

AUSLEY McMULLEN

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January 28, 2019

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COMMISSION
CLERK

VIA HAND DELIVERY

Mr. Adam Teitzman, Director
Office of the Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

RE: Application of Hargray of Georgia, Inc. for a Certificate of Authority to Provide
Telecommunications Company Service within the State of Florida; Docket No.
2019 ____ - TL

Dear Mr. Teitzman:

Enclosed with this letter are the original and one copy of the Application of Hargray of Georgia, Inc. ("Hargray") for a Certificate of Authority to Provide Telecommunications Company Service within the State of Florida and a check for the required \$500 filing fee.

Appendix C to this Application contains information Hargray considers to be proprietary confidential business information and therefore is being filed this date under separate cover letter with a claim of confidentiality pursuant to Section 364.183(1), Florida Statutes, and Rule 25-22.006(5), Florida Administrative Code.

Please contact me if there are questions regarding this filing.

Sincerely,



for J. Jeffrey Wahlen

Enclosures

cc: Jean Thaxon – Sr. Manager, Regulatory (Hargray)
Trey Judy – Director, Regulatory Affairs (Hargray)

COM ____
AFD ____
APA ____
ECO ____
ENG ____
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IDM 1
CLK ____

Vendor Account No.

Please direct questions regarding this check to 850-224-9115

Invoice Date	Invoice Number	Voucher No.	Amount Paid	Memo
01/25/19	1/25/19 CLEC	242683	\$500.00	jjw/ne 027201-190049 CLEC application fee

135277

ORIGINAL DOCUMENT PRINTED ON CHEMICAL REACTIVE PAPER WITH MICROPRINTED BORDER

AUSLEY & McMULLEN, P.A.
 ATTORNEYS AND COUNSELORS AT LAW
 P. O. BOX 391
 TALLAHASSEE, FL 32302



63-68/631

CHECK NO.
135277

CHECK DATE
01/25/2019

135277

PAY Five hundred and NO/100*****

CHECK AMOUNT
\$500.00

TWO SIGNATURES REQUIRED \$1,000.00 OR MORE

TO THE ORDER OF
 FLORIDA PUBLIC SERVICE COMMISSION
 2540 SHUMARD OAK BOULEVARD
 TALLAHASSEE, FL 32399

[Handwritten Signature]
 AUTHORIZED SIGNATURE

THIS DOCUMENT CONTAINS HEAT SENSITIVE INK. TOUCH OR PRESS HERE. RED IMAGE DISAPPEARS WITH HEAT.

AUSLEY & McMULLEN, P.A.

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:

Hargray of Georgia, Inc.

2. The Florida Secretary of State corporate registration number:

F16000003663

3. F.E.I. Number: 57-1123840

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 checked="" type="checkbox"/> | Foreign Corporation | <input type="checkbox"/> | Foreign Partnership |
| <input 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: Jean Thaxton
Title: Sr. Manager, Regulatory
Street Address: 870 William Hilton Parkway, Building C
Post Office Box: Post Office Box 5986
City: Hilton Head Island
State: South Carolina
Zip: 29938
Telephone No.: 843-686-1258
Fax No.: 843-341-0198
E-Mail Address: jean.thaxton@htc.hargray.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: Trey Judy
Title: Directory-Regulatory Affairs
Street Address: 870 William Hilton Parkway, Building C
Post Office Box: Post Office Box 5986
City: Hilton Head Island
State: South Carolina
Zip: 29938
Telephone No.: 843-686-1210
Fax No.: 843-341-0975
E-Mail Address: trey.judy@htc.hargray.com
Company Homepage: www.Hargray.com

(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: Jean Thaxton
Title: Sr. Manager, Regulatory
Street Address: 870 William Hilton Parkway, Building C
Post Office Box: Post Office Box 5986
City: Hilton Head Island
State: South Carolina
Zip: 29938
Telephone No.: 843-686-1258
Fax No.: 843-341-0198
E-Mail Address: jean.thaxton@htc.hargray.com

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

Street address: 870 William Hilton Parkway, Building C
City: Hilton Head Island
State: South Carolina
Zip: 29938
Telephone No.: 1-877-HARGRAY
Fax No.: 843-341-0945
E-Mail Address: RegulatoryAffairs@htc.hargray.com

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

(a) **operated** as a telecommunications company. Applicant operates as a telecommunications company in the State of Georgia; Docket 14865

(b) **applications pending** to be certificated as a telecommunications company. None

(c) **been certificated** to operate as a telecommunications company. Certificated in the State of Georgia, Docket No. 14865

(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.
See Attachment A

(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.
See Attachment B

(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.

See Confidential Attachment C

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: www.Hargray.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: Andrew Rein
Title: Chief Financial Officer
Telephone No.: 843-686-1246
E-Mail Address: andrew.rein@htc.hargray.com

Signature:  Date: 1/28/2019

Michael Gottdenker

Chairman and Chief Executive Officer

Michael Gottdenker joined Hargray in 2007 as its Chairman and Chief Executive Officer. Mr. Gottdenker is actively involved in formulating Hargray's strategic direction and overseeing all of its operating activities. Prior to joining Hargray, Mr. Gottdenker served as Chairman and Chief Executive Officer of Access Spectrum, LLC; as President and Chief Executive Officer of Commonwealth Telephone Enterprises, Inc.; in a variety of executive positions at Revlon Consumer Products Corporation; and as an investment banker in the Corporate Finance and Real Estate Finance departments of Salomon Brothers Inc.

Mr. Gottdenker is active in a number of philanthropic and professional organizations. He has served as Chair of the Board of Georgetown Day School, as a Trustee and on the Executive Committee of Wilkes University, and as Chair of the Executive Committee of the Washington DC Chapter of Young Presidents' Organization. He currently serves as a volunteer pilot for Veterans Airlift Command, which provides free air transportation to post-9/11 combat wounded and their families for medical and other compassionate purposes through a national network of volunteer aircraft owners and pilots.

Mr. Gottdenker received a BA degree in Economics and Computer Science from Columbia University. He is married with three children and is an instrument-rated pilot.

Andrew J. Rein

Chief Financial Officer

Andrew Rein and his family moved to the Hilton Head area in September of 2007. He currently serves as Chief Financial Officer for Hargray. In this role, he is responsible for the company's finance, accounting, and corporate development functions. Prior to assuming this position in 2015, Mr. Rein served as Vice President of Strategic Planning and Development and was responsible for the company's corporate development functions including strategic direction, mergers and acquisitions, and other development activities.

Prior to this role, Mr. Rein served as Vice President of Sales and Marketing and was responsible for the company's residential, commercial, and carrier sales, marketing, product development, customer service, and community relations activities.

Before joining Hargray, Mr. Rein was Director, Strategy and Operations for Access Spectrum, LLC, in Bethesda, MD. Access Spectrum owns and develops licensed wireless spectrum in the 700 MHz and 220 MHz bands.

Before joining Access Spectrum, Mr. Rein was an analyst at Dean & Company, a Washington DC-based telecommunications strategy consulting firm.

Mr. Rein holds a BSE in Mechanical Engineering from Vanderbilt University, where he graduated summa cum laude in 2000.

Chris McCorkendale

Senior Vice President, Hargray Fiber

Chris McCorkendale currently serves as Senior Vice President for Hargray Fiber, the southeast region's premier provider of fiber optic communications and entertainment services.

Prior to joining Hargray, Mr. McCorkendale was the General Manager for Frontier Communications in Nebraska and Iowa. Before Frontier, he was Vice President of Operations Strategy and Development for Commonwealth Telephone Enterprises, Inc., in Pennsylvania.

Before entering the communications industry, he served as an artillery officer in the U.S. Army. He retired as a lieutenant colonel with over 22 years of combined active and reserve service. He remains active with military and veterans' services organizations that serve our soldiers, sailors, airmen, Marines, and their families, who continue to sacrifice so much for our country.

Mr. McCorkendale also believes in local commitment and giving back to the communities that Hargray serves. He is involved in, supports, and encourages local involvement by Hargray and a very committed local business community. He participates in several charitable activities and is a member of the Board of Directors of the Hilton Head Island / Bluffton Chamber of Commerce, the South Carolina State Chamber of Commerce, and the Hilton Head Hospital Board of Governors.

Mr. McCorkendale holds an MBA from Troy State University and a BA in Economics from Missouri State University. He is also a graduate of the Command and General Staff College at Fort Leavenworth, Kansas. He and his wife, Becky, live on Hilton Head with their three children.

David Armistead

Senior Vice President, Hargray Communications

David Armistead has 20 years experience working with telecommunications and other utility companies. Mr. Armistead joined Hargray in 2007 and currently serves as the Senior Vice President, Hargray Communications. In his current position, Mr. Armistead leads the company's business unit covering its incumbent markets, with responsibility for all sales, product marketing, and field operations related to those markets. Prior to his current role, Mr. Armistead served as Hargray's General Counsel with responsibility for the company's legal, regulatory, legislative, human resources, corporate development, and real property functions.

Mr. Armistead joined Hargray from CT Communications, Inc., a publicly traded telecommunications and broadband provider, where he held the position of General Counsel and Corporate Secretary until that company's sale to Windstream Corporation in 2007.

Prior to CT Communications, Mr. Armistead was a partner in the law firm of Troutman Sanders, LLP. With Troutman Sanders, he concentrated his practice on representing telecommunications and utility companies on corporate, regulatory, and legislative matters.

Mr. Armistead received a BA in Economics, magna cum laude, from Vanderbilt University in 1993. He earned his JD, summa cum laude, from the University of Georgia in 1996, graduating first in his class and serving as Editor in Chief of the Georgia Law Review. Following law school, he clerked for then-Chief Judge Boyce F. Martin on the United States Court of Appeals for the Sixth Circuit.

Dave Dobbin

Senior Vice President, Technology and Operations

Dave Dobbin currently serves as the Senior Vice President of Technology and Operations at Hargray. Prior to joining Hargray, he was the Managing Director of The Halton Partners, a boutique consulting firm, and before that, he was the President and Chief Executive Officer of Mobilicity, responsible for leading the market growth and development of the company, with overall responsibility for business strategy, sales, marketing, network operations, and customer care.

Prior to joining Mobilicity, Mr. Dobbin was President of Toronto Hydro Telecom Inc. (THTI), the telecommunications subsidiary of Toronto Hydro Corporation. In 2008, he led the sale of THTI to Cogeco Cable Inc for \$200 million, the largest Canadian transaction for a utility telecom asset. During his tenure, THTI implemented the largest wireless mesh network in North America, installed the first switched DWDM core network in Canada, and produced 12 quarters of consecutive EBITDA and net income growth.

From 2001 to 2005, Mr. Dobbin was the Chief Operating Officer of Telecom Ottawa, where he created a successful telecommunications subsidiary for Hydro Ottawa Holdings Inc. Prior to this position, he was Project Executive at Hydro One Telecom/SCBN, as well as Vice President, Operations, at BDO Watson & Associates. He started his career by founding a retail telecommunications chain with locations across Western Canada. The chain grew to be the largest distributor of TELUS products and services in the country.

In 2006, Mr. Dobbin was named one of Canada's Top 40 Under 40, a national program that celebrates the country's leaders of today and tomorrow and that honors Canadians who have reached a significant level of success but have not yet reached the age of 40.

Jimmy W. Boan
Bluffton, South Carolina
770-362-8017
jimmy.boan@outlook.com
linkedin.com/in/jimmyboan

Director, Network Engineer and Cyber Security Professional, Army Cyber Operations Warfare Officer – 17A, Military Veteran with a **Top Secret Sensitive Compartmented Information security clearance** and 25 year positive track record of tackling tough challenges and delivering results. Significant senior management experience in human resources, program and project management, communications, operations, and logistics. Competent in cyber security operations, threat based security planning, and training development. Ability to effectively manage relationships within cross-functional teams and organizations driving technology solutions to actionable plans. At ease briefing strategic plans to C-level executives while translating those same plans for managers and operators. Implemented an Organizational Strength Management Program that resulted in a 25% increase of full-time signal positions over a 24 month period, drastically increasing operational readiness. Lead a 20 person Joint Cyber Protection Team during a National Level exercise, completing all task on time and within standard. Career supported by a **Masters in Information Technology Management** and **Bachelors of Science**.

Senior Executive Advisor
Process Improvement
Change Management
Security Management

Leadership
Strategic Planning
Program Management
Interagency Coordination

Critical Thinking
Training Development
Analysis and Assessment
Cyber Planning/Operations

Professional Experience

MAR 2016 - Present

Director, Network Engineering, Planning, and Operations - Hargray Communications

Direct a network engineering and operational staff of 45+ individuals directly responsible for securely engineering, operating and maintaining data, voice, video, hosted server, and Wi-Fi networks in support of a customer base that exceeds 50 thousand customers.

- Directly planned the installation and turn-up of five new co-locations and a DWDM light wave fiber ring capable of delivering GPON, Active Ethernet, and carrier grade transport backhaul throughout GA
- Dramatically influenced new organizational structure within a few weeks by sharing relevant experiences in cyber security training development and operations that lead to a model change which incorporate security personnel throughout all disciplines
- Directed a seamless migration of 50 thousand plus voice clients from a legacy TDM based Nortel platform to a state of the art IP soft switch
- Manage the planning and execution of a commercial WiFi proof of concept to provide service with the potential to generate over 100 thousand in revenue annually
- Manage 6 to 10 million dollars of annual CAPEX and OPEX expenditures

Deputy Cyber Director, 335th Signal CMD (Theater), East Point, GA

AUG 2017 – Present

Direct a senior level plans and operations staff of 6 to 8 personnel for the United States Army Reserve Signal Command (Theater) comprised of two Signal Brigades, one Cyber Brigade, and several DOD and Joint Army Reserve Elements with CONUS and OCONUS based soldiers. Direct DOTMLPF-P actions to support the Commanders role as the USARC Cyber Functional Command.

- Plan work to be accomplished by subordinates, sets and adjust short-term priorities that support efforts to man, train, equip and resource the training, mobilization, and deployment readiness of all cyber units
- Lead all planning and operational support efforts for the following exercises; Cyber Blitz, Cyber Endeavor, Cyber X-games, Cyber Shield, and Cyber Flag
- Develop USAR Cyber strategy and five year plan with key executive stack holders.

Jimmy W. Boan

Deputy Director/Senior Cyber Integration Officer, Reserve Component Affairs Office, U.S. Army Cyber Center of Excellence, Fort Gordon, GA

Manages a Program Office with a staff of 8-10 personnel responsible for the Synchronization of Reserve Component (RC) Cyber integration in support of doctrine, organization, training, materiel, leader education, personnel, and facilities (DOTMLPF) in support of Army requirements. Evaluates decisions affecting RC cyber equities to ensure operational capabilities are synchronized and integrated across all components.

- Led the Army National Guard initial effort at the Professional Education Center, Little Rock, AR to develop a Cyber Common Technical Core (CCTC) training curriculum to be used by over 3000 Cyber Protection Team members ensuring Senior Executive priorities and objectives across the Army were met
- As the Senior Cyber Army Guard advisor created and briefed the Reserve Component cyber mission alignment strategy detailing the alignment of over 2500 cyber warriors
- As a CCOE member of the Reserve component HQ TRADOC team served on several integrated concept and capability working groups and teams that developed the ARNG Cyber strategy and five year plan
- Resolved major issues with other/higher echelons regarding capability development and doctrinal activities and products for Senior Executive National Guard Leaders to make informed decision with regards to manning, equipping, and training cyber personnel; three of the four tenants of cyberspace operations - Cyber, Signal, Electronic Warfare
- Communicated with representatives from private industries, various educational institutions, and other armed forces convened to study the feasibility of proposed projects

Senior Executive Advisor, U.S. Northern Command Joint Cyber Center, Peterson AFB, CO

Led a department with a staff of 8 and a budget of \$10M+ responsible for the operational and technical cyber activities of the NORAD and USNORTHCOM Deployable Communications Branch (Network Engineering, SATCOM, and Spectrum) in accordance with strategic directives of the CDR NORAD and USNORTHCOM.

- Identified operational and design issues through data analysis. Recommended solutions to make network elements more secure and efficient using the Risk Management Framework (RMF) six step model and NIST SP 800-53
- Senior Executive Advisor to USNORTHCOM Joint Staff for a vital 20M+ program to support the replacement a legacy satellite communications system with Mobile Users Objective System (MUOS)
- Led a joint 20 person Cyber Protection Team during Cyber Guard 2014 (National Level US Cyber Command exercise) proactively identified over 10 cyber security risk with Industrial Control Systems
- Facilitated the Deployable Communications Capabilities System Life Cycle Management program resulting in an annual cost savings of over 500 thousand dollars
- Coordinated and briefed the Deputy Commander USNORTHCOM on the strategic priorities of the National Cybersecurity and Communications Integration Center
- Served as the lead Joint Cyber Center advisor on the Smart Power Infrastructure Demonstration for Energy Reliability and Security (SPIDERS) Initiative
- Developed and refined best business practices within the Joint Cyber Center by implementing Value Stream Mapping concepts

Deputy Director and Program Coordinator, Georgia Army National Guard, Marietta, GA

Managed technology teams ranging from 10 to 20 direct reports to 225 employees responsible for engineering, integrating, and installing network infrastructure and telecommunications facilities throughout 65 locations.

- Provided key technical oversight to the structured cable and datacenter design and installation of The Georgia Army National Guard's \$30M+ headquarters
- Directed an 8 person Computer Network Defense Team that proactively identified potential security risk through proper compliance assessments of over 60+ remote locations
- Communicated detailed project information for over 7M dollars of core network enhancements at 60 + Armories and four regional datacenters clearly articulating security requirements and security specifications
- Established strategic goals while developing and empowering the team with responsibility
- Identified organizational requirements and initiates request for additional resources

Education/Training

United States Army Information Technology Systems Management School
Master's in Information Technology System Management

United States Army Command and General Staff College

Industry Training

Building Industry Consultant Service International (BICSI) - RCDD Certification
SANS GIAC (GSLC) Certification – (CISSP/CISM Equivalent)
CompTIA Security + Certification

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