

1                   ALABAMA PUBLIC SERVICE COMMISSION  
2                   MONTGOMERY, ALABAMA

3  
4       IN RE:

5       A2D, INCORPORATED, d/b/a ECOMMUNITY  
6       BROADBAND INFRASTRUCTURE (ALABAMA), LLC.

7       DOCKET NO. 32291

8       APPLICATION FOR CERTIFICATE OF PUBLIC  
9       CONVENIENCE AND NECESSITY

10  
11                   \* \* \* \* \*

12                   TESTIMONY AND PROCEEDINGS before the  
13       Honorable Scott Morris, Administrative Law  
14       Judge, at the Carl L. Evans Chief  
15       Administrative Law Judge Hearing Complex,  
16       RSA Union Building, 100 North Union Street,  
17       Montgomery, Alabama, on Wednesday, January  
18       14, 2015, commencing at approximately  
19       10:05 a.m.; and reported by Gwendolyn P.  
20       Timbie, Certified Court Reporter and  
21       Commissioner for the State of Alabama at  
22       Large.

23                   \* \* \* \* \*

1 APPEARANCES

2 FOR THE PUBLIC SERVICE COMMISSION:

3 Ms. Janet Conway  
4 Telecommunications Division  
5 ALABAMA PUBLIC SERVICE COMMISSION  
6 100 North Union Street  
7 RSA Union Building  
8 Montgomery, Alabama 36104

9 ALSO PRESENT:

10 Mr. Keith Daryl Quarels, Jr.

11 \* \* \* \* \*

12 ALJ MORRIS: Today's date is  
13 January 14, 2015. We are here for  
14 Docket 32291. The applicant is  
15 A2D, Incorporated, doing business  
16 as Ecommunity Broadband  
17 Infrastructure (Alabama), LLC.  
18 They are seeking approval of an  
19 application for certificate of  
20 public convenience and necessity  
21 by telecommunication services in  
22 the state of Alabama.

23 And this application was  
filed on or about December the  
5th, 2014, and notice of today's

1           hearing was published on December  
2           the 15th, 2014. And there's not  
3           been any intervention in this  
4           matter.

5                       With that, let's begin by  
6           taking appearances, first starting  
7           with the -- with the applicant.  
8           If you would, state your name and  
9           your business address and your  
10          relationship to the company.

11                   MR. QUARELS: Name is Keith  
12          Daryl Quarels, Jr. I am the chief  
13          financial officer with A2D,  
14          Incorporated. And address --  
15          local address or -- our home  
16          address is in Atlanta, 55 Marietta  
17          Street, Suite 900, Atlanta,  
18          Georgia, 30303.

19                   ALJ MORRIS: Thank you,  
20          Mr. Quarels.

21                               And for the staff?

22                   MS. CONWAY: Janet Conway.

23                   ALJ MORRIS: Thank you,

1 Ms. Conway.

2 Is there anyone else that  
3 needs to enter an appearance?

4 (No response)

5 ALJ MORRIS: Let the record  
6 reflect that no one else has come  
7 forward.

8 Do we have any  
9 preliminary things that we need to  
10 take care of, or are we ready to  
11 go?

12 MS. CONWAY: We're ready to  
13 go.

14 ALJ MORRIS: All right,  
15 Mr. Quarels. We're going to give  
16 you an opportunity to make a brief  
17 presentation about your  
18 application. A lot of what we're  
19 looking for is your experience --  
20 your experience of the officers in  
21 the company, what experience the  
22 company has in the  
23 telecommunications industry, what

1           services -- particularly what  
2           services you're seeking to  
3           provide. And then Ms. Conway is  
4           going to have a list of questions  
5           for you, and that should -- that  
6           should wrap it up for us after  
7           that.

8                       But, first, I need to  
9           swear you in.

10                   KEITH DARYL QUARELS, JR.

11           The witness, having first been duly  
12   sworn to speak the truth, the whole truth  
13   and nothing but the truth, testified as  
14   follows:

15                   ALJ MORRIS: Thank you. Okay.  
16           You may begin.

17                   MR. QUARELS: Sure. So as a  
18   background, the company has been  
19   around since 2005. From 2005 to  
20   approximately 2008, A2D served as  
21   a construction manager, design  
22   consultant or contractor, if you  
23   will, for fiber networks -- both

1 fiber and sewer utility networks.

2 The corporate background  
3 of the -- or the background of the  
4 executives, starting at the top,  
5 Mr. Antwon Alsobrook, he's -- all  
6 of us are college educated. He --  
7 his history is with CH2M Hill, a  
8 nationally-known utility design  
9 firm. His specialty was in  
10 design, sewer, water systems, so  
11 on and so forth. And of course,  
12 he decided to transition over to  
13 telecommunications in 2005 and  
14 start the company, A2D.

15 In two thousand -- in  
16 2008, the company decided to start  
17 building fiber networks and owning  
18 them themselves versus for  
19 client -- on a client basis. So  
20 that was a major transition point  
21 for the company.

22 At that particular time,  
23 it was a matter of financing, how

1           do we finance the model that --  
2           which we have. And, again, this  
3           -- this model was built around  
4           being a carrier's carrier or  
5           otherwise termed open access.  
6           We've had -- there's various  
7           different terms of it in the  
8           industry. But it all related  
9           around building the asset --  
10          designing, building the asset, and  
11          then charging the carrier's access  
12          fee to the actual customers or  
13          premise so that we're not an  
14          interactive -- we're not  
15          interacting directly with the  
16          customer. It's still the  
17          carrier's customer and we're in  
18          between.

19                   And that from 2008 to  
20                   2010 or '11 worked out very well.  
21                   We did several deployments on a  
22                   private campus basis, meaning  
23                   large developments. So going down

1 streets and roads was relative to  
2 just a large subdivision, if you  
3 will, or a large -- project.

4 With the crash of -- the  
5 financial crash of 2009, several  
6 of those developments didn't get  
7 fully built out. So we were  
8 running networks that were, quite  
9 frankly, not very sustainable. We  
10 ultimately sold those networks  
11 off.

12 And kind of  
13 fast-forwarding where we sit today  
14 is we've identified certain areas  
15 in Alabama that we feel is worth  
16 investing our money in and  
17 building out all underground fiber  
18 networks as a carrier's carrier.

19 So, again, to today's  
20 discussion is we sit with both  
21 contracts from large end users who  
22 want to transport their data to a  
23 carrier at a different location



1           and also contracts with carriers  
2           in the form of master service  
3           agreements. And this is the likes  
4           of level three communications,  
5           CenturyLink and Windstream, where  
6           they would like to use our network  
7           as it's built to deliver services  
8           to an area that they don't have  
9           infrastructure or want to even  
10          upgrade their own infrastructure.

11                       So I think that's a  
12          pretty -- you know, I guess the  
13          one thing I did miss a little bit  
14          on -- just to cover the  
15          experience -- I mentioned our CEO.  
16          Myself, Keith Quarels, my  
17          background is civil engineering  
18          but also real estate development  
19          and construction management. So  
20          from -- so as a carrier's carrier,  
21          you're actually more concerned  
22          about the asset and it being  
23          income producing.

1                   So this is a little bit  
2                   different. I'm less concerned  
3                   with how many customers I go out  
4                   and get. I'm more concerned with  
5                   if I spend money on this asset, is  
6                   it going to be income producing,  
7                   how does my financing work with  
8                   that. That's where I come in.

9                   The other two members are  
10                  Jerrald Rector. Jerrald is a --  
11                  I'd say about 15-year veteran in  
12                  the telecom industry. He's  
13                  worked for many different telecom  
14                  companies and has left -- you  
15                  know, taken that experience and  
16                  brought it into A2D.

17                 And the fourth gentleman  
18                 is by the name of Rodney Gray.  
19                 He's our chief technology officer,  
20                 and he's ex-military. And he's  
21                 more what we consider inside  
22                 plant. So all your networking,  
23                 all your provisioning of circuits,

1           the network monitoring, he's more  
2           in that side. Jerrald is more  
3           outside plant. He's got a lot of  
4           experience as far as how it's  
5           physically built, deployed, and  
6           scheduled and so forth.

7                       So I think that covers  
8           our experience. I guess I touched  
9           a little bit on services as well.  
10          But I would say fundamentally  
11          we're all IP, we're all fiber, and  
12          we're -- we -- as much underground  
13          as possible is what we go for. We  
14          veer away from aerial.

15                      So our business plan is  
16          written around looking at certain  
17          areas, seeing what existing  
18          infrastructure is there. And if  
19          we see that it's more viable to  
20          have a more secure network, all  
21          fiber, all IP, which we believe  
22          the world and the state -- the  
23          U.S. and the world is going

1           towards, we'll invest our money  
2           there and hope that we can bring  
3           the customer to the carrier or the  
4           carrier to the customer.

5                   ALJ MORRIS: Ms. Conway, I'll  
6           let you get started.

7                   EXAMINATION

8   BY MS. CONWAY:

9   Q. Mr. Quarels --

10 A. Yes.

11 Q. -- in the application, you listed  
12 Jerrald Rector as the primary contact.

13 A. Yes.

14 Q. Will he -- I mean, will he be the person  
15 that we call if there's a problem with a  
16 complaint or regulation issues or  
17 reports that are -- you know, haven't  
18 been filed?

19 A. Let me change that to myself for that at  
20 this -- yeah.

21 Q. I was thinking it would probably be --

22 A. Yeah.

23 Q. -- be you.

1     A.    Sorry.

2     Q.    That won't be a problem.

3     A.    Okay.

4     Q.    And is your company currently providing  
5           any type of telecommunication services  
6           in Alabama?

7     A.    No.   Not anymore.

8     Q.    And where are the company books and  
9           records maintained?

10    A.    They're maintained at 55 Marietta  
11          Street, Suite 900.

12    Q.    And approximately how many employees are  
13          employed by the company at this point in  
14          time?  Is it just the four of you?  Are  
15          there additional employees?

16    A.    Currently it's five.

17    Q.    Five.

18    A.    We have a secretary -- administrative  
19          assistant.  Excuse me.

20    Q.    And in what states are you currently  
21          authorized to provide telecommunication  
22          services?

23    A.    Just Georgia currently.

1 Q. And how long have you been certificated  
2 in Georgia?

3 A. Well, as a -- Georgia doesn't require  
4 the -- a CLEC license to do what we do.  
5 So I would not say that we have a  
6 certificate. But we've been operating  
7 in Georgia, providing fiber -- the  
8 services that we provide since 2008.

9 Q. Have you entered into any type of  
10 interconnection agreement or resell with  
11 any other companies like the level  
12 three's or the Windstreams that you  
13 mentioned earlier?

14 A. Yes. So what we have entered into is  
15 master service agreements which  
16 establish us as a viable carrier for  
17 them to utilize for specific circuits.  
18 We've established ourselves at Colo  
19 Atlanta, which is at 55 Marietta, which  
20 is an interconnect hub. So we've  
21 interconnected with CenturyLink and  
22 Windstream, but they're -- they're not  
23 lift circuits yet until we -- down in

1 the state.

2 Q. So out of the companies you've  
3 mentioned, which ones are you already,  
4 you know -- or which ones are already  
5 utilizing your services?

6 A. Oh. CenturyLink would be.

7 Q. And do you plan to -- do you plan to  
8 actually put in fiber -- actually run  
9 fiber here in the state of Alabama?

10 A. That is correct.

11 Q. Will there be any other facilities or  
12 equipment in place in Alabama?

13 A. The -- along those routes, we will  
14 have -- I guess Jerrald will probably be  
15 the better -- better one to answer this.  
16 There will be nodes, if you will. So  
17 we're talking about a 10-by-10  
18 interconnect node that would sit next to  
19 the hut of a Windstream inter --  
20 existing interconnect point.

21 Q. Okay.

22 A. So that would be the only -- outside of  
23 that, the only facilities are the

1 physical handholds that sit -- you know,  
2 the interconnect handholds --

3 Q. Yeah.

4 A. -- and the conduit and fiber that go  
5 down to the premise. So most of the  
6 equipment will be on some type of  
7 private property outside of the conduit  
8 fiber and handholds.

9 Q. And can you give us specific details  
10 about locations you plan to serve in  
11 Alabama?

12 A. Sure. Currently Macon County is where  
13 we would like to start immediately.  
14 We've permitted a -- well, we've  
15 submitted for permit a 20-mile route  
16 with ALDOT, which as of last week was  
17 drawing approved pending the outcome of  
18 this.

19 So Macon -- Macon County is  
20 strategic for us; one, from Tuskegee  
21 University. They have a -- they have a  
22 need to upgrade the amount of data they  
23 need to push, which is not being



1           currently served. So that will be a  
2           main premise customer, if you will. And  
3           then expansion through the City of  
4           Tuskegee, expansion through the City of  
5           Notasulga as the carriers push -- push  
6           for -- you know, as the carriers want to  
7           deliver more of their services.

8           The other areas that I would say we  
9           have -- we have eye'd are Auburn and  
10          then, on the west side, Selma -- City of  
11          Selma, and really Dallas County. We  
12          look at a -- more of a county basis  
13          versus city because the economics make  
14          more sense for us.

15          So I would say Dallas County, Macon  
16          County. And then, going south, Baldwin  
17          County is another county that we've had  
18          some discussions with as well.

19        Q. And will there be a toll-free customer  
20          service number, or do you currently have  
21          a toll-free customer service number in  
22          case, you know, the system goes down or  
23          there's a problem?

1     A.   We do not, but it's -- we have a system  
2           that is -- what's the term?  
3           Interconnected with the carriers.   So  
4           the carriers have a -- have an  
5           interface -- a computer interface where  
6           they log in.

7     Q.   So if they have problems and they start  
8           receiving calls from customers -- you  
9           know, their customers, then they will  
10          contact you through this  
11          interconnection?

12    A.   That's correct.   So they -- when they  
13          receive a call -- they would be  
14          considered tier one.   They provide the  
15          tier one response.   So if there's a  
16          problem on their end -- and then we  
17          would be more of a tier -- actually  
18          they're tier one and tier two.   We would  
19          be tier three.   We'd be the last call  
20          they'd make.   Hey, there's -- there's  
21          something on a physical level --

22    Q.   Right.

23    A.   -- wrong there.   That could be a

1 break/fix, something like that on a  
2 physical level that we would have to  
3 then say, okay, yeah, that's on our  
4 side, and we'll go down and we'll --  
5 we'll fix it.

6 Q. Is that manned 24/7, I mean, where they  
7 could get in touch with somebody?

8 A. It is. It's 24/7. That's correct.  
9 Monitoring.

10 And to that note, if I may add, the  
11 break/fix repair would be a contract  
12 that we would employ a local company,  
13 more than likely the same companies that  
14 service the other carriers here -- AT&T  
15 locally. They out source that break/fix  
16 repair to us. So it would be a phone  
17 call. It would be someone to -- in the  
18 footprint. So no one has to come from  
19 Georgia or Atlanta actually physically  
20 down. It's a local company that gets  
21 deployed to do that.

22 Q. Okay.

23 A. And being all fiber is a benefit because

1           we can locate the break or -- the break  
2           within -- I believe it's within six  
3           inches.

4       Q.    Oh, wow.

5       A.    It's because it's all fiber based.    So  
6           the break/fix is very quick.

7       Q.    That's great.

8                    So you don't plan to have any type  
9           of service center in Alabama even if you  
10          grow into these other areas or --

11      A.    Oh, yes, we do.    I misunderstood the  
12           question.    Currently no, we don't have  
13           it.    But absolutely, if we go beyond one  
14           county, maybe even Macon County -- our  
15           initial plan was potentially to set up  
16           something in the City of Tuskegee  
17           aligned with Tuskegee University.    They  
18           have some interest -- R&D interest and  
19           things of that nature.    So there have --  
20           I will say there have been already talks  
21           about standing up some form of office or  
22           secondary NOC -- excuse me -- network  
23           operation center on campus or

1           thereabouts.

2                   But definitely -- if we go beyond  
3           Macon County, which I hope we do, we  
4           would actually look at -- we've had some  
5           preliminary discussions with some  
6           locations here in Montgomery, being a  
7           central location to all three.

8           Absolutely, yes.

9       Q.   Do you have any type, at this point in  
10           time, point of contact on the equipment  
11           that will be installed in Alabama, a  
12           person that would be overseeing it?

13      A.   Oh.   That would be --

14      Q.   Physically overseeing it.

15      A.   Okay.   So in -- within A2D, Jerrald  
16           Rector would be that person.   We are  
17           hiring local contractors to physically  
18           install that -- install that equipment.  
19           But Jerrald Rector would be the point of  
20           contact as far as knowing the details,  
21           the ins and outs, of the facilities  
22           being installed.

23      Q.   And just for the record, you do intend

1           to provide your services only to other  
2           telecommunication carriers?

3       A.   That's correct.   Well, let me -- for the  
4           record, let me -- let me clarify.   For  
5           large circuits, in the instance of  
6           Tuskegee University, we would also look  
7           at push -- directly engaging with a  
8           large enterprise to transport their  
9           traffic to a carrier.   So that is a  
10          secondary site.

11               Now, it is not a voice -- it's not a  
12           voice/video service.   We're -- and so  
13           basically we extend their -- their  
14           network to a carrier location.   And at  
15           that point, they engage with the  
16           carrier.   So they still have a contract  
17           with the carrier for voice, video, or  
18           data.   We just move all that traffic to  
19           them.

20       Q.   You're still the middle man?

21       A.   I'm still the middle man.

22       Q.   Okay.

23       A.   But I will say -- I will go on the

1 record saying our -- our plan is 99  
2 percent of our engagement will be with  
3 carriers getting them to the customer.  
4 Very rarely will we engage with the  
5 customer to bring them with the carrier,  
6 unless they so request.

7 Q. And earlier when we were talking about,  
8 you know, troubles and problems and --  
9 you know, when the system goes down or  
10 whatever, is there -- do you have any  
11 type of maintenance contract with these  
12 contractors that will go out and  
13 actually fix the problem or --

14 A. Oh. Well, at this point in time --  
15 because we don't have network built  
16 here, we only have proposals --  
17 proposals, negotiation as far as  
18 pricing. But it's on a per -- it's on a  
19 per-fix -- it's on a fixed price basis,  
20 those contracts will be. So within 30  
21 days, yes. Right now, just --

22 Q. You will have them?

23 A. Yes, we will have them. Absolutely,

1           yes.

2       Q.   Are you familiar with the Commission  
3           rules on supervision and inspection  
4           fees?

5       A.   Absolutely, yes.

6       Q.   And in the state of Georgia where you've  
7           been operating for several years, have  
8           you had any major complaints or problems  
9           there that --

10      A.   No, ma'am.

11      Q.   -- haven't been handled or taken care  
12           of?

13      A.   No complaints.  Comcast actually loved  
14           us.

15      Q.   Well, good.

16                   MS. CONWAY:  I think that's  
17                   all the questions I have, Judge  
18                   Morris.  A carrier's carrier is  
19                   not required to have a tariff on  
20                   file with the Commission.  So they  
21                   did file a tariff, but I did not  
22                   even review it because it's not a  
23                   necessity.  So...



1                   ALJ MORRIS:   What about that  
2                   instance they were -- they're  
3                   providing some -- I guess an  
4                   extension, say, of Tuskegee  
5                   University to connect to their  
6                   current provider?  Is there -- do  
7                   we need anything on that, or is  
8                   that --

9                   MS. CONWAY:   Well, the way  
10                  I -- the way I understood it, it  
11                  still -- you're going to be the  
12                  middle man.

13                 MR. QUARELS:   That's correct.

14                 MS. CONWAY:   You're not going  
15                  to be dealing directly with  
16                  Tuskegee University.

17                 MR. QUARELS:   That's correct.

18                 MS. CONWAY:   If they have a  
19                  problem or they want service or  
20                  they want to change service or  
21                  whatever, they're still going to  
22                  be dealing with another carrier --

23                 MR. QUARELS:   That's correct.

1                   That's correct.

2                   MS. CONWAY:  -- that you will  
3                   be providing the access for.

4                   MR. QUARELS:  Absolutely.

5                   ALJ MORRIS:  Okay.

6                   MS. CONWAY:  So I think that  
7                   sounds okay to me.

8                   ALJ MORRIS:  Looking through  
9                   your organizational and  
10                  financial -- on the organizational  
11                  side, I see the articles of  
12                  incorporation for the parent A2D,  
13                  Incorporated, but it appears under  
14                  this that you're going to be doing  
15                  business in Alabama under a  
16                  separate LLC subsidiary.

17                  MR. QUARELS:  Correct.

18                  ALJ MORRIS:  Is that correct?

19                  MR. QUARELS:  Yes.

20                  ALJ MORRIS:  I don't see the  
21                  articles of organization for that  
22                  Ecommunity Broadband  
23                  Infrastructure (Alabama).  So if

1           you could get the -- provide a  
2           copy of the articles. I didn't  
3           see them in my pack.

4                   I don't know if you have  
5           them, Janet.

6                   MR. QUARELS: I know -- okay.  
7           I know I provided the business  
8           license.

9                   ALJ MORRIS: You provided a  
10          business license and you provided  
11          the Georgia articles of  
12          incorporation --

13                   MR. QUARELS: For A2D.

14                   ALJ MORRIS: -- for A2D, but I  
15          don't have the articles of  
16          organization that you filed in  
17          Alabama for Ecommunity Broadband.

18                   MR. QUARELS: Okay.

19                   ALJ MORRIS: And you could  
20          just file those posthearing.

21                   MR. QUARELS: No problem. I  
22          thought I did, but I could be  
23          mistaken.

1                   ALJ MORRIS: Yeah. I don't --  
2                   I didn't see them in here.  
3                   There's a lot of stuff for A2D,  
4                   but --

5                   MR. QUARELS: And just for the  
6                   record, that's -- that's part of  
7                   our business model in that we  
8                   would create a different LLC --

9                   ALJ MORRIS: Right.

10                  MR. QUARELS: -- for each one  
11                  because it is asset-based  
12                  fundamentally.

13                  ALJ MORRIS: Right.

14                  MR. QUARELS: So I just want  
15                  to make sure that's not an issue  
16                  as we -- as we try to move forward  
17                  through the state here.

18                  ALJ MORRIS: Well, we're going  
19                  to -- we're going to get to that  
20                  as I come to the financials,  
21                  though.

22                  MR. QUARELS: Sure.

23                  ALJ MORRIS: I see you've got

1           the balance sheet for A2D and  
2           income statement, and that  
3           looks -- that looks fine. And  
4           then what appears to be -- I would  
5           assume are some projections that  
6           you've made for the Alabama  
7           operation?

8           MR. QUARELS: That's correct.

9           ALJ MORRIS: Since you don't  
10          currently have any operations, I'm  
11          assuming -- and correct me if this  
12          is an inaccurate assumption --  
13          that Ecommunity Broadband is  
14          currently either not capitalized  
15          or minimally capitalized at this  
16          point?

17          MR. QUARELS: It is  
18          capitalized enough to fund this --  
19          fund the current build that I  
20          mentioned, the 20 mile. So it is  
21          sitting on -- with cash and/or  
22          assets, which we've already  
23          purchased.

1                   ALJ MORRIS: And it is the --  
2                   is this A2D, Incorporated -- is  
3                   that a consolidated balance sheet  
4                   of all the operations that would  
5                   include Ecommunity, or is it just  
6                   a stand-alone?

7                   MR. QUARELS: That's a  
8                   stand-alone.

9                   ALJ MORRIS: That's a  
10                  stand-alone. Okay.

11                  MR. QUARELS: And the  
12                  projections you see, I mean, if I  
13                  may note, are based on -- one,  
14                  there is -- there is an actual  
15                  contract with Tuskegee for that --  
16                  so there is -- you know, it's not  
17                  all projection. Some of it is  
18                  based upon actual contracts.

19                  ALJ MORRIS: An actual  
20                  contract?

21                  MR. QUARELS: Yeah, that's  
22                  correct.

23                  ALJ MORRIS: Could you

1           provide -- and, again, it can be  
2           kind of like this A2D. It doesn't  
3           have to be -- I know it's a  
4           private company. Sometimes we're  
5           hesitant to get all your  
6           information out there in the  
7           public domain.

8                       But would it be possible  
9           to get a -- just a separate -- and  
10          it can be, again, a very  
11          high-level balance sheet picture  
12          for the subsidiary?

13                   MR. QUARELS: For ECBI?

14                   ALJ MORRIS: Yeah.

15                   MR. QUARELS: Yes. Are you  
16          sure that's not -- I forget. I  
17          left that.

18                   ALJ MORRIS: Well, what I'm  
19          seeing here in the record is an  
20          A2D, Inc., balance sheet as of  
21          October 31, 2014, and A2D, Inc.,  
22          income statement October 31, 2014,  
23          and then some --

1                   MR. QUARELS: If you don't  
2                   mind, what you show on the record  
3                   for the 2014 income, what's the --  
4                   what's the net profit at the  
5                   bottom?

6                   ALJ MORRIS: On the income --  
7                   net income was a minus 497,564.

8                   MR. QUARELS: Okay. That was  
9                   -- that would be -- yeah. Yes.

10                  ALJ MORRIS: Yeah.

11                  MR. QUARELS: I just wanted to  
12                  make sure. Okay.

13                  ALJ MORRIS: Yeah. And then  
14                  there's some stuff -- appears to  
15                  be -- let's see -- some figures  
16                  related to the network expansion.  
17                  Out-of-pocket costs, annual  
18                  operating expenses --

19                  MR. QUARELS: Okay. Yeah.

20                  ALJ MORRIS: -- and some  
21                  information about the office space  
22                  in Marietta. And then the  
23                  projections on the -- and, again,



1           you specifically list on this one  
2           Tuskegee University under  
3           enterprise transport revenue, and  
4           there's some figures for carrier  
5           transport revenue and expenses.

6           MR. QUARELS: Yeah. I can  
7           provide the balance sheet.

8           ALJ MORRIS: That appears to  
9           be -- that appears to be a  
10          projection for the -- for the --

11          MR. QUARELS: ECBI.

12          ALJ MORRIS: Yeah, ECBI.

13          MR. QUARELS: That's correct.  
14          That's correct.

15          ALJ MORRIS: Yeah. So if you  
16          could provide the Alabama articles  
17          of organization for ECBI --

18          MR. QUARELS: ECBI.

19          ALJ MORRIS: -- and the  
20          financial statements for ECBI.

21          MR. QUARELS: Sounds good.

22          ALJ MORRIS: And that's all I  
23          think we need.

1                   Is there anything else  
2                   you need, Ms. Conway?

3                   MS. CONWAY: I don't need  
4                   anything else.

5                   ALJ MORRIS: That would be all  
6                   we will need to move this forward.  
7                   If you can get that in the next  
8                   couple of days. I'm pretty sure  
9                   we can get this on the docket for  
10                  the February Commission meeting  
11                  for approval.

12                  MR. QUARELS: Do I still have  
13                  to come back for the --

14                  ALJ MORRIS: No. No, you  
15                  don't have to come back for that.

16                  MR. QUARELS: Oh, okay.

17                  ALJ MORRIS: And you can file  
18                  those documents --

19                         What's the best way for  
20                         them to do that? Directly to you  
21                         or through Walter or -- probably  
22                         through Walter, through the  
23                         secretary's office.

1 MS. CONWAY: Yeah, through the  
2 secretary's office, like you have  
3 filed everything else.

4 MR. QUARELS: Okay. If I may  
5 ask if there's any current -- as  
6 it stands, currently ALDOT is  
7 holding, of course, our permits  
8 until we have the certification  
9 done. If there's any -- some sort  
10 of transmittal or something that I  
11 could get sooner than February to  
12 indicate -- I don't know if that's  
13 a good question.

14 ALJ MORRIS: Well, yeah. It  
15 has to be approved by the  
16 Commission. And the next  
17 Commission meeting is -- I believe  
18 it's on the 3rd of February, the  
19 first Tuesday.

20 MS. CONWAY: It's the first  
21 Tuesday, whatever that is in  
22 February.

23 ALJ MORRIS: Yeah. February

1           3rd. That's going to be the  
2           earliest date that it would be up  
3           for approval. So that's, what, in  
4           about two and a half, three weeks?  
5           So that's -- they only meet once a  
6           month.

7           MR. QUARELS: Understood.

8           ALJ MORRIS: Anything else you  
9           have, Mr. Quarels, before we  
10          adjourn? I think we've got  
11          everything on our end that we  
12          need.

13          Okay. With that, we will  
14          take this under advisement, and  
15          this hearing is concluded. Thank  
16          you very much.

17          MR. QUARELS: Thank you.

18                 (The proceedings concluded at  
19                 10:33 a.m.)

20

21

22

23

## 1 REPORTER'S CERTIFICATE

2 STATE OF ALABAMA

3 MONTGOMERY COUNTY

4 I, Gwendolyn P. Timbie, Certified  
5 Court Reporter and Commissioner for the  
6 State of Alabama at Large, hereby certify  
7 that on Wednesday, January 14, 2015, I  
8 reported the PROCEEDINGS in the matter of  
9 the foregoing cause, and that pages 2  
10 through 36 contain a true and accurate  
11 transcription of said proceedings.

12 I further certify that I am neither  
13 kin nor of counsel to the parties to said  
14 cause, nor in any manner interested in the  
15 results thereof.

16 This 26th day of January 2015.

17

18 /s/Gwendolyn P. Timbie  
19 GWENDOLYN P. TIMBIE, COURT REPORTER  
20 And Commissioner for the  
State of Alabama at Large  
CCR 172, Expires 9/30/15

21 MY COMMISSION EXPIRES: 3/10/17

22

23

**WORD INDEX**

<p>&lt; 1 &gt;  <b>10</b> 37:21  <b>10:05</b> 1:19  <b>10:33</b> 36:19  <b>100</b> 1:16 2:4  <b>10-by-10</b> 15:17  <b>11</b> 7:20  <b>14</b> 1:18 2:11 37:7  <b>15</b> 37:20  <b>15th</b> 3:2  <b>15-year</b> 10:11  <b>17</b> 37:21  <b>172</b> 37:20</p> <p>&lt; 2 &gt;  <b>2</b> 37:9  <b>20</b> 29:20  <b>2005</b> 5:19, 19 6:13  <b>2008</b> 5:20 6:16  7:19 14:8  <b>2009</b> 8:5  <b>2010</b> 7:20  <b>2014</b> 2:23 3:2  31:21, 22 32:3  <b>2015</b> 1:18 2:11  37:7, 16  <b>20-mile</b> 16:15  <b>24</b> 19:6, 8  <b>26th</b> 37:16</p> <p>&lt; 3 &gt;  <b>3</b> 37:21  <b>30</b> 23:20 37:20  <b>30303</b> 3:18  <b>31</b> 31:21, 22  <b>32291</b> 1:5 2:12  <b>36</b> 37:10  <b>36104</b> 2:5  <b>3rd</b> 35:18 36:1</p> <p>&lt; 4 &gt;  <b>497,564</b> 32:7</p> <p>&lt; 5 &gt;  <b>55</b> 3:16 13:10  14:19  <b>5th</b> 2:23</p>	<p>&lt; 7 &gt;  <b>7</b> 19:6, 8</p> <p>&lt; 9 &gt;  <b>9</b> 37:20  <b>900</b> 3:17 13:11  <b>99</b> 23:1</p> <p>&lt; A &gt;  <b>a.m</b> 1:19 36:19  <b>A2D</b> 1:5 2:13  3:13 5:20 6:14  10:16 21:15 26:12  27:13, 14 28:3  29:1 30:2 31:2, 20,  21  <b>absolutely</b> 20:13  21:8 23:23 24:5  26:4  <b>access</b> 7:5, 11 26:3  <b>accurate</b> 37:10  <b>actual</b> 7:12 30:14,  18, 19  <b>add</b> 19:10  <b>additional</b> 13:15  <b>address</b> 3:9, 14, 15,  16  <b>adjourn</b> 36:10  <b>Administrative</b>  1:13, 15 13:18  <b>advisement</b> 36:14  <b>aerial</b> 11:14  <b>agreement</b> 14:10  <b>agreements</b> 9:3  14:15  <b>ALABAMA</b> 1:1, 2,  5, 17, 21 2:4, 5, 15,  20 8:15 13:6 15:9,  12 16:11 20:9  21:11 26:15, 23  27:17 29:6 33:16  37:2, 6, 19  <b>ALDOT</b> 16:16  35:6  <b>aligned</b> 20:17  <b>ALJ</b> 2:10 3:19, 23  4:5, 14 5:15 12:5  25:1 26:5, 8, 18, 20  27:9, 14, 19 28:1, 9,</p>	<p>13, 18, 23 29:9  30:1, 9, 19, 23  31:14, 18 32:6, 10,  13, 20 33:8, 12, 15,  19, 22 34:5, 14, 17  35:14, 23 36:8  <b>Alsobrook</b> 6:5  <b>amount</b> 16:22  <b>annual</b> 32:17  <b>answer</b> 15:15  <b>Antwon</b> 6:5  <b>anymore</b> 13:7  <b>appearance</b> 4:3  <b>APPEARANCES</b>  2:1 3:6  <b>appears</b> 26:13  29:4 32:14 33:8, 9  <b>applicant</b> 2:12 3:7  <b>APPLICATION</b>  1:5 2:17, 21 4:18  12:11  <b>approval</b> 2:16  34:11 36:3  <b>approved</b> 16:17  35:15  <b>approximately</b> 1:18  5:20 13:12  <b>area</b> 9:8  <b>areas</b> 8:14 11:17  17:8 20:10  <b>articles</b> 26:11, 21  27:2, 11, 15 33:16  <b>asset</b> 7:9, 10 9:22  10:5  <b>asset-based</b> 28:11  <b>assets</b> 29:22  <b>assistant</b> 13:19  <b>assume</b> 29:5  <b>assuming</b> 29:11  <b>assumption</b> 29:12  <b>Atlanta</b> 3:16, 17  14:19 19:19  <b>Auburn</b> 17:9  <b>authorized</b> 13:21</p> <p>&lt; B &gt;  <b>back</b> 34:13, 15  <b>background</b> 5:18  6:2, 3 9:17</p>	<p><b>balance</b> 29:1 30:3  31:11, 20 33:7  <b>Baldwin</b> 17:16  <b>based</b> 20:5 30:13,  18  <b>basically</b> 22:13  <b>basis</b> 6:19 7:22  17:12 23:19  <b>believe</b> 11:21 20:2  35:17  <b>benefit</b> 19:23  <b>best</b> 34:19  <b>better</b> 15:15, 15  <b>beyond</b> 20:13 21:2  <b>bit</b> 9:13 10:1 11:9  <b>books</b> 13:8  <b>bottom</b> 32:5  <b>break</b> 19:1, 11, 15  20:1, 1, 6  <b>brief</b> 4:16  <b>bring</b> 12:2 23:5  <b>BROADBAND</b> 1:5  2:14 26:22 27:17  29:13  <b>brought</b> 10:16  <b>build</b> 29:19  <b>Building</b> 1:16 2:5  6:17 7:9, 10 8:17  <b>built</b> 7:3 8:7 9:7  11:5 23:15  <b>business</b> 2:13 3:9  11:15 26:15 27:7,  10 28:7</p> <p>&lt; C &gt;  <b>call</b> 12:15 18:13,  19 19:17  <b>calls</b> 18:8  <b>campus</b> 7:22 20:23  <b>capitalized</b> 29:14,  15, 18  <b>care</b> 4:10 24:11  <b>Carl</b> 1:14  <b>carrier</b> 7:4 8:18,  23 9:20 12:3, 4  14:16 22:9, 14, 16,  17 23:5 24:18  25:22 33:4</p>
---	--	---	--

**carriers** 9:1 17:5,  
 6 18:3, 4 19:14  
 22:2 23:3  
**carrier's** 7:4, 11, 17  
 8:18 9:20 24:18  
**case** 17:22  
**cash** 29:21  
**cause** 37:9, 14  
**CCR** 37:20  
**center** 20:9, 23  
**central** 21:7  
**CenturyLink** 9:5  
 14:21 15:6  
**CEO** 9:15  
**certain** 8:14 11:16  
**CERTIFICATE**  
 1:5 2:17 14:6  
 37:1  
**certificated** 14:1  
**certification** 35:8  
**Certified** 1:20 37:4  
**certify** 37:6, 12  
**CH2M** 6:7  
**change** 12:19  
 25:20  
**charging** 7:11  
**Chief** 1:14 3:12  
 10:19  
**circuits** 10:23  
 14:17, 23 22:5  
**City** 17:3, 4, 10, 13  
 20:16  
**civil** 9:17  
**clarify** 22:4  
**CLEC** 14:4  
**client** 6:19, 19  
**college** 6:6  
**Colo** 14:18  
**Comcast** 24:13  
**come** 4:6 10:8  
 19:18 28:20 34:13,  
 15  
**commencing** 1:18  
**COMMISSION**  
 1:1 2:2, 4 24:2, 20  
 34:10 35:16, 17  
 37:21  
**Commissioner** 1:21  
 37:5, 19

**communications**  
 9:4  
**companies** 10:14  
 14:11 15:2 19:13  
**company** 3:10  
 4:21, 22 5:18 6:14,  
 16, 21 13:4, 8, 13  
 19:12, 20 31:4  
**complaint** 12:16  
**complaints** 24:8, 13  
**Complex** 1:15  
**computer** 18:5  
**concerned** 9:21  
 10:2, 4  
**concluded** 36:15, 18  
**conduit** 16:4, 7  
**connect** 25:5  
**consider** 10:21  
**considered** 18:14  
**consolidated** 30:3  
**construction** 5:21  
 9:19  
**consultant** 5:22  
**contact** 12:12  
 18:10 21:10, 20  
**contain** 37:10  
**contract** 19:11  
 22:16 23:11 30:15,  
 20  
**contractor** 5:22  
**contractors** 21:17  
 23:12  
**contracts** 8:21 9:1  
 23:20 30:18  
**CONVENIENCE**  
 1:8 2:18  
**Conway** 2:3 3:22,  
 22 4:1, 12 5:3  
 12:5, 8 24:16 25:9,  
 14, 18 26:2, 6 34:2,  
 3 35:1, 20  
**copy** 27:2  
**corporate** 6:2  
**correct** 15:10  
 18:12 19:8 22:3  
 25:13, 17, 23 26:1,  
 17, 18 29:8, 11  
 30:22 33:13, 14  
**costs** 32:17  
**counsel** 37:13

**County** 16:12, 19  
 17:11, 12, 15, 16, 17,  
 17 20:14, 14 21:3  
 37:3  
**couple** 34:8  
**course** 6:11 35:7  
**Court** 1:20 37:5,  
 18  
**cover** 9:14  
**covers** 11:7  
**crash** 8:4, 5  
**create** 28:8  
**current** 25:6  
 29:19 35:5  
**currently** 13:4, 16,  
 20, 23 16:12 17:1,  
 20 20:12 29:10, 14  
 35:6  
**customer** 7:16, 17  
 12:3, 4 17:2, 19, 21  
 23:3, 5  
**customers** 7:12  
 10:3 18:8, 9  
  
**< D >**  
**Dallas** 17:11, 15  
**Daryl** 2:5 3:12  
 5:10  
**data** 8:22 16:22  
 22:18  
**date** 2:10 36:2  
**day** 37:16  
**days** 23:21 34:8  
**dealing** 25:15, 22  
**December** 2:22 3:1  
**decided** 6:12, 16  
**definitely** 21:2  
**deliver** 9:7 17:7  
**deployed** 11:5  
 19:21  
**deployments** 7:21  
**design** 5:21 6:8, 10  
**designing** 7:10  
**details** 16:9 21:20  
**development** 9:18  
**developments** 7:23  
 8:6  
**different** 7:7 8:23  
 10:2, 13 28:8

**directly** 7:15 22:7  
 25:15 34:20  
**discussion** 8:20  
**discussions** 17:18  
 21:5  
**Division** 2:3  
**DOCKET** 1:5  
 2:12 34:9  
**documents** 34:18  
**doing** 2:13 26:14  
**domain** 31:7  
**drawing** 16:17  
**duly** 5:11  
  
**< E >**  
**earlier** 14:13 23:7  
**earliest** 36:2  
**ECBI** 31:13 33:11,  
 12, 17, 18, 20  
**ECOMMUNITY**  
 1:5 2:14 26:22  
 27:17 29:13 30:5  
**economics** 17:13  
**educated** 6:6  
**either** 29:14  
**employ** 19:12  
**employed** 13:13  
**employees** 13:12, 15  
**engage** 22:15 23:4  
**engagement** 23:2  
**engaging** 22:7  
**engineering** 9:17  
**enter** 4:3  
**entered** 14:9, 14  
**enterprise** 22:8  
 33:3  
**equipment** 15:12  
 16:6 21:10, 18  
**establish** 14:16  
**established** 14:18  
**estate** 9:18  
**Evans** 1:14  
**EXAMINATION**  
 12:7  
**Excuse** 13:19  
 20:22  
**executives** 6:4  
**existing** 11:17  
 15:20  
**ex-military** 10:20

<p><b>expansion</b> 17:3, 4 32:16</p> <p><b>expenses</b> 32:18 33:5</p> <p><b>experience</b> 4:19, 20, 21 9:15 10:15 11:4, 8</p> <p><b>Expires</b> 37:20, 21</p> <p><b>extend</b> 22:13</p> <p><b>extension</b> 25:4</p> <p><b>eye'd</b> 17:9</p> <p>&lt; F &gt;</p> <p><b>facilities</b> 15:11, 23 21:21</p> <p><b>familiar</b> 24:2</p> <p><b>far</b> 11:4 21:20 23:17</p> <p><b>fast-forwarding</b> 8:13</p> <p><b>February</b> 34:10 35:11, 18, 22, 23</p> <p><b>fee</b> 7:12</p> <p><b>feel</b> 8:15</p> <p><b>fees</b> 24:4</p> <p><b>fiber</b> 5:23 6:1, 17 8:17 11:11, 21 14:7 15:8, 9 16:4, 8 19:23 20:5</p> <p><b>figures</b> 32:15 33:4</p> <p><b>file</b> 24:20, 21 27:20 34:17</p> <p><b>filed</b> 2:22 12:18 27:16 35:3</p> <p><b>finance</b> 7:1</p> <p><b>financial</b> 3:13 8:5 26:10 33:20</p> <p><b>financials</b> 28:20</p> <p><b>financing</b> 6:23 10:7</p> <p><b>fine</b> 29:3</p> <p><b>firm</b> 6:9</p> <p><b>first</b> 3:6 5:8, 11 35:19, 20</p> <p><b>five</b> 13:16, 17</p> <p><b>fix</b> 19:1, 5, 11, 15 20:6 23:13</p> <p><b>fixed</b> 23:19</p> <p><b>follows</b> 5:14</p>	<p><b>footprint</b> 19:18</p> <p><b>foregoing</b> 37:9</p> <p><b>forget</b> 31:16</p> <p><b>form</b> 9:2 20:21</p> <p><b>forth</b> 6:11 11:6</p> <p><b>forward</b> 4:7 28:16 34:6</p> <p><b>four</b> 13:14</p> <p><b>fourth</b> 10:17</p> <p><b>frankly</b> 8:9</p> <p><b>fully</b> 8:7</p> <p><b>fund</b> 29:18, 19</p> <p><b>fundamentally</b> 11:10 28:12</p> <p><b>further</b> 37:12</p> <p>&lt; G &gt;</p> <p><b>gentleman</b> 10:17</p> <p><b>Georgia</b> 3:18 13:23 14:2, 3, 7 19:19 24:6 27:11</p> <p><b>getting</b> 23:3</p> <p><b>give</b> 4:15 16:9</p> <p><b>go</b> 4:11, 13 10:3 11:13 16:4 19:4 20:13 21:2 22:23 23:12</p> <p><b>goes</b> 17:22 23:9</p> <p><b>going</b> 4:15 5:4 7:23 10:6 11:23 17:16 25:11, 14, 21 26:14 28:18, 19 36:1</p> <p><b>good</b> 24:15 33:21 35:13</p> <p><b>Gray</b> 10:18</p> <p><b>great</b> 20:7</p> <p><b>grow</b> 20:10</p> <p><b>guess</b> 9:12 11:8 15:14 25:3</p> <p><b>Gwendolyn</b> 1:19 37:4, 18, 18</p> <p>&lt; H &gt;</p> <p><b>half</b> 36:4</p> <p><b>handholds</b> 16:1, 2, 8</p> <p><b>handled</b> 24:11</p> <p><b>Hearing</b> 1:15 3:1 36:15</p>	<p><b>hesitant</b> 31:5</p> <p><b>Hey</b> 18:20</p> <p><b>high-level</b> 31:11</p> <p><b>Hill</b> 6:7</p> <p><b>hiring</b> 21:17</p> <p><b>history</b> 6:7</p> <p><b>holding</b> 35:7</p> <p><b>home</b> 3:15</p> <p><b>Honorable</b> 1:13</p> <p><b>hope</b> 12:2 21:3</p> <p><b>hub</b> 14:20</p> <p><b>hut</b> 15:19</p> <p>&lt; I &gt;</p> <p><b>identified</b> 8:14</p> <p><b>immediately</b> 16:13</p> <p><b>inaccurate</b> 29:12</p> <p><b>inches</b> 20:3</p> <p><b>include</b> 30:5</p> <p><b>income</b> 9:23 10:6 29:2 31:22 32:3, 6, 7</p> <p><b>INCORPORATED</b> 1:5 2:13 3:14 26:13 30:2</p> <p><b>incorporation</b> 26:12 27:12</p> <p><b>indicate</b> 35:12</p> <p><b>industry</b> 4:23 7:8 10:12</p> <p><b>information</b> 31:6 32:21</p> <p><b>INFRASTRUCTUR</b></p> <p><b>E</b> 1:5 2:15 9:9, 10 11:18 26:23</p> <p><b>initial</b> 20:15</p> <p><b>ins</b> 21:21</p> <p><b>inside</b> 10:21</p> <p><b>inspection</b> 24:3</p> <p><b>install</b> 21:18, 18</p> <p><b>installed</b> 21:11, 22</p> <p><b>instance</b> 22:5 25:2</p> <p><b>intend</b> 21:23</p> <p><b>inter</b> 15:19</p> <p><b>interacting</b> 7:15</p> <p><b>interactive</b> 7:14</p> <p><b>interconnect</b> 14:20 15:18, 20 16:2</p> <p><b>interconnected</b> 14:21 18:3</p>	<p><b>interconnection</b> 14:10 18:11</p> <p><b>interest</b> 20:18, 18</p> <p><b>interested</b> 37:14</p> <p><b>interface</b> 18:5, 5</p> <p><b>intervention</b> 3:3</p> <p><b>invest</b> 12:1</p> <p><b>investing</b> 8:16</p> <p><b>IP</b> 11:11, 21</p> <p><b>issue</b> 28:15</p> <p><b>issues</b> 12:16</p> <p>&lt; J &gt;</p> <p><b>Janet</b> 2:3 3:22 27:5</p> <p><b>January</b> 1:17 2:11 37:7, 16</p> <p><b>Jerrald</b> 10:10, 10 11:2 12:12 15:14 21:15, 19</p> <p><b>Jr</b> 2:5 3:12 5:10</p> <p><b>Judge</b> 1:14, 15 24:17</p> <p>&lt; K &gt;</p> <p><b>Keith</b> 2:5 3:11 5:10 9:16</p> <p><b>kin</b> 37:13</p> <p><b>kind</b> 8:12 31:2</p> <p><b>know</b> 9:12 10:15 12:17 15:4 16:1 17:6, 22 18:9 23:8, 9 27:4, 6, 7 30:16 31:3 35:12</p> <p><b>knowing</b> 21:20</p> <p>&lt; L &gt;</p> <p><b>Large</b> 1:22 7:23 8:2, 3, 21 22:5, 8 37:6, 19</p> <p><b>Law</b> 1:13, 15</p> <p><b>left</b> 10:14 31:17</p> <p><b>level</b> 9:4 14:11 18:21 19:2</p> <p><b>license</b> 14:4 27:8, 10</p> <p><b>lift</b> 14:23</p> <p><b>likes</b> 9:3</p> <p><b>list</b> 5:4 33:1</p> <p><b>listed</b> 12:11</p>
---	--	---	---



<p><b>little</b> 9:13 10:1 11:9 <b>LLC</b> 1:5 2:15 26:16 28:8 <b>local</b> 3:15 19:12, 20 21:17 <b>locally</b> 19:15 <b>locate</b> 20:1 <b>location</b> 8:23 21:7 22:14 <b>locations</b> 16:10 21:6 <b>log</b> 18:6 <b>long</b> 14:1 <b>look</b> 17:12 21:4 22:6 <b>looking</b> 4:19 11:16 26:8 <b>looks</b> 29:3, 3 <b>lot</b> 4:18 11:3 28:3 <b>loved</b> 24:13</p> <p>&lt; M &gt; <b>ma'am</b> 24:10 <b>Macon</b> 16:12, 19, 19 17:15 20:14 21:3 <b>main</b> 17:2 <b>maintained</b> 13:9, 10 <b>maintenance</b> 23:11 <b>major</b> 6:20 24:8 <b>man</b> 22:20, 21 25:12 <b>management</b> 9:19 <b>manager</b> 5:21 <b>manned</b> 19:6 <b>manner</b> 37:14 <b>Marietta</b> 3:16 13:10 14:19 32:22 <b>master</b> 9:2 14:15 <b>matter</b> 3:4 6:23 37:8 <b>mean</b> 12:14 19:6 30:12 <b>meaning</b> 7:22 <b>meet</b> 36:5 <b>meeting</b> 34:10 35:17 <b>members</b> 10:9</p>	<p><b>mentioned</b> 9:15 14:13 15:3 29:20 <b>middle</b> 22:20, 21 25:12 <b>mile</b> 29:20 <b>mind</b> 32:2 <b>minimally</b> 29:15 <b>minus</b> 32:7 <b>mistaken</b> 27:23 <b>misunderstood</b> 20:11 <b>model</b> 7:1, 3 28:7 <b>money</b> 8:16 10:5 12:1 <b>monitoring</b> 11:1 19:9 <b>MONTGOMERY</b> 1:2, 17 2:5 21:6 37:3 <b>month</b> 36:6 <b>Morris</b> 1:13 2:10 3:19, 23 4:5, 14 5:15 12:5 24:18 25:1 26:5, 8, 18, 20 27:9, 14, 19 28:1, 9, 13, 18, 23 29:9 30:1, 9, 19, 23 31:14, 18 32:6, 10, 13, 20 33:8, 12, 15, 19, 22 34:5, 14, 17 35:14, 23 36:8 <b>move</b> 22:18 28:16 34:6</p> <p>&lt; N &gt; <b>name</b> 3:8, 11 10:18 <b>nationally-known</b> 6:8 <b>nature</b> 20:19 <b>NECESSITY</b> 1:8 2:18 24:23 <b>need</b> 4:9 5:8 16:22, 23 25:7 33:23 34:2, 3, 6 36:12 <b>needs</b> 4:3 <b>negotiation</b> 23:17 <b>neither</b> 37:12 <b>net</b> 32:4, 7</p>	<p><b>network</b> 9:6 11:1, 20 20:22 22:14 23:15 32:16 <b>networking</b> 10:22 <b>networks</b> 5:23 6:1, 17 8:8, 10, 18 <b>NOC</b> 20:22 <b>node</b> 15:18 <b>nodes</b> 15:16 <b>North</b> 1:16 2:4 <b>Notasulga</b> 17:5 <b>note</b> 19:10 30:13 <b>notice</b> 2:23 <b>number</b> 17:20, 21</p> <p>&lt; O &gt; <b>October</b> 31:21, 22 <b>office</b> 20:21 32:21 34:23 35:2 <b>officer</b> 3:13 10:19 <b>officers</b> 4:20 <b>Oh</b> 15:6 20:4, 11 21:13 23:14 34:16 <b>Okay</b> 5:15 13:3 15:21 19:3, 22 21:15 22:22 26:5, 7 27:6, 18 30:10 32:8, 12, 19 34:16 35:4 36:13 <b>once</b> 36:5 <b>ones</b> 15:3, 4 <b>open</b> 7:5 <b>operating</b> 14:6 24:7 32:18 <b>operation</b> 20:23 29:7 <b>operations</b> 29:10 30:4 <b>opportunity</b> 4:16 <b>organization</b> 26:21 27:16 33:17 <b>organizational</b> 26:9, 10 <b>outcome</b> 16:17 <b>Out-of-pocket</b> 32:17 <b>outs</b> 21:21 <b>outside</b> 11:3 15:22 16:7</p>	<p><b>overseeing</b> 21:12, 14 <b>owning</b> 6:17</p> <p>&lt; P &gt; <b>pack</b> 27:3 <b>pages</b> 37:9 <b>parent</b> 26:12 <b>part</b> 28:6 <b>particular</b> 6:22 <b>particularly</b> 5:1 <b>parties</b> 37:13 <b>pending</b> 16:17 <b>percent</b> 23:2 <b>per-fix</b> 23:19 <b>permit</b> 16:15 <b>permits</b> 35:7 <b>permitted</b> 16:14 <b>person</b> 12:14 21:12, 16 <b>phone</b> 19:16 <b>physical</b> 16:1 18:21 19:2 <b>physically</b> 11:5 19:19 21:14, 17 <b>picture</b> 31:11 <b>place</b> 15:12 <b>plan</b> 11:15 15:7, 7 16:10 20:8, 15 23:1 <b>plant</b> 10:22 11:3 <b>point</b> 6:20 13:13 15:20 21:9, 10, 19 22:15 23:14 29:16 <b>possible</b> 11:13 31:8 <b>posthearing</b> 27:20 <b>potentially</b> 20:15 <b>preliminary</b> 4:9 21:5 <b>premise</b> 7:13 16:5 17:2 <b>PRESENT</b> 2:5 <b>presentation</b> 4:17 <b>pretty</b> 9:12 34:8 <b>price</b> 23:19 <b>pricing</b> 23:18 <b>primary</b> 12:12 <b>private</b> 7:22 16:7 31:4</p>
---	---	---	--

<p>probably 12:21 15:14 34:21</p> <p>problem 12:15 13:2 17:23 18:16 23:13 25:19 27:21</p> <p>problems 18:7 23:8 24:8</p> <p><b>PROCEEDINGS</b> 1:12 36:18 37:8, 11</p> <p>producing 9:23 10:6</p> <p>profit 32:4</p> <p>project 8:3</p> <p>projection 30:17 33:10</p> <p>projections 29:5 30:12 32:23</p> <p>property 16:7</p> <p>proposals 23:16, 17</p> <p>provide 5:3 13:21 14:8 18:14 22:1 27:1 31:1 33:7, 16</p> <p>provided 27:7, 9, 10</p> <p>provider 25:6</p> <p>providing 13:4 14:7 25:3 26:3</p> <p>provisioning 10:23</p> <p><b>PUBLIC</b> 1:1, 5 2:2, 4, 18 31:7</p> <p>published 3:1</p> <p>purchased 29:23</p> <p>push 16:23 17:5, 5 22:7</p> <p>put 15:8</p> <p>&lt; Q &gt;</p> <p><b>Quarels</b> 2:5 3:11, 12, 20 4:15 5:10, 17 9:16 12:9 25:13, 17, 23 26:4, 17, 19 27:6, 13, 18, 21 28:5, 10, 14, 22 29:8, 17 30:7, 11, 21 31:13, 15 32:1, 8, 11, 19 33:6, 11, 13, 18, 21 34:12, 16 35:4 36:7, 9, 17</p> <p>question 20:12 35:13</p>	<p>questions 5:4 24:17</p> <p>quick 20:6</p> <p>quite 8:8</p> <p>&lt; R &gt;</p> <p>rarely 23:4</p> <p>ready 4:10, 12</p> <p>real 9:18</p> <p>really 17:11</p> <p>receive 18:13</p> <p>receiving 18:8</p> <p>record 4:5 21:23 22:4 23:1 28:6 31:19 32:2</p> <p>records 13:9</p> <p><b>Rector</b> 10:10 12:12 21:16, 19</p> <p>reflect 4:6</p> <p>regulation 12:16</p> <p>related 7:8 32:16</p> <p>relationship 3:10</p> <p>relative 8:1</p> <p>repair 19:11, 16</p> <p>reported 1:19 37:8</p> <p><b>Reporter</b> 1:20 37:5, 18</p> <p><b>REPORTER'S</b> 37:1</p> <p>reports 12:17</p> <p>request 23:6</p> <p>require 14:3</p> <p>required 24:19</p> <p>resell 14:10</p> <p>response 4:4 18:15</p> <p>results 37:15</p> <p>revenue 33:3, 5</p> <p>review 24:22</p> <p>right 4:14 18:22 23:21 28:9, 13</p> <p>roads 8:1</p> <p><b>Rodney</b> 10:18</p> <p>route 16:15</p> <p>routes 15:13</p> <p><b>RSA</b> 1:16 2:5</p> <p>rules 24:3</p> <p>run 15:8</p> <p>running 8:8</p> <p>&lt; S &gt;</p>	<p>saying 23:1</p> <p>scheduled 11:6</p> <p><b>Scott</b> 1:13</p> <p>secondary 20:22 22:10</p> <p>secretary 13:18</p> <p>secretary's 34:23 35:2</p> <p>secure 11:20</p> <p>see 11:19 26:11, 20 27:3 28:2, 23 30:12 32:15</p> <p>seeing 11:17 31:19</p> <p>seeking 2:16 5:2</p> <p><b>Selma</b> 17:10, 11</p> <p>sense 17:14</p> <p>separate 26:16 31:9</p> <p>serve 16:10</p> <p>served 5:20 17:1</p> <p><b>SERVICE</b> 1:1 2:2, 4 9:2 14:15 17:20, 21 19:14 20:9 22:12 25:19, 20</p> <p>services 2:19 5:1, 2 9:7 11:9 13:5, 22 14:8 15:5 17:7 22:1</p> <p>set 20:15</p> <p>sewer 6:1, 10</p> <p>sheet 29:1 30:3 31:11, 20 33:7</p> <p>show 32:2</p> <p>side 11:2 17:10 19:4 26:11</p> <p>sit 8:13, 20 15:18 16:1</p> <p>site 22:10</p> <p>sitting 29:21</p> <p>six 20:2</p> <p>sold 8:10</p> <p>somebody 19:7</p> <p>sooner 35:11</p> <p><b>Sorry</b> 13:1</p> <p>sort 35:9</p> <p>sounds 26:7 33:21</p> <p>source 19:15</p> <p>south 17:16</p> <p>space 32:21</p>	<p>speak 5:12</p> <p>specialty 6:9</p> <p>specific 14:17 16:9</p> <p>specifically 33:1</p> <p>spend 10:5</p> <p>staff 3:21</p> <p>stand-alone 30:6, 8, 10</p> <p>standing 20:21</p> <p>stands 35:6</p> <p>start 6:14, 16 16:13 18:7</p> <p>started 12:6</p> <p>starting 3:6 6:4</p> <p><b>State</b> 1:21 2:20 3:8 11:22 15:1, 9 24:6 28:17 37:2, 6, 19</p> <p>statement 29:2 31:22</p> <p>statements 33:20</p> <p>states 13:20</p> <p>strategic 16:20</p> <p><b>Street</b> 1:16 2:4 3:17 13:11</p> <p>streets 8:1</p> <p>stuff 28:3 32:14</p> <p>subdivision 8:2</p> <p>submitted 16:15</p> <p>subsidiary 26:16 31:12</p> <p><b>Suite</b> 3:17 13:11</p> <p>supervision 24:3</p> <p><b>Sure</b> 5:17 16:12 28:15, 22 31:16 32:12 34:8</p> <p>sustainable 8:9</p> <p>swear 5:9</p> <p>sworn 5:12</p> <p>system 17:22 18:1 23:9</p> <p>systems 6:10</p> <p>&lt; T &gt;</p> <p>take 4:10 36:14</p> <p>taken 10:15 24:11</p> <p>talking 15:17 23:7</p> <p>talks 20:20</p> <p>tariff 24:19, 21</p>
---	--	---	---

**technology** 10:19  
**telecom** 10:12, 13  
**telecommunication**  
 2:19 13:5, 21 22:2

### **Telecommunications**

2:3 4:23 6:13  
**term** 18:2  
**termed** 7:5  
**terms** 7:7  
**testified** 5:13  
**TESTIMONY** 1:12  
**Thank** 3:19, 23  
 5:15 36:15, 17  
**thereabouts** 21:1  
**thereof** 37:15  
**thing** 9:13  
**things** 4:9 20:19  
**think** 9:11 11:7  
 24:16 26:6 33:23  
 36:10  
**thinking** 12:21  
**thought** 27:22  
**thousand** 6:15  
**three** 9:4 18:19  
 21:7 36:4  
**three's** 14:12  
**tier** 18:14, 15, 17,  
 18, 18, 19  
**Timbie** 1:20 37:4,  
 18, 18  
**time** 6:22 13:14  
 21:10 23:14  
**today** 8:13  
**Today's** 2:10, 23  
 8:19  
**toll-free** 17:19, 21  
**top** 6:4  
**touch** 19:7  
**touched** 11:8  
**traffic** 22:9, 18  
**transcription** 37:11  
**transition** 6:12, 20  
**transmittal** 35:10  
**transport** 8:22  
 22:8 33:3, 5  
**troubles** 23:8  
**true** 37:10  
**truth** 5:12, 12, 13

**try** 28:16  
**Tuesday** 35:19, 21  
**Tuskegee** 16:20  
 17:4 20:16, 17  
 22:6 25:4, 16  
 30:15 33:2  
**two** 6:15 10:9  
 18:18 36:4  
**type** 13:5 14:9  
 16:6 20:8 21:9  
 23:11

### < U >

**U.S** 11:23  
**ultimately** 8:10  
**underground** 8:17  
 11:12  
**understood** 25:10  
 36:7  
**Union** 1:16, 16 2:4,  
 5  
**University** 16:21  
 20:17 22:6 25:5,  
 16 33:2  
**upgrade** 9:10  
 16:22  
**use** 9:6  
**users** 8:21  
**utility** 6:1, 8  
**utilize** 14:17  
**utilizing** 15:5

### < V >

**various** 7:6  
**veer** 11:14  
**versus** 6:18 17:13  
**veteran** 10:11  
**viable** 11:19 14:16  
**video** 22:12, 17  
**voice** 22:11, 12, 17

### < W >

**Walter** 34:21, 22  
**want** 8:22 9:9  
 17:6 25:19, 20  
 28:14  
**wanted** 32:11  
**water** 6:10  
**way** 25:9, 10 34:19

**Wednesday** 1:17  
 37:7  
**week** 16:16  
**weeks** 36:4  
**well** 7:20 11:9  
 14:3 16:14 17:18  
 22:3 23:14 24:15  
 25:9 28:18 31:18  
 35:14  
**We're** 4:12, 15, 18  
 7:13, 14, 17 11:11,  
 11, 12 15:17 22:12  
 28:18, 19 31:4  
**west** 17:10  
**We've** 7:6 8:14  
 14:6, 18, 20 16:14,  
 14 17:17 21:4  
 29:22 36:10  
**Windstream** 9:5  
 14:22 15:19  
**Windstreams** 14:12  
**witness** 5:11  
**work** 10:7  
**worked** 7:20 10:13  
**world** 11:22, 23  
**worth** 8:15  
**wow** 20:4  
**wrap** 5:6  
**written** 11:16  
**wrong** 18:23

### < Y >

**yeah** 12:20, 22  
 16:3 19:3 28:1  
 30:21 31:14 32:9,  
 10, 13, 19 33:6, 12,  
 15 35:1, 14, 23  
**years** 24:7