

COMMUNICATIONS TARIFF APPLICATION

DATE PSC RECEIVED: 8/4/2022 10:53:34 AM

AUTHORITY NUMBER:
T20220039

OFFICIAL FILING DATE: 5/27/2022 12:00:00 AM

PROCESSED BY: OPR SAMUEL DAY

COMPANY CODE: TY208

COMPANY NAME: Ubiquity Florida, LLC

A. SYNOPSIS

1. ANTICIPATED EFFECTIVE DATE: 9/2/2022

2. IF DIFFERENT, COMPANY REQUESTED EFFECTIVE DATE: 9/2/2022

3. DESCRIPTION OF THE FILING:

Application for certificate to provide local telecommunication service by Ubiquity Florida, LLC.

B. ACTION TO BE TAKEN WITH THIS FILING

1. TO BECOME EFFECTIVE A1 (A1 or A2)

SUBJECT: NEWAP

2. PLACE ON COMMISSION AGENDA FOR DATE: 8/2/2022

3. RECOMMENDATION DUE DATE: 7/21/2022

4. DOCKET NO: 20220104

5. ORDER NO:

C. FINAL ACTION

1. EFFECTIVE DATE: 9/2/2022 PROTESTED? NO (CIRCLE ONE)

2. REVISION REPLACEMENTS? REQUESTED: N/A RECEIVED: N/A

3. REVISION DISCREPANCIES:

4. COMMENTS:

5. REVISED PAGES VERIFIED AGAINST E-TARIFF: N/A

6. E-TARIFF UPDATED: N/A

Case Assignment and Scheduling Record

Section 1 - Office of Commission Clerk

Docket No. 20220104-TX Date Docketed: 5/27/2022 Title: Application for certificate to provide local telecommunications service by Ubiquity Florida, LLC.

Company: Ubiquity Florida, LLC

Official Filing Date: Expiration:

Last Day to Suspend:

Referred To:

("O") indicates OPR

AFD	AIT	APA	CAO	CLK	DET	ECO	ENG	GCL	(IDM)	TEL
								X	X	

Section 2 - OPR Completes and returns to CLK in 10 workdays.

Time Schedule

Program Module B1a

WARNING: THIS SCHEDULE IS AN INTERNAL PLANNING DOCUMENT. IT IS TENTATIVE AND SUBJECT TO REVISION. FOR UPDATES CONTACT THE RECORDS SECTION: (850) 413-6770

Staff Assignments

OPR Staff S Day, S Deas, G Fogleman

Staff Counsel M Jones

Recommended assignments for hearing and/or deciding this case:

Full Commission Commission Panel

Hearing Examiner Staff

Date filed with CLK: 6/1/2022

Initials OPR GFOGLEMA

Initials Staff Counsel LTAN

	Due Date	Completion Date
<input type="checkbox"/> Current CASR revision level		
1. Staff Recommendation	07/21/2022	07/21/2022
2. Commission Conference (Agenda)	08/02/2022	08/02/2022
3. PAA Order	08/08/2022	
4. Consummating Order if No Protest - Close Docket	09/14/2022	

Section 3 - Chariman Completes

Assignments as follows

Hearing Officer(s)

Commissioners						Hrg Exam	Staff
ALL	FY	GH	CK	LR	PS		
X							

Prehearing Officer

Commissioners					ADM
FY	GH	CK	LR	PS	
					X

Where panels are assigned the senior Commissioner is Panel Chairman: the identical panel decides the case. Where one Commissioner, a Hearing Examiner or a Staff Member is assigned the full Commission decides the case.

Approved: FY/ATEITZMA
Date: 6/2/2022

Comments:



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Detail by Entity Name

Foreign Limited Liability Company
UBIQUITY FLORIDA, LLC

Filing Information

Document Number M22000003470
FEI/EIN Number NONE
Date Filed 03/07/2022
State DE
Status ACTIVE

Principal Address

560 DAVIS ST., STE 250
SAN FRANCISCO, CA 94111

Mailing Address

560 DAVIS ST., STE 250
SAN FRANCISCO, CA 94111

Registered Agent Name & Address

C T CORPORATION SYSTEM
1200 SOUTH PINE ISLAND ROAD
PLANTATION, FL 33324

Authorized Person(s) Detail

Name & Address

Title MBR

GENERATE-UBIQUITY HOLDINGS, LLC
560 DAVIS ST., STE 250
SAN FRANCISCO, CA 94111

Title AP

EARP, JAMIE
121 W. TRADE ST., STE. 1275
CHARLOTTE, NC 28202

Annual Reports

No Annual Reports Filed

Document Images

[03/07/2022 -- Foreign Limited](#)

[View image in PDF format](#)

Florida Department of State, Division of Corporations

Case Management System

[Home](#) [Search](#) [Report Builder](#) [CLK Report Library](#)

Welcome Jeff Bates!

Party of Record for Docket 20220104-TX

Utility Code	<input type="text" value="TY208"/>
<input checked="" type="checkbox"/> Official Party of Record	
Name	<input type="text" value="Ubiquity Florida, LLC"/>
Attention	<input type="text" value="Patrick O'Leary"/>
Address Line 1	<input type="text" value="4200 West 115th Street, Suite 320"/>
Address Line 2	<input type="text"/>
Zip Code	<input type="text" value="66211"/>
City	Leawood
State	KS
Phone1	<input type="text" value="(847) 404-2067"/>
Phone 2	<input type="text"/>
Fax	<input type="text"/>
Email Address	<input type="text"/>
<input checked="" type="checkbox"/> pat@ubiquitygp.com	
Alphabetized By	UBIQUITY FLORIDA, LLC
< >	
Represents	<input type="text"/>
Represented By	<input type="text" value="iCommLaw"/>
Added	BSchultz 5/27/2022 9:41:15 AM
Last Modified	DMENASCO 5/27/2022 8:07:55 PM
<input type="button" value="Cancel"/>	

FLORIDA PUBLIC SERVICE COMMISSION

Item 1

VOTE SHEET

August 2, 2022

FILED 8/2/2022
DOCUMENT NO. 05162-2022
FPSC - COMMISSION CLERK

Consent Agenda

A) Applications for Certificate of Authority to Provide Telecommunications Service.

DOCKET NO.	COMPANY NAME
20220104-TX	Ubiquity Florida, LLC
20220109-TX	Accelecom GA LLC
20220116-TL	Gold Data USA Inc.

Recommendation: The Commission should approve the action requested in the dockets referenced above and close these dockets.

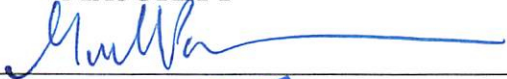


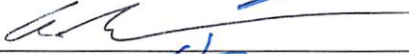
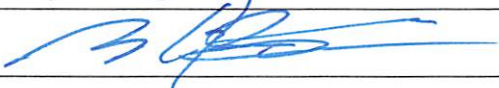
APPROVED

COMMISSIONERS ASSIGNED: All Commissioners

COMMISSIONERS' SIGNATURES

MAJORITY

DISSENTING

REMARKS/DISSENTING COMMENTS:

State of Florida



Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD
TALLAHASSEE, FLORIDA 32399-0850

-M-E-M-O-R-A-N-D-U-M-

DATE: July 21, 2022

TO: Office of Commission Clerk (Teitzman)

FROM: Office of Industry Development and Market Analysis (Day, Deas, ^{CH}
Fogleman)
Office of the General Counsel (Imig, Jones, Trierwieler) ^{TLT}

RE: Applications for Certificate of Authority to Provide Telecommunications Service

AGENDA: 8/2/2022 - Consent Agenda - Proposed Agency Action - Interested Persons May Participate

SPECIAL INSTRUCTIONS: None

Please place the following Applications for Certificate of Authority to Provide Telecommunications Service on the consent agenda for approval.

<u>DOCKET NO.</u>	<u>COMPANY NAME</u>	<u>CERT. NO.</u>
20220104-TX	Ubiquity Florida, LLC	8973
20220109-TX	Accelecom GA LLC	8974
20220116-TL	Gold Data USA Inc.	8975

The Commission is vested with jurisdiction in this matter pursuant to Section 364.335, Florida Statutes. Pursuant to Section 364.336, Florida Statutes, certificate holders must pay a minimum annual Regulatory Assessment Fee if the certificate is active during any portion of the calendar year. A Regulatory Assessment Fee Return Notice will be mailed each December to the entities listed above for payment by January 30.

iCommLaw®
1547 Palos Verdes #298
Walnut Creek, CA 94597-2228
Phone: 415.699.7885
anita@icommlaw.com

June 24, 2022

Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

RECEIVED-FPSC
2022 JUN 29 AM 8:52
COMMISSION
CLERK

Re: Supplement to Exhibit C of the Application for Certificate of Public Convenience and Necessity for Ubiquity Florida, LLC & Request for Confidentially Docket No. 20220104-TX

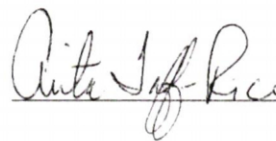
Dear Commission Clerk,

Ubiquity Florida, LLC hereby submits 2023 pro forma financials for the parent entity as a Supplement to Exhibit C of the CPCN application to complete the requirement for three years of financial statements.

Pursuant to Florida Statute sections 364.183(1) and 364.183(3), Ubiquity respectfully requests confidential classification for the Supplement to Exhibit C of the 2023 pro forma financials. The Supplemental filing contains confidential financial information. As required in Rule 25-22.006(5) of the Florida Administrative Code, one copy of Confidential pro forma financials with the information claimed as confidential is highlighted.

Please contact me at anita@icommlaw.com if there are any questions about this matter.

Sincerely,



Counsel for Ubiquity Florida, LLC

CK # 1363
\$ 500.00

DATE DEPOSIT

JUN 03 2022 556 -

iCommLaw®

1547 Palos Verdes #298
Walnut Creek, CA 94597-2228
Phone: 415.699.7885
anita@icommlaw.com

May 24, 2022

Copy

Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

DKT #: 20220104

Re: Application for Certificate of Public Convenience and Necessity for Ubiquity Florida, LLC & Request for Confidentially

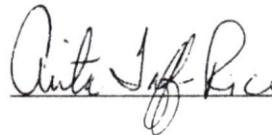
Dear Commission Clerk,

Enclosed for filling with the Commission please find the Application of Ubiquity Florida, LLC ("Ubiquity") and a check # 1363 in the amount of \$500.00 for the filing fee.

Pursuant to Florida Statute sections 364.183(1) and 364.183(3), Ubiquity respectfully request confidential classification of portions of Exhibits A and B. Ubiquity also request confidential classification of Exhibit C in its entirety. Exhibits A, B, and C contain proprietary confidential business and personal information. As required in Rule 25-22.006(5) of the Florida Administrative Code, one copy of Exhibits A, B, and C with the information claimed as confidential is highlighted, and two redacted copies of Exhibit C that can be made available for public inspection are also enclosed.

Please contact me at anita@icommlaw.com if there are any questions about this matter.

Sincerely,



Counsel for Ubiquity Florida, LLC

RECEIVED-FPSC

2022 JUN -2 AM 8:01

COMMISSION CLERK

iCommLaw®
1547 Palos Verdes #298
Walnut Creek, CA 94597-2228
Phone: 415.699.7885
anita@icommlaw.com

May 24, 2022

Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

REDACTED

RECEIVED-FPSC
2022 MAY 27 AM 8:39
COMMISSION
CLERK

Re: Application for Certificate of Public Convenience and Necessity for Ubiquity Florida, LLC & Request for Confidentially

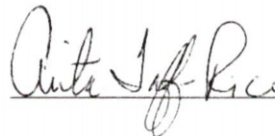
Dear Commission Clerk,

Enclosed for filling with the Commission please find the Application of Ubiquity Florida, LLC (“Ubiquity”) and a check # 1363 in the amount of \$500.00 for the filing fee.

Pursuant to Florida Statute sections 364.183(1) and 364.183(3), Ubiquity respectfully request confidential classification of portions of Exhibits A and B. Ubiquity also request confidential classification of Exhibit C in its entirety. Exhibits A, B, and C contain proprietary confidential business and personal information. As required in Rule 25-22.006(5) of the Florida Administrative Code, one copy of Exhibits A, B, and C with the information claimed as confidential is highlighted, and two redacted copies of Exhibit C that can be made available for public inspection are also enclosed.

Please contact me at anita@icommlaw.com if there are any questions about this matter.

Sincerely,



Counsel for Ubiquity Florida, LLC

COM _____
AFD _____
APA _____
ECO _____
ENG _____
GCL _____
IDM _____
CLK _____

1 copy of Application Packet

FLORIDA PUBLIC SERVICE COMMISSION

OFFICE OF INDUSTRY DEVELOPMENT AND MARKET ANALYSIS

APPLICATION FOR ORIGINAL AUTHORITY OR TRANSFER OF AUTHORITY TO PROVIDE TELECOMMUNICATIONS SERVICE IN THE STATE OF FLORIDA

INSTRUCTIONS

This form should be used as the application for an original certificate and transfer of an existing certificate (from a Florida certificated company to a non-certificated company). In the case of a transfer, the information shall be provided by the transferee. If you have other questions about completing the form, call **(850) 413-6600**.

Print or type all responses to each item requested in the application. If an item is not applicable, please explain. All questions must be answered. If unable to answer the question in the allotted space, please continue on a separate sheet.

Once completed, submit the **original and one copy** of this form along with a **non-refundable** fee of **\$500.00** to:

**Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770**

APPLICATION

This is an application for (check one):

Original certificate (new company)

Approval of transfer of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the original certificate rather than apply for a new certificate.

Please provide the following:

1. Full name of company, including fictitious name(s), that must match identically with name(s) on file with the Florida Department of State, Division of Corporations registration:

Ubiquity Florida, LLC

2. The Florida Secretary of State corporate registration number:

M22000003470

3. F.E.I. Number: 88-1188401

4. Structure of organization:

The company will be operating as a:
(Check all that apply):

- | | |
|---|---|
| <input type="checkbox"/> Corporation | <input type="checkbox"/> General Partnership |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input checked="" type="checkbox"/> Limited Liability Company | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Other, please specify below: |
-

If a partnership, provide a copy of the partnership agreement.

If a foreign limited partnership, proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS). The Florida registration number is: _____

5. Who will serve as point of contact to the Commission in regard to the following?

(a) This application:

Name: Anita Taff-Rice
Title: Counsel for Ubiquity FL, LLC
Street Address: 1547 Palos Verdes, #298
Post Office Box: _____
City: Walnut Creek
State: CA
Zip: 94597
Telephone No.: 415-699-7885
Fax No.: _____
E-Mail Address: anita@icommlaw.com

(b) Ongoing operations of the company:

(This company liaison will be the point of contact for FPSC correspondence. This point of contact can be updated if a change is necessary but this must be completed at the time the application is filed).

Name: Patrick O'Leary
Title: Managing Director
Street Address: 4200 West 115th Street, Suite 320
Post Office Box: _____
City: Leawood
State: KS
Zip: 66211
Telephone No.: 847-404-2067
Fax No.: _____
E-Mail Address: pat@ubiquitygp.com
Company Homepage: _____

(c) Optional secondary point of contact or liaison:

(This point of contact will not receive FPSC correspondence but will be on file with the FPSC).

Name: _____
Title: _____
Street Address: _____
Post Office Box: _____
City: _____
State: _____
Zip: _____
Telephone No.: _____
Fax No.: _____
E-Mail Address: _____

6. Physical address for the applicant that will do business in Florida:

Street address: 121 W. Trade Street, Suite 1275
City: Charlotte
State: NC
Zip: 28202
Telephone No.: 847-404-2067
Fax No.: _____
E-Mail Address: _____

7. List the state(s), and accompanying docket number(s), in which the applicant has:

(a) **operated** as a telecommunications company. California and Texas

(b) **applications pending** to be certificated as a telecommunications company.

(c) **been certificated** to operate as a telecommunications company. Iowa and Louisiana

(d) **been denied authority** to operate as a telecommunications company and the circumstances involved. N/A

(e) **had regulatory penalties imposed** for violations of telecommunications statutes and the circumstances involved. N/A

(f) **been involved in civil court proceedings** with another telecommunications entity, and the circumstances involved. N/A

8. The following questions pertain to the officers and directors. Have any been:

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings? Yes No

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates)? Granted Denied Neither

If granted provide explanation and list the certificate holder and certificate number.

If denied provide explanation.

(c) an officer, director, and partner in any other Florida certificated telecommunications company? Yes No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

9. Florida Statute 364.335(1)(a) requires a company seeking a certificate of authority to demonstrate its managerial, technical, and financial ability to provide telecommunications service.

Note: *It is the applicant's burden to demonstrate that it possesses adequate managerial ability, technical ability, and financial ability. Additional supporting information may be supplied at the discretion of the applicant. For the purposes of this application, financial statements MUST contain the balance sheet, income statement, and statement of retained earnings.*

- (a) **Managerial ability:** An applicant must provide resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

Exhibit A Managerial Ability-Confidential Filed Under Seal

- (b) **Technical ability:** An applicant must provide resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

Exhibit B Technical Ability-Confidential Filed Under Seal

- (c) **Financial ability:** An applicant must provide financial statements demonstrating financial ability by submitting a balance sheet, income statement, and retained earnings statement. An applicant that has audited financial statements for the most recent three years must provide those financial statements. If a full three years' historical data is not available, the application must include both historical financial data and pro forma data to supplement. An applicant of a newly established company must provide three years' pro forma data. If the applicant does not have audited financial statements, it must be so stated and signed by either the applicant's chief executive officer or chief financial officer affirming that the financial statements are true and correct.

Exhibit C Financials Confidential Filed Under Seal- Audited Financials for 2020 and 2021. Pro Forma financials are being submitted for 2022

10. Where will you officially designate as your place of publicly publishing your schedule a/k/a tariffs or price lists)? (Tariffs or price lists MUST be publicly published to comply with Florida Statute 364.04).

- Florida Public Service Commission
- Website – Please provide Website address: https://ubiquitygp.com
- Other – Please provide address: _____

THIS PAGE MUST BE COMPLETED AND SIGNED

REGULATORY ASSESSMENT FEE: I understand that all telecommunications companies must pay a regulatory assessment fee. A minimum annual assessment fee, as defined by the Commission, is required.

RECEIPT AND UNDERSTANDING OF RULES: I understand the Florida Public Service Commission's rules, orders, and laws relating to the provisioning of telecommunications company service in Florida.

APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability to provide telecommunications company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules, orders and laws.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "***Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his or her official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083.***"

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name:	Jamie Earp
Title:	Managing Partner
Telephone No.:	919-368-6446
E-Mail Address:	jamie@ubiquitygp.com


Signature:  Date: 04/18/2022

STATE OF North Carolina
COUNTY OF Mecklenburg

Verification

I, Jamie Earp, being first duly sworn, depose and state that I am the Managing Partner of Ubiquity FL, LLC and that the attached document was produced by me or under my direction and the contents thereof and the statements therein contained are true, to the best of my knowledge, information and belief.

Officer Name : Jamie Earp



Title :
Ubiquity FL, LLC

Subscribed and Sworn to
before me this 31 day of
March 2022.





EXHIBIT A
MANAGERIAL ABILITY
CONFIDENTIAL INFORMATION
REDACTED

Jamie W. Earp

5700 W. 112th Street
Suite 500
Overland Park, KS 66211

(913) 378-1752 O

jearp@ubiqpartners.com

Accomplished Entrepreneur and Growth Specialist with 20 years of experience in a wide variety of management and advisory roles focused on superior return on investor capital. Maintains a robust professional network and a skill set for working with high-level teams in growth-oriented business environments. Possesses capabilities to create value while providing companies with strategic, operational, business development, and stakeholder relations expertise. Track record of success in deal-making and raising capital for organic and M&A growth-phase businesses.

CORE COMPETENCIES

Start-Up Ventures
Business Development
Investor Relations

Growth Management
Fundraising/Restructuring
Stakeholder Management

Strategic Planning
Mergers & Acquisitions
Visionary Leadership

PROFESSIONAL EXPERIENCE

Ubiquity Management, LP
Managing Partner

2019 – Present

Ubiquity seeks to invest, develop and manage critical communications infrastructure throughout the United States, providing telecom services companies with access to open-access networks in markets where market demand for and a scarcity of infrastructure exist.

- Focus on investments in telecom-based infrastructure assets, as well as the operating companies that rely on and have exposure to those core asset classes
- Responsible for all aspects of deal sourcing, evaluation, funding and execution as well as providing support for operational management
- Utilizes a deep and robust network to provide Ubiquity the ability to source, negotiate and close on opportunistic transactions for strategic growth

RCP Holdings, LLC
Managing Partner

2016 – 2019

Personal investment vehicle utilized to assess and deploy capital in real estate-like assets and entities that can deliver outsized returns while mitigating downside market risk.

- Focused primarily on the telecom sector, specifically operating companies and corollary infrastructure assets
- Additional investment focus on certain real estate investment opportunities with existing income and/or value-add investment attributes
- Actively sourced transactions, managed fundraising activities, executed new investments, and worked alongside managers of target companies to maximize overall enterprise value and return on investment

Branch Communications, LLC
Founder, Director & Executive

2011 – 2016

Founded and co-led the fastest growing private US tower company over a five-year period, during which the industry underwent drastic changes to the operating models of both infrastructure owners and wireless carriers/broadband providers. Acted in various executive roles, overseeing operations, long-term strategic planning, investor relations, finance, legal, administrative, and external affairs.

- Raised an initial \$40 million in 2011 (record for a greenfield by our investors), and grew to over \$120 million of committed equity and debt funding, while serving as CFO/COO during the start-up phase of the company, and Head of Business Development during peak customer expansion
- Oversaw company growth to over 900 total assets (250 developed and acquired/over 700 managed for 3rd party owners) in 38 U.S. states/territories, while leasing and services revenues grew to over \$22 million annually
- Served as a member of the investment committee, and as a managing officer in each of the company's development, M&A and services arms

Cardinal Strategy Group
Principal

2008 – 2011

Provided strategic planning, fundraising, and development services to organizations in order to execute management, financial structuring, business development, and public policy goals. Led projects and worked with high-level teams across multiple business functions.

- Assisted American Tower Corporation (ATC) with state and local advocacy efforts as well as multiple in-building and outdoor DAS network project deployments
- Advised an alternative energy investment fund on project placement in target states, initiating community outreach and negotiating business incentives with state/local authorities
- Reorganized Senator Elizabeth Dole's 2008 re-election finance division, executing a strategic plan over the final two quarters that increased income by 88% to over \$6 million, while reducing operational costs by 25%

North Carolina Chamber of Commerce
Vice President

2006 – 2008

- Increased annual revenue by 10% during the 2007-2008 fiscal year while holding costs for revenue generation below historic levels
- Created, funded, and managed organizational subsidiaries developed for business engagement purposes, including initiatives on tax, regulatory and legal reform, workforce preparedness, and infrastructure funding
- Worked with business members in North Carolina and regional corporate partners to develop coalitions and strategies to achieve mutually desired public policy outcomes

Earp & Associates 2003 – 2006
Principal

- Served as a finance advisor to the National Republican Senatorial Committee (NRSC) during the 2005-2006 cycle, utilizing national contacts to generate over \$1 million in new revenue for the Committee
- Provided Fortune 1,000 aggregate company with strategic contacts and adeptness in using policy processes to influence key tax officials, resulting in the positive resolution of a multi-million-dollar state tax dispute
- Developed client and partnership leads for an alternative energy solutions provider, using access to corporate and governmental organizations to generate increased revenue

Dole 2002 Committee, Inc., Salisbury, NC 2002 – 2003
Deputy Director

- Worked extensively with national, state, and local business leaders to help formulate the campaign’s policy positions pertaining to business competitiveness and private sector growth, and dissemination of those positions to employers and employees across the state.
- Directed implementation of targeted grassroots and communication efforts, while coordinating with the campaign’s communications team to maximize earned and paid media opportunities in targeted North Carolina markets.
- Organized and managed national and state fundraising opportunities with business leaders and the PAC community, generating 10% (\$1.3 million) of total fundraising during the campaign through hard and soft-money solicitations to the campaign and joint fundraising committees.

U.S. Chamber of Commerce, Washington, DC 1999 – 2002
Manager, Congressional and Public Affairs

- Lobbied Members of Congress on a wide variety of business issues while working with a diverse mix of pro-business Republicans and Democrats to advance policy and regulatory priorities, specifically on issues involving trade (China PNTR), transportation, telecom, tax, healthcare, and energy policy.
- Prepared and presented policy briefings for business executives, Chamber members, Federation partners, and media organizations – including driving press activities on top issues in key Congressional districts.
- Promoted pro-business Members of Congress and candidates through local press outreach, fundraising opportunities, and grassroots support among the business community through the Chamber’s GOTV program.

EDUCATION

UNC Kenan-Flagler Business School, Chapel Hill, NC 2012
 Master of Business Administration

George Mason University School of Law, Arlington, VA 2005
 Juris Doctorate

University of North Carolina, Chapel Hill, NC 1998
 Bachelor of Arts

AJAY GHANEKAR, MS

aghanekar@ubiqpartners.com

**TELECOMMUNICATIONS INVESTOR/ STRATEGIC LEADER & ORGANIZATIONAL
CHANGE AGENT**

**TECHNOLOGY SOLUTIONS • \$MM PROJECT DESIGN & DEPLOYMENT
BUILDING HIGH PERFORMANCE / QUALITY & SOLUTIONS DRIVEN PROJECT TEAMS**

**Go-To for Profitably Turning Around Underperforming Projects in
Major Geographic Regions throughout the United States**

Recipient of Recognition by the CEO and Numerous Outstanding Achievement Awards for Creating a Culture of Innovation and Excellence, meeting demanding goals, and driving employee satisfaction with improving morale; promoted numerous times throughout career and have earned a reputation as a “fixer”.

Leadership Strengths:

- *Futurist & Strategic Thinker with Strong Technical Problem-Solving in a Cost-Effective Manner*
- *Challenge the Status Quo to Enhance Organizational Efficiency with Best Practices / Quality Initiatives*
- *Ensure Cross-Functional Collaboration and Engage Employee Participation through Transitions and Changes*
- *Exemplify Core Values—Exceptional Work Ethic, Integrity, Initiative, Accountability, Fairness and Tenacity*

Core Competencies & Key Knowledge Areas:

- *Consistently Exceed Expectations and Meet Project Milestones, Deliverables, SLAs and Business Goals*
- *Manage Project Compliance with Fiscal/Budgetary Guidelines, Specifications and Outcomes*
- *Analyze Scenarios & Anticipate Outcomes to Minimize Problems / Glitches within the Project Life Cycle*
- *SME in Wireless, RF Engineering, Fiber, Network Technologies, Design, Integration & Performance Enhancements*

EXPERIENCE AND ACHIEVEMENTS

Ubiquity Management

Overland Park, Kansas – USA

Managing Partner (December 2019 till date)

Responsible for all aspects of deal sourcing, evaluation, and execution as well as operational management. Ubiquity Partners seeks to invest, develop and manage critical communications infrastructure throughout the United States.

VERIZON WIRELESS - Nationwide

Overland Park, Kansas - USA

Executive Director – Network Engineering and Performance (November 2015 – December 2018)

Lead teams of 500+ employees for Planning, Performance and Network Engineering throughout the Eastern Half of the country. Network deployment associated with \$3.5 billion annual capital budget and \$2 billion annual expense budget.

- Successfully launched various services on 4G and prepared the network for launch of 5G
- Lead Network transformation efforts driving over \$250m in capital and over \$100m in annual expense savings
- Conducted over 100 round table sessions across the East Territory to share strategy and direction

AJAY GHANEKAR, MS

Page 2 of 2

EXPERIENCE AND ACHIEVEMENTS

VERIZON WIRELESS (Continued)

Executive Director – Network (September 2014 – November 2015)

Sent to Detroit, Michigan to lead a team of 330+ employees and complete network growth plans associated with \$400 million capital budget. Project deployment was back loaded in a calendar year impacting network performance employee workload. Directed network planning, deployment and operation throughout the Michigan, Indiana, and Kentucky region. Challenged the Director team to understand reasons for a back loaded plan.

- Achieved recognition as the Top Performing Region in 2015.
- Drove workforce efficiency by eliminating poor performing employees and overlapping roles.

Engineering Director (December 2013 – September 2014)**System Performance Director - Overland Park, Kansas - USA** (August 2011 – December 2013)

Partnered with Engineering and Operations teams to deploy the best 4G network in Kansas Missouri Region with a budget of \$200 Million. Led teams of Engineers for RF Design, Performance and Network Engineering. Challenged team members to exceed their goals and consequently met all network performance and deployment goals.

- Region 4G Network was Ranked #1 in the entire U.S.—maintaining superiority in a highly competitive market.
- Established a 3-year plan to address long term network coverage and capacity need.

System Performance Manager - Houston, Texas (March 2009 to August 2011)

Lead the team of 12 Engineers for RF design, regional capacity and network performance for the Alltel Integration Project. Worked with cross-functional teams for timely completion of capital projects.

- Successfully improved network efficiency by re-harvesting more than 350 voice carriers but at the same time growing EvDO capacity to stay ahead of the need. Carrier Re-harvest Project saved more than \$7 million.

SPRINT - Denver, Colorado - USA

RF Engineering Manager (September 2004 to March 2009)

Lead the Colorado RF Team in network design and integration projects (CDMA 3GIX) with more than 1200 sites in the State. Reduced employee turnover and ranked as one of the Top Managers in the region. Successfully designed and integrated 161 Qwest sites within 6 months followed by a successful migration of 180,000 Qwest customers onto the Sprint network. Improved network performance by 200+% in 3 years—with the Denver market earning the Best Telephia\Nielsen Network Satisfaction scores in the West Region.

- Received several Excellence Awards, recognition by the CEO—and top ratings in employee experience surveys.

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Senior Manager - Corporate Network (RF) (2002 to 2003)

Rolled out the 3G CDMA throughout India—completed within the 1st year for commercialization. Reported directly to the CTO to manage and direct all RF engineering activities nationwide. Established parameters, guidelines and processes for RF engineers. Lead Vendor selection for various network elements

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Senior Consultant (2000 to 2002)

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BPL MOBILE - Mumbai, India

Deputy Manager - RF Planning**Member - Network Performance Team** 1995 to 2000)

Designed / optimized GSM 900 network in Mumbai with more than 150 Motorola cell sites, in an austere location.

EDUCATION

UNIVERSITY OF MUMBAI - Mumbai, India

Master of Science in Financial Management 2000**Bachelor of Science in Electronics Engineering** 1995

EXHIBIT B
TECHINICAL ABILITY
CONFIDENTIAL INFORMATION
REDACTED

Jamie W. Earp

5700 W. 112th Street
Suite 500
Overland Park, KS 66211

(913) 378-1752 O

jearp@ubiqpartners.com

Accomplished Entrepreneur and Growth Specialist with 20 years of experience in a wide variety of management and advisory roles focused on superior return on investor capital. Maintains a robust professional network and a skill set for working with high-level teams in growth-oriented business environments. Possesses capabilities to create value while providing companies with strategic, operational, business development, and stakeholder relations expertise. Track record of success in deal-making and raising capital for organic and M&A growth-phase businesses.

CORE COMPETENCIES

Start-Up Ventures
Business Development
Investor Relations

Growth Management
Fundraising/Restructuring
Stakeholder Management

Strategic Planning
Mergers & Acquisitions
Visionary Leadership

PROFESSIONAL EXPERIENCE

Ubiquity Management, LP
Managing Partner

2019 – Present

Ubiquity seeks to invest, develop and manage critical communications infrastructure throughout the United States, providing telecom services companies with access to open-access networks in markets where market demand for and a scarcity of infrastructure exist.

- Focus on investments in telecom-based infrastructure assets, as well as the operating companies that rely on and have exposure to those core asset classes
- Responsible for all aspects of deal sourcing, evaluation, funding and execution as well as providing support for operational management
- Utilizes a deep and robust network to provide Ubiquity the ability to source, negotiate and close on opportunistic transactions for strategic growth

RCP Holdings, LLC
Managing Partner

2016 – 2019

Personal investment vehicle utilized to assess and deploy capital in real estate-like assets and entities that can deliver outsized returns while mitigating downside market risk.

- Focused primarily on the telecom sector, specifically operating companies and corollary infrastructure assets
- Additional investment focus on certain real estate investment opportunities with existing income and/or value-add investment attributes
- Actively sourced transactions, managed fundraising activities, executed new investments, and worked alongside managers of target companies to maximize overall enterprise value and return on investment

Branch Communications, LLC
Founder, Director & Executive

2011 – 2016

Founded and co-led the fastest growing private US tower company over a five-year period, during which the industry underwent drastic changes to the operating models of both infrastructure owners and wireless carriers/broadband providers. Acted in various executive roles, overseeing operations, long-term strategic planning, investor relations, finance, legal, administrative, and external affairs.

- Raised an initial \$40 million in 2011 (record for a greenfield by our investors), and grew to over \$120 million of committed equity and debt funding, while serving as CFO/COO during the start-up phase of the company, and Head of Business Development during peak customer expansion
- Oversaw company growth to over 900 total assets (250 developed and acquired/over 700 managed for 3rd party owners) in 38 U.S. states/territories, while leasing and services revenues grew to over \$22 million annually
- Served as a member of the investment committee, and as a managing officer in each of the company's development, M&A and services arms

Cardinal Strategy Group
Principal

2008 – 2011

Provided strategic planning, fundraising, and development services to organizations in order to execute management, financial structuring, business development, and public policy goals. Led projects and worked with high-level teams across multiple business functions.

- Assisted American Tower Corporation (ATC) with state and local advocacy efforts as well as multiple in-building and outdoor DAS network project deployments
- Advised an alternative energy investment fund on project placement in target states, initiating community outreach and negotiating business incentives with state/local authorities
- Reorganized Senator Elizabeth Dole's 2008 re-election finance division, executing a strategic plan over the final two quarters that increased income by 88% to over \$6 million, while reducing operational costs by 25%

North Carolina Chamber of Commerce
Vice President

2006 – 2008

- Increased annual revenue by 10% during the 2007-2008 fiscal year while holding costs for revenue generation below historic levels
- Created, funded, and managed organizational subsidiaries developed for business engagement purposes, including initiatives on tax, regulatory and legal reform, workforce preparedness, and infrastructure funding
- Worked with business members in North Carolina and regional corporate partners to develop coalitions and strategies to achieve mutually desired public policy outcomes

Earp & Associates 2003 – 2006
Principal

- Served as a finance advisor to the National Republican Senatorial Committee (NRSC) during the 2005-2006 cycle, utilizing national contacts to generate over \$1 million in new revenue for the Committee
- Provided Fortune 1,000 aggregate company with strategic contacts and adeptness in using policy processes to influence key tax officials, resulting in the positive resolution of a multi-million-dollar state tax dispute
- Developed client and partnership leads for an alternative energy solutions provider, using access to corporate and governmental organizations to generate increased revenue

Dole 2002 Committee, Inc., Salisbury, NC 2002 – 2003
Deputy Director

- Worked extensively with national, state, and local business leaders to help formulate the campaign’s policy positions pertaining to business competitiveness and private sector growth, and dissemination of those positions to employers and employees across the state.
- Directed implementation of targeted grassroots and communication efforts, while coordinating with the campaign’s communications team to maximize earned and paid media opportunities in targeted North Carolina markets.
- Organized and managed national and state fundraising opportunities with business leaders and the PAC community, generating 10% (\$1.3 million) of total fundraising during the campaign through hard and soft-money solicitations to the campaign and joint fundraising committees.

U.S. Chamber of Commerce, Washington, DC 1999 – 2002
Manager, Congressional and Public Affairs

- Lobbied Members of Congress on a wide variety of business issues while working with a diverse mix of pro-business Republicans and Democrats to advance policy and regulatory priorities, specifically on issues involving trade (China PNTR), transportation, telecom, tax, healthcare, and energy policy.
- Prepared and presented policy briefings for business executives, Chamber members, Federation partners, and media organizations – including driving press activities on top issues in key Congressional districts.
- Promoted pro-business Members of Congress and candidates through local press outreach, fundraising opportunities, and grassroots support among the business community through the Chamber’s GOTV program.

EDUCATION

UNC Kenan-Flagler Business School, Chapel Hill, NC 2012
 Master of Business Administration

George Mason University School of Law, Arlington, VA 2005
 Juris Doctorate

University of North Carolina, Chapel Hill, NC 1998
 Bachelor of Arts

AJAY GHANEKAR, MS

aghanekar@ubiqpartners.com

**TELECOMMUNICATIONS INVESTOR/ STRATEGIC LEADER & ORGANIZATIONAL
CHANGE AGENT**

**TECHNOLOGY SOLUTIONS • \$MM PROJECT DESIGN & DEPLOYMENT
BUILDING HIGH PERFORMANCE / QUALITY & SOLUTIONS DRIVEN PROJECT TEAMS**

**Go-To for Profitably Turning Around Underperforming Projects in
Major Geographic Regions throughout the United States**

Recipient of Recognition by the CEO and Numerous Outstanding Achievement Awards for Creating a Culture of Innovation and Excellence, meeting demanding goals, and driving employee satisfaction with improving morale; promoted numerous times throughout career and have earned a reputation as a “fixer”.

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EXHIBIT C

2020 AND 2021 AUDITED FINANCIALS

2020 PRO FORMA FINANCIALS

CONFIDENTIAL INFORMATION

Pursuant to Florida Statute 364.183(1) and 364.183(3) Exhibit C to the Certificate of Public Convenience and Necessity Application is Redacted in its entirety