



DOCKET NO. 20250028-TX

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FPSC - COMMISSION CLERK

January 22, 2025

Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

RECEIVED-FPSC
2025 JAN 27 PM 3: 25
COMMISSION
CLERK

REDACTED

RE: Conexon Connect LLC Application For Original Authority To Provide Telecommunications Service

Dear Commission Clerk:

With this filing Conexon Connect LLC submits an Application For Original Authority To Provide Telecommunications Service in the state of Florida as a Competitive Local Exchange Carrier (CLEC). Conexon Connect LLC submits this Application under the claim of confidentiality pursuant to Florida Administrative Code 25-22.006(5).

Enclosed are an original and one copy of the Application form and redacted attachments, an unredacted and highlighted version of the confidential financial statements (Attachment B), and a check in the amount of \$500 to cover the Application fee. The unredacted and highlighted confidential financial statements are enclosed in a separate envelope clearly marked as Confidential.

Should you have any questions or concerns regarding this matter, please contact me at (816)-710-9177, or by email at mark.koval@conexon.us.

Sincerely,

Mark Koval

Mark Koval
Senior Regulatory Program Manager
Conexon LLC

COM _____
AFD _____
APA _____
ECO _____
ENG _____
GCL _____
IDM 1 redacted Application
CLK _____

Enclosures

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:

Conexon Connect LLC

2. The Florida Secretary of State corporate registration number:

L22000279692

3. F.E.I. Number:

86-1256505

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. N/A

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

N/A

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

(a) This application:

Name: Terie Hannay
Title: SVP, Telecommunications
Street Address: 2001 Grand Blvd., Suite 700
Post Office Box:
City: Kansas City
State: MO
Zip: 64108
Telephone No.: (616) 293-5880
Fax No.: (816) 873-6039
E-Mail Address: Terie.hannay@conexon.us

(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: John Beaudoin
Title: Senior Director Regulatory Compliance
Street Address: 2001 Grand Blvd., Suite 700
Post Office Box:
City: Kansas City
State: MO
Zip: 64108
Telephone No.: (816) 710-9241
Fax No.: (816) 873-6039
E-Mail Address: John.beaudoin@conexon.us
Company Homepage: Conexonconnect.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: Mark Koval
Title: Senior Regulatory Program Manager
Street Address: 2001 Grand Blvd., Suite 700
Post Office Box:
City: Kansas City
State: MO
Zip: 64108
Telephone No.: (816) 710-9177
Fax No.: (816) 873-6039
E-Mail Address: Mark.koval@conexon.us

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

Street address: 2001 Grand Blvd., Suite 700
City: Kansas City
State: MO
Zip: 64108
Telephone No.: (202) 798-3884
Fax No.: (816) 873-6039
E-Mail Address: info@conexonconnect.com

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

(a) **operated** as a telecommunications company.

Conexon Connect LLC has operated as a provider of high-speed broadband and interconnected VoIP service in the following 10 states: Arizona, Colorado, Florida, Georgia, Illinois, Kentucky, Louisiana, Mississippi, Missouri, and Tennessee. Conexon Connect LLC was granted Eligible Telecommunications Carrier (ETC) status by either the state commission or the FCC in each of those states. Below is a state-by-state list of the docket numbers associated with the granting of ETC status.

Arizona – Docket No. T-21135A-21-0004
Colorado - Proceeding No. 21A-0170T
Florida – FCC Docket Nos. WC 09-197 and WC 10-90 (granted by FCC)
Georgia – Docket No. 43704
Illinois – Docket No. 21-0080
Kentucky – Case No. 2020-00420
Louisiana – Docket No. S-35843
Mississippi – Docket No. 2021-UA-04
Missouri – Docket No. DA-2021-0193
Tennessee - FCC Docket Nos. WC 09-197 and WC 10-90 (granted by FCC)

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

None

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

Georgia CLEC Certification – Docket # 43817
Georgia IXC Certification – Docket # 43818
Louisiana Telecommunications Service Provider Certificate Number – TSP00749

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

None.

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

None.

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

None.

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.

N/A

(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.

N/A

If denied provide explanation.

N/A

(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.

N/A

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.

Please 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.

Please see Attachment A.

- (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.

Conexon Connect LLC submits unaudited financial statements for the three most recent calendar years available, 2023, 2022, and 2021. In accordance with the above instructions regarding unaudited financial statements, Conexon Connect LLC also submits a statement signed by Chief Financial Officer, Matthew Blain, affirming the truth and accuracy of the financial statements.

Please see Confidential Attachment B.

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: conexonconnect.us

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: Matthew Blain
Title: Chief Financial Officer
Telephone No.: (816) 710-9270
E-Mail Address: Matthew.blain@conexon.us

Signature: _____



Date: _____

1-21-2025

**CONEXON CONNECT LLC
APPLICATION FOR ORIGINAL AUTHORITY
TO PROVIDE TELECOMMUNICATIONS SERVICE
IN THE STATE OF FLORIDA**

**ATTACHMENT A
TECHNICAL AND FINANCE LEADERSHIP RESUMES**

Abby Carere
Chicago, IL
abby@conexon.us

PROFESSIONAL SUMMARY

Accomplished CXO and Senior Executive with over 15 years of experience leading customer experience, marketing, business development, and sales teams in the telecommunications and ISP sectors. Proven track record in launching and scaling successful business divisions, fostering strong customer relationships, and driving significant revenue growth. Expertise in managing cross-functional teams, strategic planning, and driving organizational change to bridge digital divides and deliver high-quality services to rural communities.

CORE COMPETENCIES

- **Customer Experience Management**
 - **Business Development & Sales Strategy**
 - **Marketing Leadership & Brand Management**
 - **Team Leadership & Cross-Functional Collaboration**
 - **Strategic Planning & Execution**
 - **B2B Sales & Client Management**
 - **Public Relations & Event Planning**
 - **Digital Transformation & Market Expansion**
 - **Financial Management & Budgeting**
-

PROFESSIONAL EXPERIENCE

Chief Customer Experience Officer (CXO)

Conexon, LLC | Conexon Connect

Jun 2024 – Present (6 months)

- Lead the customer experience strategy for Conexon Connect's FTTH (Fiber to the Home) and ISP divisions, ensuring a seamless end-to-end customer journey.
- Oversee customer touchpoints across marketing, sales, onboarding, and support, with a focus on building long-term relationships and delivering exceptional service to rural customers.
- Collaborate closely with senior leadership to identify and implement CX improvements that drive customer satisfaction and retention.
- Directs Marketing, Business Development, Account Management, Commercial Sales, Residential Sales, Inside Sales, Customer Care and Retention teams.

SVP, Sales | Marketing | Account Management

Conexon, LLC | Conexon Connect

Jan 2019 – Jun 2024 (5 years, 6 months)

- Spearheaded the launch and expansion of Conexon Connect, a full-service FTTH and ISP division, working alongside senior leadership to define and execute go-to-market strategies.
- Developed and executed comprehensive marketing strategies for Conexon, Conexon Connect, and Conexon's marketing agency business line, increasing brand awareness and client acquisition.
- Founded and grew Coops Connect Workshop, an annual event that gathers over 150 cooperative executives and teams to collaborate on broadband initiatives in rural areas.
- Directed all marketing activities, including trade shows, national/regional meetings, community events, and partnership announcements.
- Launched and expanded Conexon's full-service marketing services to cooperative clients in 2020, building a team that currently supports 10 full-service marketing clients.
- Played a pivotal role in the Zfactor acquisition, expanding Conexon's marketing capabilities and scaling Conexon Connect across more than 20 markets, reaching over 1 million rural Americans.
- Launched and led Business Development (Bus Dev) and Account Management (AM) teams to secure over 100 cooperative consortium clients and more than \$1.1 billion in government funding for rural broadband projects via the RDOF Rural Electric Cooperative Consortium initiative in 2020.
- Launched and managed the bus dev and AM divisions, successfully securing more than 60 new design and construction clients 2019-2022.
- Launched and managed Conexon Connect's Commercial B2B Sales, Account Management and Marketing division for Conexon Connect in 2021, expanding market share in fiber-optic broadband services.
- Launched and manage Conexon Connect's hybrid outside/inside sales and customer retention teams in 2023.

National Sales Manager

Momentum Telecom — Lexington, KY

Feb 2015 – Jan 2019 (4 years)

- Managed national sales for Momentum Telecom, a leader in wholesale telephony services for small MSOs, cable operators and rural ISPs.
- Played a critical role in identifying and growth of the Electric Cooperative market.
- Provided strategic guidance to operators in streamlining their services using Momentum's advanced products and solutions.
- Helped drive market share and revenue growth through a consultative sales approach, fostering strong relationships with clients and industry partners.

EDUCATION

Bachelor of Arts in [Relevant Degree]

University of Kentucky — Lexington, KY

2008

ANDY L. BURGER

28907 Highway 87, California, MO 65018 - Office: 202-798-3884 - andy@conexon.us

Summary

A motivated leader who is not afraid to dive in and help team when needed. As I develop plans and look for solutions, I consult staff who are our subject matter experts for the insight to make the best decision. Problem solving is one of my greatest strengths, I take it upon myself to find creative solutions that are fair to all involved. I believe leaders should welcome change and I feel it is critical to our continued success. The accomplishments I have achieved while running Co-Mo Connect and helping grow Conexon are key indicators of my passion and dedication to the success of the company.

Work History

Conexon

Senior Vice President of Operations

June 2021- present

- Collaborate with other SVPs to coordinate the direction of Conexon Connect, including products, areas to expand, and ensuring our goals are met on time.
- Oversee operations department including technical support, network engineering, and IT.
- Discuss project goals with Coop management and follow up on any issues that arise with staff.
- Develop policies and help develop workflows in conjunction with other SVPs.
- Moderate panels at workshops and other professional events.

Vice President of Operations

July 2018-June 2021

- Develop connectivity models for clients beginning a FTTH project.
- Investigate new technologies and methods that can improve service and reliability.
- Consult coops on best practices, and employ creative problem solving.
- Oversee Network Engineering department and call center operations.
- Offer advice on equipment to use and deployment options.

Co-Mo Connect

General Manager / Vice President of Operations

December 2015 - July 2018

- Coordinate daily operations for 16,000 subscribers with yearly revenue over \$22 million.
- Foster safe and positive work environment for over 30 employees.
- Develop plans for future growth opportunities.
- Collaborate with accounting department to track revenue and costs.
- Cultivate new ideas with marketing firm to ensure the company image stays fresh.
- Design future roadmap through strategic planning sessions.

- Stay abreast to new technologies that will benefit our subscribers.
- Host Cooperatives from around the country to discuss how they can make FTTH work.
- Work with potential partners on business opportunities.
- Developed solution to lower upfront capital for new TV partnerships.
- Find ways to inspire and develop staff to provide top rate customer service.
- Present General Manager's report to the board of directors monthly.

Network Operations Manager/Network Admin

September 2012 - December 2015

- Developed policies, pricing, and product offerings with General Manager.
- Met with business customers regularly to solve issues they were experiencing.
- Designed, Engineered, & built Calix Fiber to the Home Network
- Coordinated with contractors on initial IPTV install
- Expanded IPTV headend from a partial to a full headend.
- Installed and operated dense wavelength division multiplexing (DWDM) network.
- Installed Cisco UCS server system.
- Researched, tested, and deployed most of the equipment Co-Mo Connect uses in its network.
- Proven success helping large customers find solutions that exceeded their needs.
- Directed the network operations team
- Assisted GIS technician on special projects
- Engineered, install, and manage Brocade core routers
- Setup Ethernet circuits for critical circuits such as cell towers that need to meet strict SLA requirements.

Computer Service Professionals, Inc.

January 2010 - September 2012

Technical Service Engineer

- Sales engineer - traveled with the company salesmen to develop a technology plan for our clients that would exceed their current and future needs.
- Oversaw data center operations that hosted banking products for clients, including e-statements, e-deposit.
- Reviewed security for our data center and internal network.
- Collaborated with our developers to ensure our products were stable and any problems that arose were fixed in a timely manner.
- Contacted prospective partners to see if their products would benefit our client base.

University of Missouri - MOREnet

October 2009 - January 2010

Network Security Analyst - Specialist

- Reviewed customers security issues and coordinated with the customer to resolve the issue.
- Attended conferences and discussed services offered.
- Answered questions from schools and universities regarding best practices, troubleshooting tips, and configuration assistance.

Missouri State Treasurer's Office

December 2004 - October 2009

Network Administrator / Computer Information Technologist (CIT)

- Developed a comprehensive disaster recovery plan including picking a co-location and the technology needed to run the site.
- Made improvements to the security and environment of the Server room.
- Coordinated with each department when installing new servers.
- Administered and deployed firewalls, VPN, proxy, IPS.

Education

State Fair Community College, Sedalia, Mo.

2004

- Degree in Network Administration

Carl E. Meyerhoefer

Senior Executive in Business Development, Marketing, and Telecommunications

Kansas City, Missouri, USA | [LinkedIn Profile](#)

Professional Summary

Results-driven executive with 30+ years of leadership experience in business development, marketing, and product management within the telecommunications and broadband sectors. Proven track record in driving revenue growth, executing strategic marketing initiatives, and leading digital transformation. Skilled in P&L management, strategic messaging, and team leadership. Adept at fostering innovation and spearheading market expansion for global organizations.

Professional Experience

Conexon, LLC – Kansas City, MO

Senior Vice President, Business Development | Jun 2021 – Present

- Lead business development strategy for expanding broadband access to rural communities.
- Collaborate with executive leadership to drive partnerships, expand market presence, and secure new revenue streams.
- Develop tailored strategies that align with evolving industry trends to meet organizational goals.

Calix – Petaluma, CA

Senior Director, Strategic and Solutions Marketing | Aug 2016 – Jun 2021

- Crafted and executed marketing strategies targeting Fiber CLECs, electrical cooperatives, and municipalities.
- Spearheaded market research initiatives to identify growth opportunities and drive demand for fiber optic solutions.
- Acted as Subject Matter Expert (SME) on fiber-based networks, advising customers on market trends.

The Pedowitz Group – Charlotte, NC

Vice President, Strategic Accounts | Nov 2015 – Jul 2016

- Enhanced demand generation through strategic consulting, resulting in improved lead quality, conversion rates, and revenue.
- Implemented data-driven marketing strategies that achieved measurable, scalable top-line growth for clients.

CommScope – Charlotte, NC

VP, Digital and Content Marketing | Sep 2014 – Oct 2015

- Led digital marketing transformation, shifting focus to a revenue-generating model with advanced analytics and marketing automation.
- Oversaw a \$3B acquisition integration, managing content migration and brand alignment.
- Directed a team of 16, enhancing SEO, UX, and overall digital engagement.

VP, Strategic and Solutions Marketing | Jun 2011 – Sep 2014

- Established global Strategic and Solutions Marketing teams to align messaging with revenue goals.
- Launched a comprehensive global corporate branding initiative, "Your Network Runs on CommScope."

VP, Marketing & Business Development – Broadband Products | Jun 2007 – Jun 2011

- Secured over \$60M in Broadband Stimulus Awards within seven months.
- Identified and captured new market opportunities, generating over \$700K in new business in under a year.

VP, Product Management and Marketing – Broadband Products | Sep 2005 – Jun 2007

- Managed a \$450M P&L, achieving record profitability for Coax product lines through strategic planning and pricing optimization.

Product Manager – Broadband Coax | Sep 2001 – Sep 2005

- Delivered substantial profit improvement by optimizing the global supply chain and reducing cost structures.

Tii Technologies Inc. – Greater New York City Area

Director of Marketing and Sales | Jul 1993 – Sep 2001

- Grew sales from \$2M to \$10M over three years through innovative marketing and sales strategies.
- Built and led a sales organization focused on MSOs, OEMs, and broadband service providers.

Senior Fiber Optic Engineer | Jul 1993 – Jun 1996

- Developed modular housings, splice trays, and other fiber optic products, driving innovation in fiber optic technology.
-

Education

Bachelor of Science in Mechanical Engineering (BSME)
Villanova University | 1986 – 1990

Skills

- Strategic Marketing & Business Development
 - P&L Management
 - Digital Transformation & Content Marketing
 - Team Leadership & Development
 - Market Expansion & M&A Integration
 - Fiber Optic & Broadband Network Expertise
-

JOHN D. GILMORE

845 MT. KATAHDIN TRAIL, JOHNS CREEK, GEORGIA 30022 ☎ 770.876.2320 ✉ GILMOREJOHN123@GMAIL.COM

Industries of Preference: Telecommunications, Cable & Broadband

QUALIFICATIONS PROFILE

Performance-focused and accomplished professional with comprehensive experience in operations & construction management, business development, project and account management within the telecommunication, cable and broadband industries. Equipped with strong knowledge of telecommunications & cable market dynamics, product details and materials. Expert at creating and implementing unique strategies to optimize operational efficiency and improve productivity. Effective at leading and collaborating with sales & operations teams.

AREAS OF EXPERTISE

- | | |
|--|--|
| <input checked="" type="checkbox"/> Operations/Construction Management | <input checked="" type="checkbox"/> Staff Training and Development |
| <input checked="" type="checkbox"/> Project Management | <input checked="" type="checkbox"/> Warehousing and Inventory Control |
| <input checked="" type="checkbox"/> Process Enhancement | <input checked="" type="checkbox"/> Hardware and Software Installation |
| <input checked="" type="checkbox"/> Business Development | <input checked="" type="checkbox"/> Contract Management and Renewal |

PROFESSIONAL EXPERIENCE

CONEXON, KANSAS CITY, MO

Senior VP – Outside Plant (OSP) Construction

- Provide leadership and guidance to Design, Construction & Service departments that include more than 500 employees
- Oversee construction management to include:
 - Development of project schedules to meet Conexon & client objectives that include the following construction phases:
 - Design
 - Make Ready
 - Fiber Construction
 - Splicing
 - Service Drop Installation
 - Home CPE Installation
 - Construction, drop and installation material procurement & management
 - Monitor construction production for all clients and make corrections as necessary
 - Evaluate and approve construction specifications
 - Revenue and expense budget development & management
 - Attend client meetings as required
 - Participate in construction RFP process for clients
- Assist sales team with promotion and sale of Conexon services
- Oversee Conexon Connect OSP maintenance & plant extensions
- Provide weekly construction & operations update to senior management

CISCO SYSTEMS INC., LAWRENCEVILLE, GA

Business Development Manager

- Traveled and collaborated with sales & product teams across Asia, Europe, and North/South America to drive service sales and assist with product installations
- Negotiated hardware and software support contract renewals for our largest customers with contracts valued at \$500K to over \$25M
- Managed a team responsible for hardware and software support renewals

JOHN D. GILMORE

📍 845 MT. KATAHDIN TRAIL, JOHNS CREEK, GEORGIA 30022 📞 770.876.2320 ✉ GILMOREJOHN123@GMAIL.COM

- Managed a team responsible for hardware & software product implementation & support
- Delivered hardware and software products, such as Video, phone, internet, and OTT to large service providers across the globe - including Comcast, Charter, Cox Communications, Wide Open West, Verizon, and AT&T
- Prepared detailed proposals and scope of work documents
- Administered and communicated proposal development and delivery activities with Sales Account Team which involved management of product and service offerings
- Created budget and sales forecasts for Services Division
- Provided account management assistance to sales teams
- Regularly interfaced with customers and partners in performing day-to-day service quotes, product support, and assist with product implementation and processing contract renewals

WIDE OPEN WEST (KNOLOGY INC.), VARIOUS LOCATIONS

General Manager, Knoxville, TN

- Managed a staff of 75+ employees and multimillion-dollar revenue and expense budgets
- Directed sales, marketing, customer service, operations, network and construction departments
- Managed new construction including inside and outside cable/fiber plant
- Management of outside plant construction included make ready engineering, make ready construction and fiber/cable construction
- Managed sales, revenue, operating expenses, cost of services, capital expenses, and EBITDA
- Managed the recruitment, hiring, and training of employees for all staff positions
- Responsible for creating and maintaining positive relationships with a wide variety of business, community and governmental leaders
- Administered the preparation of weekly, monthly and quarterly sales and operations reports
- Led the presentation of quarterly financial and operational results to senior leadership, including CEO and Vice Presidents
- Performed expanded duties involving warehouse and inventory management

Corporate Call Center Manager, West Point, GA

- Managed a staff of 100+ customer service employees, while facilitating interviews, selection, and training of call center staff
- Earned recognition and formal acknowledgement for delivering outstanding staff performance
- Led the efficient relocation of corporate call center to Augusta, Georgia
- Contributed to the successful implementation of new IVR and customer service software through close collaboration with IT Department

EARLIER CAREER

CRIBMASTER, INC., MARIETTA, GA

Director of Installation and Training (Inventory Management Hardware/Software)

EDUCATION

Master of Business Administration

University of Tennessee - Knoxville, TN

Bachelor of Science in Civil Engineering

Purdue University - West Lafayette, IN

John Walburn

21127 E Carriage Way | Queen Creek AZ 85142 | 913-205-5945 | johnmwalburn@gmail.com

Professional Summary

Dynamic and results-driven executive with extensive experience in the telecommunications industry, specializing in operational excellence, strategic planning, and cross-functional team leadership. Proven track record in driving efficiency, optimizing processes, and delivering exceptional customer satisfaction. Adept at managing large-scale projects and implementing innovative solutions to enhance service delivery and operational performance.

An exceptional customer experience is the cornerstone of any business and can result in a reduction of customer churn and an increase in new customer acquisition. The customer's experience is the cornerstone of any business to drive down churn and increase sales.

Core Competencies

Strategic Leadership & Execution	Broadband Network Operations	Risk Management
Outside Plant (OSP) Oversight	Customer Experience Optimization	Regulatory Compliance
Fiber Optic Deployment & Construction Management	Process Improvement & Scalability	Capital Allocation & P&L

Professional Experience

October 2024 – Present
COO | Conexon | Kansas City, MO

- Develop and implement operational strategies that support the company's long-term objectives.
- Oversee daily operations, including network management, customer service, field operations, and technology deployment.
- Manage operational budgets, controlling costs while maximizing efficiency.
- Monitor legislative changes and adapt operations to meet new requirements, such as BEAD funding guidelines or net neutrality rules.
- Work closely with the CEO, CFO, CTO, and other executives to drive company-wide initiatives and goals.
- Oversee efforts to expand market presence, including overseeing new product launches and geographic expansion.
- Foster a culture of innovation, accountability, and continuous improvement.
- Drive initiatives to increase revenue streams and profitability through improved processes or service offerings.

April 2022 – October 2024

Group Vice President | Cable One | Phoenix, AZ

- Manage budgets of \$250M while contributing to the generation of \$1.7B in revenues.
- Oversee operations of all Field and Customer Operations across 24 states, managing a team of 1,600 associates.
- Spearhead all operational activities across multiple regions, ensuring seamless service delivery and adherence to quality standards.
- Develop and execute strategic initiatives to drive growth, improve operational efficiency, and enhance competitive positioning in the market.
- Realized \$10M in savings through strategic reorganization of the Field Operations team.
- Successfully transformed Call Center performance, achieving all operational goals within one year.
- Collaborated with Technology teams to create new customer self-install capability, reducing our days out and increasing customer satisfaction.
- Led Market Expansion efforts to build into new markets, including new opportunities, obtaining municipal approvals, hiring teams, and achieving penetration rates to budget
- Collaborate with various departments including Sales, Marketing, IT, and Customer Service to align operational strategies with business goals.

October 2019 – April 2022

Divisional Vice President | Cable One | Phoenix, AZ

- Member of the Executive team that develops the five-year strategy of the company
- Help drive our Purpose, fulfill our Brand Principles, and abide by our Organization's Values.
- Oversees the operations for the Midwest Division. This includes the installation and trouble support of our customers
- Work with local leadership and engineering on opportunities to expand our footprint to new homes in each market
- Grew EBITDA by 54% over two years for the division
- Budget and maintain capital projects with each system within the division
- Work with Marketing on competitive analysis to ensure we remain competitive and keep penetrations high in each market

May 2018 – October 2019

Vice President and Executive General Manager | Fidelity Communications | Sullivan, MO

- Creating and enforcing all safety regulations as well as policies, rules and procedures
- As a member of the Executive team, drive company strategy and initiatives throughout the organization
- Commit to the leadership and development of employees while creating a positive work culture
- Establish goals for each department and region and evaluate the performance by providing ongoing, positive feedback
- Develop a superior workforce that emphasizes quality, continuous improvement, high performance and employee retention
- Accountable for the financial results for all field operation teams
- Manage teams in multiple states while encouraging collaboration between these groups

October 2014 – May 2018

Vice President of Customer Service | Fidelity Communications | Sullivan, MO

- Direct day to day organizational activities to support a variety of strategic business planning, product management and marketing functions
- Participate in executive strategy sessions monthly to drive the direction of the overall business
- Manage a \$7 million budget to within 1% of the budget, year over year
- Cross functional collaboration to meet and exceed customer acquisition and retention goals
- Develop, implement, and maintain customer retention program
- Conduct, monitor and improve the voice of customer to achieve corporate Net Promoter Score goal
- Ensure a seamless customer experience across organizational departments
- Improve year over year residential corporate revenues by 10%
- Lead 90+ staff members including administrative, technical help desk and call center representatives
- Implement a Residential sales team to meet our corporate sales and revenue goals

April 2013– October 2014

Director of Product Management | Consolidated Communications | Lenexa,KS

- Researched new products/equipment for Residential Broadband services
- Launched 1 Gig services in our Kansas City markets
- Worked with technicians in the field to understand shortfalls in our product and implement solutions for these issues

March 2010 – April 2013

Director of Customer Service | Consolidated Communications | Lenexa,KS

- Introduced and implemented new call monitoring systems for customer service team
- Responsible for weekly and monthly analytical reporting
- Implement protocols that increase performance, reduction in costs and increased revenues
- Ensure all customer inquiries are handled in a timely and accurate fashion
- Collaborate with sales and marketing team to maximize revenues and customer loyalty

March 2002 – May 2010

Manager of Customer Service | Consolidated Communications | Lenexa,KS

- Oversaw day to day operations including hiring, training and achieving service levels
- Produced daily, weekly and monthly reporting for Executive review

- Set reasonable customer satisfaction goals and work with the team to meet them on a consistent basis
- Interact with customers on a daily basis, responding to their questions and working to resolve their concerns

Career Accomplishments

- Board Member, ACA Connects – March 2024 – October 2024
- Advisory Board Member, OpenVault – Jan 2017 – 2019
- Advisory Board Member for CX Missouri State University 2017-2019
- Vice President of Surewest Foundation – Oct 2008 – Oct 2014
 - Head of the Kansas City Chapter
- Presenter at CCW event, Atlanta – 2015
- Presenter at CCW event, Chicago – 2017
- Certification: Managing Telecommunications in a Dynamic, Global Environment, Georgetown University – May 2011

REFERENCES AVAILABLE UPON REQUEST

Jonathan M. Chambers

Email: jonathan@conexon.us

Professional Summary

Accomplished telecommunications and policy leader with over three decades of experience in corporate leadership, government service, and broadband advocacy. As Co-CEO of Conexon and a former executive at Sprint, FCC, and global organizations, Jonathan has consistently driven innovation in connectivity, policy reform, and rural broadband deployment. Expert in telecommunications strategy, regulatory affairs, and transformative technology initiatives.

Professional Experience

Conexon — Co-CEO

2016 – Present

- Led the strategic direction and growth of Conexon, a company dedicated to delivering fiber-optic broadband solutions to rural America.
- Managed partnerships with rural electric cooperatives to design, fund, and deploy fiber networks.
- Oversaw the successful deployment of fiber networks for over 100 rural communities, improving connectivity for millions of residents.
- Played a critical role in securing federal and state funding for broadband initiatives, including CAF, CARES, RDOF, ARPA and BEAD.
- Built a high-performing team and expanded the company's operations to become a national leader in rural broadband deployment.

Federal Communications Commission (FCC) — Chief, Office of Strategic Planning and Policy Analysis

2012 – 2016

- Directed the development of strategic initiatives and policy frameworks to advance telecommunications and broadband access across the U.S.
 - Advised the FCC Chairman and Commissioners on critical policy issues, including broadband deployment, spectrum allocation, and universal service programs.
-

- Played a key role in shaping the FCC's Rural Broadband and Connect America Fund initiatives.
- Collaborated with stakeholders across government, industry, and advocacy groups to drive innovative policy solutions.
- Oversaw research and analysis on emerging telecommunications technologies and market trends.

Sprint Corporation — *Associate General Counsel, Vice President Regulatory and Legislative Affairs*

1995 – 2000

- Directed Sprint's regulatory and legislative strategies, representing the company's interests before federal and state agencies and legislatures.
- Negotiated agreements and influenced policy related to telecommunications deregulation and market competition under the Telecommunications Act of 1996.
- Led legal and regulatory initiatives to ensure compliance with evolving industry standards and legislation.
- Collaborated with industry leaders to shape competitive strategies and advocate for policies supporting innovation and market growth.
- Provided legal counsel and strategic oversight on telecommunications law, regulatory compliance, and corporate governance.

Movida Communications — *General Counsel*

2004 – 2007

- Directed operations in Miami to expand Movida's telecommunications footprint in Latin America, focusing on wireless network services.
- Drove business growth through market analysis, strategic alliances, and customer-focused service offerings.

TV Gateway — *Executive Role, General Counsel*

2002 – 2004

- Based in Philadelphia, spearheaded efforts to revolutionize television content delivery through advanced interactive media platforms.
- Oversaw business development and technology strategies to drive adoption of next-generation broadcast and streaming solutions.

Callahan Associates — *Vice President, Government Affairs*

2000 – 2002

- Led international telecommunications initiatives from London, focusing on broadband expansion and strategic partnerships across Europe.
- Developed innovative investment strategies to optimize connectivity infrastructure and maximize operational efficiency for telecommunications companies.

Office of Senator Jack Danforth (R-MO) — *Republican Staff Director, Senate Commerce Committee; Legislative Director, Senate Select Committee on Intelligence*

1987 – 1995

- Served as Republican Staff Director for the Senate Commerce Committee, overseeing legislative priorities related to telecommunications, transportation, and economic development.
- Provided strategic counsel to Senator Danforth on policy development and legislative strategy.
- As Legislative Director for the Senate Select Committee on Intelligence, crafted policy and advised on national security, intelligence oversight.
- Collaborated with Congressional members, industry leaders, and advocacy groups to advance bipartisan legislative initiatives.

Education

Yale University

Bachelor of Arts in Economics | 1982

Columbia University

Master of Arts in International Affairs | 1987

Georgetown University Law Center

Juris Doctor | 1996

EXPERIENCE

Conexon LLC

Chief Financial Officer

**Kansas City, MO
June 2021 - Present**

Conexon brings high speed broadband services to rural America partnering with electric cooperatives to build fiber networks to underserved rural communities. As CFO, led the accounting and finance teams. Executed efforts to raise growth capital through both equity and debt instruments to support the rapidly growing Conexon Connect internet service subsidiary.

Tarsus CFO Services, LLC

Director

**Kansas City, MO
April 2016 – June 2021**

Tarsus provides C-level services and growth capital to small and mid-sized companies via flexible, customized solutions tailored to fit client needs. Acting as central part of the team delivering true CFO, COO, M&A, and Corporate Development expertise to clients under interim, project, and long-term engagements:

- Senior-level consultant executing on broad corporate finance and operational needs for firms ranging from \$300+ million revenue manufacturing firms to early-stage start-ups
- Outsourced CFO leading accounting teams to professionalize and develop financial reporting and key metric tracking for multiple early growth stage firms in SaaS, energy services, transportation, and business services industries
- Developed capital market solutions and advised on business capitalizations including raising equity capital and debt funding for growth equity and corporate restructurings
- Drove client business acquisition processes from deal structure / negotiation through due diligence and underwriting analysis for multiple corporate and private equity acquisitions and investments
- Guided financial due diligence & quality of earnings for private equity buyers, family office, and strategic buyers on over 20 transactions across multiple industries
- Executed the sale of businesses as the exclusive sell-side advisor for business ownership by marketing the opportunity, negotiating, and deal structuring transactions

Crestwood Equity Partners LP following merger with Inergy L.P. (NYSE: CEQP)

Senior Analyst – Business Development NGL Business Unit

**Kansas City, MO
June 2013 – November 2015**

- Originated and evaluated potential acquisitions, partnerships, and growth opportunities as well as assist in various corporate finance duties in support of the NGL business segment including the marketing and logistics division for the diversified publicly traded midstream energy partnership
- Managed acquisition processes as team lead / project manager that included responsibilities of financial modeling/valuation, executive investment underwriting, overseeing due diligence, and guiding acquisitions through closing, integration, and optimal commercialization post-closing
- Provided senior management decision support that included detailed market and competitive analysis to form business growth strategy

Inergy L.P.

Business Development / Corporate Development & Strategy

**Kansas City, MO
March 2011 – June 2013**

- Screened and managed acquisition pipeline of retail propane and energy services businesses for the nation's 3rd largest propane retailer as well as provide business development support for the growing logistics and marketing segment
- Responsible for full range of acquisition process from pro-forma financial modeling, valuation, deal structuring, due diligence, contract negotiations, acquisition underwriting / approval to post-close integration for each acquisition
- Provided various operational analysis for senior management such as flash accounting reports, weather normalization analysis, and investor relations material
- Supported executive deal team in divestiture transaction to Suburban Propane in 2012 for \$1.8 billion and the subsequent merger with Crestwood Midstream in 2013 creating an initial combined enterprise value of \$7 billion

LWP Advisory, LLC

Telecommunications Industry / Finance Consultant

**Leawood, KS
November 2010 – March 2011**

- Founding member of telecommunications consulting company with a senior investment banking colleague to create an experienced advisory firm directed to tier 2 and tier 3 wireless telecommunication providers advising clients on strategic initiatives, 4G technology implementation, FCC license and asset acquisitions, and strategic inter-carrier relationships

Matthew T. Blain

George K. Baum Capital Advisors LLC

Investment Banking Analyst

Kansas City, MO

May 2006 – October 2010

- Directly supported the Managing Director of the telecommunications industry practice at mid-market investment bank providing all levels of project support for over 30 completed transactions that included sell-side and buy-side transaction advising, private placement capital raises, and strategic partnerships

Burns & McDonnell

Financial Analyst – Business and Technology Services Group

Kansas City, MO

June 2004 – May 2006

- Management consultant for primarily municipal and utility clients that included extensive financial modeling to enable pro-forma projections that were used for scenario analysis, project valuations, and corporate planning and strategy
- Led preparation of government loan financing packages for utility projects totaling over \$500 million
- Authored consulting reports for cost-of-service and rate design analysis for public utilities

EDUCATION

Rockhurst University

Helzberg School of Management

Executive Fellows MBA

Kansas City, MO

May 2021

Tulane University

A.B. Freeman School of Business

Bachelor of Science in Management - Double Major: Finance and Economics

New Orleans, LA

May 2004

Michael Byrne

feomike@gmail.com

14322 Yosemite Ct., Rockville MD 20853

(916) 606-2365

SUMMARY

A proven senior leader specializing in technology implementation. Expert in design, development, implementation, and use of spatial data for public policy and research. Deep experience leading and managing innovative technology implementation and operation teams including system development, large data analysis, web site design, and enterprise applications. A strategic thinker, instrumental in integrating data for policy and business. Acute understanding of government business processes, and a wide range of policy and business expertise. Seasoned principal advisor to executive leadership in multiple large government entities for technology selection, acquisition, and implementation. Effective manager with strong leadership, writing and presentation skills.

EXPERIENCE

Senior Vice President of Information Systems – conexon October 2018 – Present

Senior leader for custom technology development at a \$500M fiber to the home construction and internet services provider company, conexon (<http://conexon.us>). Develop and maintain custom software that directly supports ~30% of revenue of company. Implement custom software architecture focused on delivering internal workflow, specifically construction blueprints and bill of material lists for all fiber to the home projects. Lead team for development of custom accounting software managing assets for 100% of company revenue. Recruit and lead team for all custom software implementation. Provide 100% of quantitative support for the implementation of \$1.1B auction award (out of \$9B awarded) to conexon on its partners of federal Rural Digital Opportunities Fund. Developed enterprise database for company.

Deputy CIO – Consumer Financial Protection Bureau April 2014 – October 2018

Senior leader of technology operations for the CFPB. Led teams for compliance, technology support, enterprise architecture, and data collections. Technology sponsor of and lead for operations for the Home Mortgage Disclosure Act (HMDA) at the CFPB; (HMDA), a ~15M rows of data a year national statistical framework data collection on all mortgage applications in the US. Recruited the team from the ground up, developed the technological strategic direction, led the team in developing the technology solution, planned budgeting and interagency coordination, and collaborated with regulatory team to ensure technical solution meets legislative intent. Led change in developing new technology within organization, and across multi-stakeholder inter-agency coordination group. Accounted for risk in system development; was senior point of contact for technology. Managed costs and resources effectively to deliver program results on time and budget.

Geographic Information Officer – Federal Communications Commission March 2010 – April 2014

Senior Advisor on all aspects for geospatial technology and served as principle lead (management and technical architect) for implementing and maintaining the National Broadband Map on behalf of the National Telecommunications Information Administration. Led all procurement, IT infrastructure, technical implementation, project planning and production of the National Broadband Map. Developed core business process for map publication at the FCC. Provided lead analysis for key policy initiatives at the FCC including Universal Service Reform, Health Pilot Projects and Auctions analysis. Led the interagency team who developed the OMB Policy on Open Data (M-13-13).

Deputy CIO / Geographic Information Officer – California Technology Agency March 2009 – March 2010

Senior Advisor to the State CIO on all aspects for technology relating to geospatial. Reported directly to the California Chief Information Officer, a California Cabinet member. Set statewide goals, priorities and implementation strategy for enterprise geospatial infrastructure in California. Developed policy for geospatial data standards and enterprise architecture. Supporting author on California Enterprise Data plan. Developed funding plan for enterprise geospatial in State Government.

eServices Program Manager – California Department of Public Health July 2008 – March 2009

Led the development of the enterprise California Public Health public facing WWW site (<http://www.cdph.ca.gov>). Managed a matrix team of 40 to implement core public health content for delivery to the public. Developed enterprise solutions for integrating web mapping services embedded in Public Health Web site delivering key public health data to the public. Worked as member of the Public Health Executive Team to develop foundation public health data metrics (based on Healthy People 2020) for publication.

Enterprise GIS Architect – Office of Statewide Health Pln. & Devlp. January 2005 – July 2008

Principle project lead (management and technical architect) for implementing and maintaining the Enterprise Geographic Information Systems (EGIS) Project and the California Healthcare Atlas. EGIS is a complex enterprise system relying on web services, data warehousing, ETL, and GIS library data for policy decisions. Managed staff projects, contracts and technical implementation in support of EGIS rollout and goals. Planned, organized and conducted complex research studies using GIS technologies on healthcare workforce and community development projects. Independently worked as high level technical specialist to design, implement and maintain GIS software in support of policy decisions. Implemented GIS research to aid in policy decisions effecting healthcare workforce studies. Worked with collaborating research partners and institutions to enhance healthcare workforce analysis

Adjunct Professor – San Francisco State University Extension College October 2006 – December 2009

Developed and instructed Extension College Course in visual tools for spatial analysis. Developed curriculum and instruction as part of elective to the GIS Certificate program at San Francisco State University.

GIS Project Lead – California Department of Transportation July 2004 – Dec 2004

Led a team in the requirements, business, and risk analysis of an enterprise GIS application for environmental decision making in an organization of 23,000 employees. Analyzed feasibility for distributed application built on framework and local environmental data. Created design requirements. The subsequent application was the largest environmental support application in California. Led a group of 8 – 10 senior specialists.

Special Assistant to the Secretary for Resources – California Resources Agency February 2003 – July 2004

Managed internal and contract staff for the design and maintenance of complex GIS software implementations for the Legacy Project instituted at the Office of the Secretary for Resources. Developed, maintained and coordinated Internet software mapping application, derived data for analysis, map production, and data development. Responsible for GIS strategic planning of state expenditures for acquisition, restoration, and stewardship. Wrote, requested, and managed GIS contracts. Led team investigating adaptive tools supporting strategic natural resources investments.

GIS Manager – UC Davis Information Center for the Environment March 2000 – February 2003

Managed a team of 10 – 12 journey and senior staff for the design, maintenance and implementation of GIS applications in support of watershed analysis. Set work priorities, develop timelines, manage budgets and perform staff evaluations. Managed staff work on GIS software development projects for watershed analysis, database development, and GIS implementation. Led contact on grants with senior staff and scientists in State and Federal Agencies.

Adjunct Assistant Professor – Cosumnes River College August 1998 – Dec 2002

Developed and taught two Junior college courses in Geographic Information Systems: Introduction to Geographic Information Systems and Desktop Geographic Information Systems. Developed and taught one class in Global Positioning Systems. Served on District committee for GIS certification and curriculum standardization.

Pipeline Mapping Coordinator – CA State Fire Marshal September 1998 – March 2000

Responsible for implementation of geographic information system at the Hazardous Materials Safety Division. Led software implementation for mapping. Independently interact with National Pipeline Mapping System, oil industry and public to implement GIS. Build data system to track oil pipelines in California. Developed

mapping and quality control procedures.

GIS Applications Development Specialist – CA Department of Fish and Game July 1995 – August 1998

Identified, developed and maintained fishery GIS data needs and applications for analysis. Set standards for fish data collection procedures and implement GIS functionality for fishery data. Developed tools for data automation. Designed and produced spatial analysis and maps. Provided coordination between field personnel and other State and Federal fisheries programs.

Geographic Information Systems Analyst – CA Department of Forestry April 1993 July 1995

Responsible for cartographic design and GIS map production in Strategic Planning Program. Performed spatial analysis for map output. Aided in GIS modeling of population spread, fire behavior and timber harvest. Perform data analysis.

EDUCATION

- Masters of Arts. Geography March 2003, University of California Davis
- Bachelor of Science. Environmental Planning & Management December 1991, University of California Davis

HONORS / AWARDS

- 2016 – FFIEC Superior Contribution Award
- 2014 – Samuel J. Heyman Service to America Award Winner – Citizens Services – <https://servicetoamericamedals.org/honorees/michael-byrne/>
- 2013 – Fierce Government IT's Fierce 15
- 2012 – Government Computer News IT Achievement for the National Broadband Map
- 2009 – National States Geographic Information Council Outstanding Service Award

ACHIEVEMENTS

- Developed custom fiber to the home automated software which accounts for ~30% of company revenue; reduces time to market for fiber design from 3-4 weeks to 5-10 minutes
- Provided all quantitative analysis and bidding resulting in \$1.1B federal award to conexon and its partners (rural electric cooperative consortium). See - <https://www.globenewswire.com/fr/news-release/2021/02/01/2167515/0/en/Conexon-s-Rural-Electric-Cooperative-Consortium-awarded-over-1-1-billion-through-FCC-Rural-Digital-Opportunity-Fund-for-fiber-to-the-home-networks.html>
- Successfully led (management and technical architect) implementation and maintenance of the National Broadband Map on behalf of the National Telecommunications Information Administration, on time and under budget.
- Led the interagency team who developed the US Open Data Policy (Office and Management and Budget Policy M-13-13) and Project Open Data in support of the policy.
- Served as Special Assistant to Secretary of Resources, a California State Cabinet position, for development of tools supporting the strategic planning investment of \$10 billion in parks and conservation bonds.
- Twice appointed to the National Geospatial Advisory Committee by U.S. Secretary of Interior Dirk Kempthorne representing State interests in developing the National Spatial Data Infrastructure.
- Successfully led the California GIS Council for 2 years, implementing three new policy areas including a strategic planning effort, an imagery planning effort and a homeland security effort.
- Served as Board of Director for GreenInfo Networks 2006 - 2010. Successfully served as Board of Director for the California Geographic Information Association for 2006-07 (State of California representative).

- Served as staff for 2 key California statewide Governor's Office policy efforts; the California Broadband Task Force and the California Telemedicine Network. Led the development of the first California Broadband Availability map.
- Worked as part of team for developing statewide policy issues (1) Member of Governor's policy team writing Executive Order S-26-06, and (2) Member of team securing over \$23 million in federal funds to establish the California Telemedicine Network.
- Successfully led statewide framework GIS data development efforts for California; (1) Broadband Availability, (2) Healthcare Shortage Designations, (3) General Plans, (4) Public Land Ownership, (5) Public Drinking Water Sources, (6) Petroleum Transmission Pipelines, (7) Wildland Urban Interface, (8) and Significant Natural Areas. Assisted in development of first National Hydrographic Data for California. Developed statewide data models for petroleum transmission, and salmonid habitat inventory.
- Developed primary research investigating healthcare workforce shortage, access to care, distribution of health access points for telemedicine development, reducing cost in large road projects environmental review processes, environmental justice in the public drinking water system.
- Successfully managed multi-million-dollar budget and team of over 10 researchers at the University of California Davis investigating water quality, watershed analysis and restoration ecology projects.
- Successfully written grants for the Statewide California Geographic Information strategic planning effort.

PROFESSIONAL AFFILIATIONS / VOLUNTEER WORK

- Member National Geospatial Advisory Committee (2008-2010)
- Chair California GIS Council (2006 - 2010)
- Registry of Certified GIS Professionals (since 2006)
- Board of Director National States Geographic Information Council (2006 - 2010)
- Board of Director GreenInfo Network (2006-2010)
- Member (and past Board of Director for) California Geographic Information Association (2005-2010)
- Member Association of Pacific Coast Geographers (since 2001)

PROFILES AND CONTRIBUTIONS

- <http://www.linkedin.com/in/michaelsbyrne>
- <https://github.com/feomike>

SKILLS / INTERESTS

- Avid Cyclist / Bicycle Commuter
- Husband / Father
- Large Data / Data Visualization
- Programming: Python, SQL
- Data Analysis and Management: Postgress / PostGIS

Randy Klindt

Kansas City, Missouri Area

Email: randy@conexon.us | Phone: (202 798-3884) | LinkedIn: linkedin.com/in/randyklindt

Professional Summary

Experienced telecommunications executive with over 25 years of leadership experience in broadband deployment, fiber-optic network management, and rural connectivity. Expertise in managing large-scale fiber to the home (FTTH) projects and providing high-speed internet, voice, and video services to rural communities. Known for driving strategic growth, leading cross-functional teams, and overseeing multi-million dollar projects. Proven ability to navigate complex technical, operational, and regulatory challenges in the utility and telecommunications sectors.

Professional Experience**Founder and Co-CEO**

Conexon, LLC – Kansas City, MO

Aug 2015 – Present (9 years, 4 months)

- Provide strategic guidance and operational support to rural electric cooperatives exploring or implementing fiber-to-the-home (FTTH) services.
- Leverage decades of broadband experience to help cooperatives successfully deploy and operate fiber networks, with a focus on rural areas.
- Collaborate with industry leaders, stakeholders, and government entities to drive broadband expansion initiatives.
- Advise on best practices, regulatory compliance, and project management for FTTH deployments.
- Co-CEO of Conexon Connect which is the ISP subsidiary of Conexon

General Manager

OzarksGo (Subsidiary of Ozarks Electric Cooperative) – Fayetteville, AR

Apr 2016 – Feb 2019 (2 years, 11 months)

- Led OzarksGo, a subsidiary of Ozarks Electric Cooperative, providing gigabit internet, television, and telephone services over an all-fiber network.
- Directed the successful implementation of a 6-phase plan to deploy FTTH to the cooperative's members in Northwest Arkansas and Northeast Oklahoma.
- Managed all aspects of the business, including operations, sales, customer service, and financial performance.
- Coordinated with internal teams and external partners to ensure timely delivery and high-quality service for over 80,000 residential and business customers.

Vice President, Telecommunications

Ozarks Electric Cooperative – Fayetteville, AR

Feb 2016 – Apr 2016 (3 months)

- Oversaw telecommunications strategy and operations for Ozarks Electric Cooperative, including broadband service offerings for rural communities.
-

- Developed and executed plans for the expansion of broadband infrastructure to serve cooperative members with reliable, high-speed internet access.
- Worked closely with engineering teams to integrate broadband services with the cooperative's existing power infrastructure.

General Manager

Co-Mo Connect (Powered by Co-Mo Electric Cooperative) – Tipton, MO

Jan 2011 – Jan 2016 (5 years, 1 month)

- Spearheaded Co-Mo Connect, the first completed Rural Electric Cooperative FTTH construction project and the first rural gigabit network in the U.S.
- Managed the deployment of high-speed internet, voice, and video services across Co-Mo Electric's fiber optics network, serving thousands of residential and business customers.
- Directed all operational, technical, and customer service aspects of the business, ensuring seamless delivery of services and high levels of customer satisfaction.
- Collaborated with local communities, government entities, and industry partners to expand broadband access in rural areas.

Director of Information Technology

Co-Mo Electric Cooperative, Inc. – Tipton, MO

Nov 2008 – Dec 2015 (7 years, 2 months)

- Led the technology department and directed the cooperative's technology strategy, including smart metering, smart grid, and broadband services.
- Managed the design, construction, and deployment of Co-Mo's state-of-the-art fiber network to support smart grid, metering, and broadband services.
- Played a key role in integrating fiber-optic broadband into the cooperative's offerings, positioning Co-Mo as a leader in rural fiber broadband.

Skills

- **Telecommunications Leadership:** Fiber-optic network deployment, broadband service delivery, operational management.
- **Project Management:** Strategic planning, budgeting, multi-phase project execution, team leadership.
- **Rural Broadband Expansion:** Experience working with electric cooperatives and rural communities to expand high-speed internet access.
- **Technical Expertise:** Smart metering, smart grid technology, fiber-to-the-home (FTTH) design and deployment, network infrastructure.
- **Regulatory Compliance:** Knowledge of telecommunications regulations, grant funding, and public-private partnership models.

Awards & Achievements

- **Inc. 5000** – Ranked among the fastest-growing private companies in America for 5 consecutive years.
 - **Inc. 500** – Recognized as one of the top 500 fastest-growing companies in America for 2 years.
 - Successfully led one of the nation's first rural gigabit FTTH networks.
-

- Oversaw the deployment of broadband services to underserved rural areas, improving access to high-speed internet for millions of rural residents.

Terie Hannay

Email: Terie.Hannay@conexon.us **Phone:** 616-293-5880

Accomplished Telecommunications Executive with over 30 years of expertise in business process optimization, operations management, and strategic leadership. Adept at driving business growth, integrating regulatory, operational, and financial functions, and enhancing customer satisfaction.

Professional Experience

Senior Vice President, Telecommunications Services - Conexon, LLC (2019 - Present)

- Leads teams responsible for providing internal and consulting support in the following areas:
 - Local, state, and federal regulatory compliance
 - Business Support Systems (BSS)/Operations Support Systems (OSS)
 - Funding and grants compliance
 - Tax compliance
 - VoIP Telephony

Senior Vice President, Planning and Integration - NRTC/Pulse Broadband (2009 - 2019)

- Led VoIP, regulatory and business processes for rural electric cooperatives.
- Designed training programs for all initiatives.

SVP, Customer Care - Broadstripe (2006 - 2009)

- Overhauled customer experience and operational processes.
- Launched residential and commercial VoIP services.

EVP, Financial Operations / Interim CFO - Cleartel Communications (2003 - 2006)

- Managed business processes with \$130MM annual revenue.
- Led successful integration of three acquisitions.

Regional Vice President, Customer Care - Charter Communications (1999 - 2003)

- Managed customer care for 600,000 customers.
- Increased revenue from customer operations by 35%.

COO/Divisional VP, Telecom Services /Vice President, Finance - American Network Exchange
(1988 - 1999)

- Oversaw operations across three call centers.
- Directed financial reporting, budgeting, and cash flow management, ensuring accuracy in SEC reporting and internal controls.

Education

- Bachelor of Science, Business Administration and Management (BSBA)
Kennedy Western University | 1996

**CONEXON CONNECT LLC
APPLICATION FOR ORIGINAL AUTHORITY
TO PROVIDE TELECOMMUNICATIONS SERVICE
IN THE STATE OF FLORIDA**

CONFIDENTIAL ATTACHMENT B

**CONEXON CONNECT LLC
FINANCIAL STATEMENTS
CALENDAR YEARS 2021, 2022 AND 2023**

Conexon Connect, LLC
Profit and Loss
Year Ended December 31



YE
12/31/2021

YE
12/31/2022

YE
12/31/2023

Revenue

Revenue - Hardware
Revenue - Subscriptions
Revenue - Services
Revenue - Other
Discounts & Revenue Share
Total Revenue

Cost of Revenue

Cost of Subscriptions Revenue
Cost of Services Revenue
Total Cost of Revenue

Gross Profit

Operating Expenses

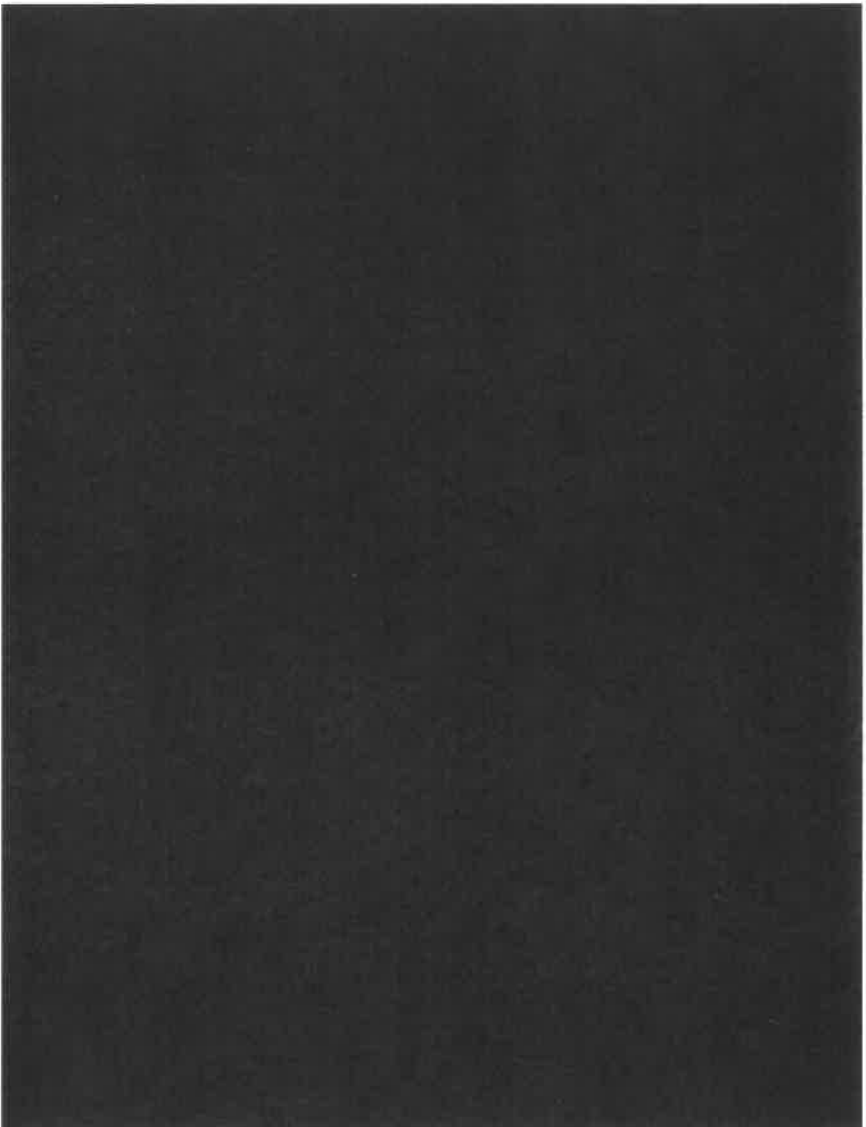
General and Administrative Expenses
Marketing and Advertising Expenses
Depreciation and Amortization Expense
Payroll and Related Expenses
Utilities and Facilities
Operating and Maintenance Expenses
Taxes and Insurance
Total Operating Expenses

Other Income (Expense)

Interest Income
Other Income
Interest Expenses
Other Expenses
Total Other Income (Expense)

Income Taxes

Net Income (Loss)



PRIVATE & CONFIDENTIAL

Conexon Connect, LLC
Balance Sheet

Year Ended December 31



Month Ending
12/31/2021

Month Ending
12/31/2022

Month Ending
12/31/2023

Assets

- Current Assets
 - Total Cash and Cash Equivalents
 - Accounts Receivable, Net
 - RDOF Receivable
 - Inventory
 - Other Current Assets

Total Current Assets

- Fixed Assets
 - Network Equipment
 - Customer Premise Equipment
 - Fiber Plant Assets
 - Transportation Equipment
 - Other Fixed Assets
 - Construction in Progress
 - Accumulated Depreciation
- Total Fixed Assets, Net

- Intangible Assets
- Other Assets

Total Assets

Liabilities and Equity

Liabilities

- Current Liabilities
 - Accounts Payable
 - Accrued Interest
 - Other Accrued Liabilities
 - Deferred Revenue
 - Sales & Used Tax Payable
 - Current Portion of LTD
 - Other Current Liabilities

Total Current Liabilities

Long Term Liabilities

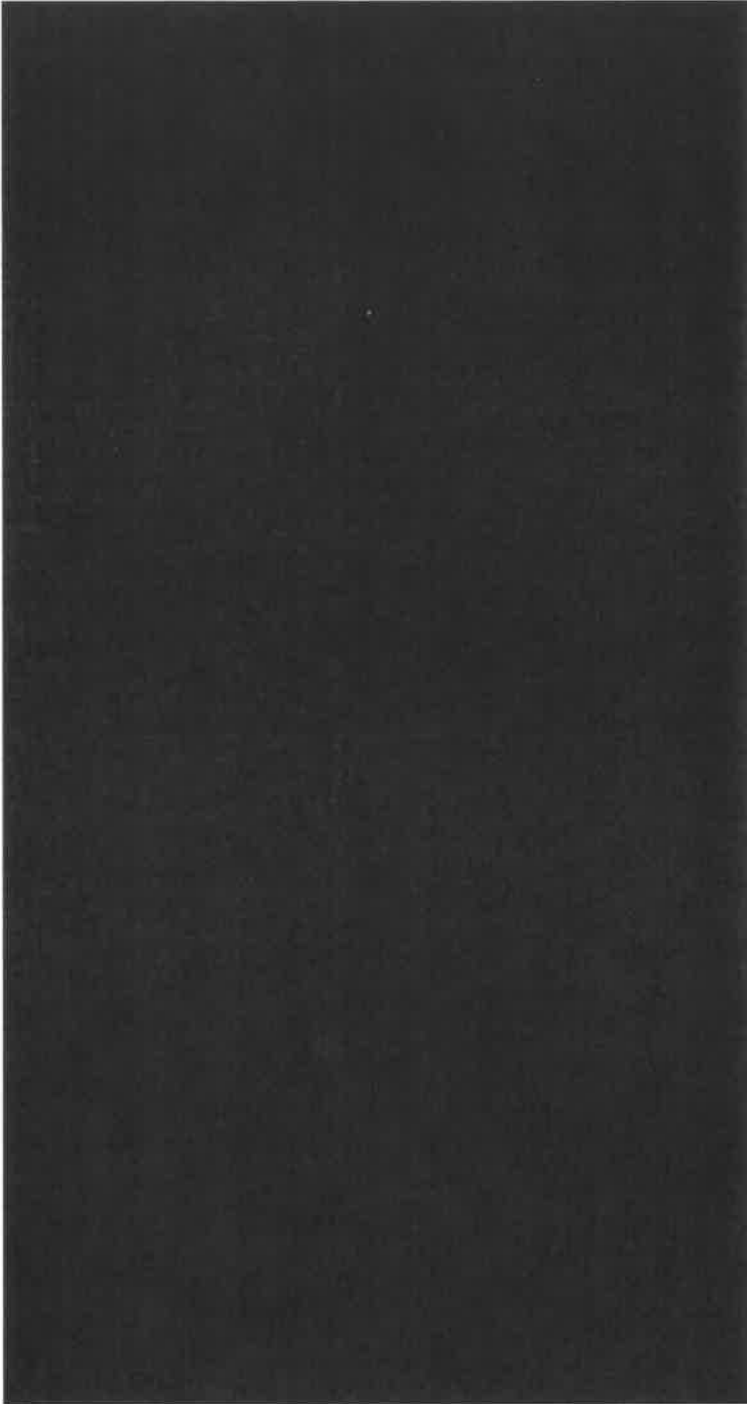
- Note Payable - Long Term
 - Equipment Note
 - Vendor Financing
- Total Long Term Note Payable

Other Liabilities

Total Liabilities

- Stockholders Equity
 - Retained Earnings
 - Parent Contributions
- Total Members' Equity

Total Liabilities and Equity



Conexon Connect, LLC
Cash Flow Statement
Year Ended December 31



	Year Ending 12/31/2021	Year Ending 12/31/2022	Year Ending 12/31/2023
Cash Flows from Operating Activities:			
Net Income (Loss)			
Adjustments to reconcile net loss to net cash used in operating activities:			
Depreciation			
Changes in Operating Assets and Liabilities:			
Changes in Net Accounts Receivable			
Changes in Accounts Receivable			
Changes in Allowance for Doubtful Accounts			
Change in Inventory			
Changes in Prepaid Expenses and Other Assets			
Changes to Accounts Payable			
Changes to Sales and Used Tax Payable			
Changes to Accrued Liabilities and Other Liabilities			
Changes to Accrued Income Taxes Liabilities			
Changes to Deferred Income Taxes Assets			
Changes to Deferred Revenue			
Net cash provided by operating Activities			
Cash Flows from Investing Activities			
Capital Expenditures			
Purchase of long term investments and other assets			
Net cash provided by investing activities			
Cash Flows from Financing Activities			
Changes in Debt Proceeds			
Changes to Intercompany Contributions			
Net cash provided by financing activities			
Net increase (decrease) in cash			
Cash - Beginning of Period			
Cash - End of Period			

PRIVATE & CONFIDENTIAL

Conexon Connect, LLC
Statement of Members' Equity
Year Ended December 31



	Members' Equity	Retained Earnings	Total
Balance 2020			
Contributions			
Net Income			
Balance 2021			
Contributions			
Net Income			
Balance 2022			
Contributions			
Net Income			
Balance 2023			



2001 Grand Boulevard STE 700
Kansas City, MO 64108
202.798.FTTH(3884)
conexon.us

January 15, 2025

To Whom it May Concern:

Conexon Connect, LLC is the internet and voice service provider operating company that is a wholly owned subsidiary of Conexon, LLC. Conexon, LLC is audited as a consolidated business that includes multiple business lines including the internet service provider, Conexon Connect. The included financial statements for Conexon Connect are internally prepared to show the segment financial performance of the subsidiary that were not prepared within the audited financial statements.

This letter is to confirm that these internally prepared financial statements for Conexon Connect, LLC are accurate and prepared using GAAP principles as would be shown within the audited financial statements. We are still in the process of closing the year-end financials for 2024 so the attached three-year period covers the 2021-2023 years of operation.

A handwritten signature in black ink, appearing to read "Matthew Blain", is positioned above the typed name.

Matthew Blain
Chief Financial Officer
Conexon LLC

