investments, LLC	GRESKO	Oglethorpe Power Corporation	Tifton, Georgia
Coldwater Board of Public Utilities	GreyStone Power Corporation	Opp Cablevision	Touch 1
Columbia Power & Water Systems	Hart Telephone Company	Paducah Power System	Troup EMC
Commerce, Georgia	Hartford, Alabama	Paragould Water & Light	Tullahoma Utilities Board
Cookeville, Tennessee	Hartselle Utilities	Paris Utilities	Vanguard Corporation
Covington Cable	Hawaiian Telcom	Plainfield, Indiana	Vidalia, Georgia
Covington Electric Cooperative	Healdton, Oklahoma	Poplar Bluff Municipal Utilities	Walton EMC



# Highlights....

## **Developing Broadband Services Opportunities**

Rural Broadband, LLC, formed by Allen Davis, is based in Midway, Georgia. For 35 years, Allen and affiliated companies have specialized in business and strategic plan development associated with new startup business opportunities. Allen is also directly responsible for the management of a diverse portfolio of business interests.

**Insight, thorough understanding of evolving technologies, and market-proven capabilities allow us to develop strategic plans and opportunities for what's ahead in the world of broadband.**

Anchored by Allen Davis, the Rural Broadband team has:

- Supported the capitalization and development of \$1 billion in new system.
- Developed plans and managed successful commercial and residential fiber based broadband opportunities in 100+ service areas.
- Successfully secured the first \$100 million+ Rural Utilities Service ("RUS") loan for broadband network development in 11 communities.
- Over 20 years of experience in fiber-to-the-premise ("FTTP") system development including more service areas than any other individual in the U.S.
- Successfully closed numerous acquisitions, dispositions, mergers, and partnering arrangements.

# Overview of a few projects

An overview of some of the municipalities, companies, and projects supported by Allen Davis:

- **City of Peachtree City, Georgia** – Developed broadband strategic plan for Government Network fiber-based broadband services initiative. Managed vendor RFP process, service provider RFI process, and finalized service level agreement with service provider. Revised right-of-way ordinance, permitting procedures, and franchise requirements.
- **Henry County, Georgia** - Developed municipal broadband strategic plan and financial projections for broadband services initiative.
- **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.
- **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 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.

## Overview of a few projects continued....

- **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. In 2014, successfully closed the sale of the system on behalf of the city for \$17.5 million.
- **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.

## Overview of a few projects continued....

- **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.



# Overview of a few projects continued....

- **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.



## Overview of a few projects continued....

- **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.
- **Fidelity Communications, Inc., Sullivan, Missouri** – Provided business case, financial projections, and content acquisition support for broadband service offering.
- **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.
- **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.

## Overview of a few projects continued....

- **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.
- **City 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.
- **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.

## Overview of a few projects continued....

- **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.
- **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.
- **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-BASED 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.



## Contact ...

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