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COMMISSION CLERK

March 18, 2016

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

Re: INdigital, Inc. - Application Form for Authority to Provide Telecommunications Company Service within the State of Florida

To whom it may concern:

Please find attached INdigital, Inc.'s Application form requesting Authority to Provide Telecommunications Company Service within the State of Florida. INdigital Inc. d/b/a INdigital, specializes in providing advanced 9-1-1 Services such as text to 9-1-1, and IP based Emergency Services IP networks (ESInets) to 9-1-1 jurisdictions. ESInets are used to deliver voice, video, text and data to 9-1-1 call takers to aid and save time in the delivery of emergency response service.

Please feel free to call with any questions.

Sincerely,

Deborah Prather
Director Regulatory Affairs
INdigital
Ofc: 260-469-2143
Cell: 260-402-3718
Fax: 260-469-4329

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward deposit information to Records.

Initials of person who forwarded check:

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

FLORIDA PUBLIC SERVICE COMMISSION

OFFICE OF TELECOMMUNICATIONS

APPLICATION FORM FOR AUTHORITY TO PROVIDE TELECOMMUNICATIONS COMPANY SERVICE WITHIN THE STATE OF FLORIDA

Instructions

- A. This form is used as an application for an original certificate and for approval of transfer of an existing certificate. In the case of a transfer, the information provided shall be for the transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and one copy of this form along with a non-refundable application fee of **\$500.00** to:

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

- E. A filing fee of **\$500.00** is required for the transfer of an existing certificate to another company.
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission
Office of Telecommunications
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

1. 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 of authority rather than apply for a new certificate.

2. Name of company: INDIGITAL, INC

3. Name under which applicant will do business (fictitious name, etc.):

INdigital

4. Official mailing address:

Street/Post Office Box: 1616 Directors Row

City: Fort Wayne

State: IN

Zip: 46808

5. Florida address:

Street/Post Office Box: CT Corporation System 1200 South Pine Island Road

City: Plantation

State: Florida

Zip: 33324

6. Structure of organization:

- Individual
 Foreign Corporation
 General Partnership
 Other, please specify:

- Corporation
 Foreign Partnership
 Limited Partnership

If individual, provide:

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

7. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: **F15000004018**.
9. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is: **G16000023521**
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
11. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

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

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

13. Provide F.E.I. Number: 35-1957521

14. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Deborah
Title: Prather
Street Name & Number: 1616 Directors Row
Post Office Box: _____
City: Fort Wayne
State: IN
Zip: 46808
Telephone No.: 877-469-2010
Fax No.: 260-469-4329
E-Mail Address: dprather@indigital.net
Website Address: www.indigital.net

(b) Official point of contact for the ongoing operations of the company:

Name: Eric Hartman
Title: Vice President Business Development
Street Name & Number: 1616 Directors Row
Post Office Box: _____
City: Fort Wayne
State: IN
Zip: 46808
Telephone No.: 877-469-2010
Fax No.: 260-469-4329
E-Mail Address: ehartman@indigital.net
Website Address: www.indigital.net

(c) Where will you officially designate as your place of publicly publishing your schedule (a/k/a tariffs or price lists)?

Florida Public Service Commission

Website – Website address: www.indigital.net

Other – Please provide address: _____

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

Indiana, Illinois, Kentucky, Ohio, Michigan, New Hampshire

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

(c) is certificated to operate as a telecommunications company.

Indiana, Illinois, Kentucky, Ohio, Michigan, New Hampshire

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

N/A

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

In February 2008, INdigital failed to affix the proper signature to an FCC Filing, which resulted in a 3 month delay, and caused INdigital to be late in filing a CPNI Compliance certificate with the FCC. A judgment was entered against INdigital in February 2009, which included an involuntary forfeiture of \$3000.00.

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

Indiana Utility Regulatory Commission (IURC) cause numbers:

43499 – INdigital – ATT – final order issued February 2010

43277 – INdigital – VZ - resolved by arbitrated settlement agreement

42715 – INdigital – Sprint – resolved by arbitrated settlement agreement

Kentucky Public Service Commission Case Number:

Case No. 2009-00438 – INdigital – ATT Kentucky – interconnection order approved October 2010.

Civil Action No. 3:10-cv-00075-DCR AT&T vs. Kentucky PSC and Communications Venture Corp. Case withdrawn by AT&T.

16. Have any of the officers, directors, or any of the ten largest stockholders previously been:

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

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates). Yes No

If yes, provide explanation and list the certificate holder and certificate number.

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company. Yes No

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

17. Submit the following:

(a) **Managerial capability:** 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.

(b) **Technical capability:** 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.

(c) **Financial Capability:** applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

1. the balance sheet,
2. income statement, and
3. statement of retained earnings.

Note: *It is the applicant's burden to demonstrate that it possesses adequate managerial capability, technical capability, and financial capability. Additional supporting information can be supplied at the discretion of the applicant.*

THIS PAGE MUST BE COMPLETED AND SIGNED

REGULATORY ASSESSMENT FEE: I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

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

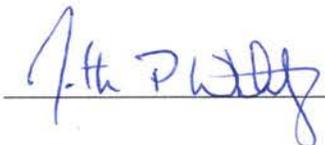
APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide telecommunications company 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 attest that 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 and orders.

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 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: Jon Whirlledge
Title: Chief Financial Officer
Telephone No.: 260-469-2010
E-Mail Address: jwhirlledge@indigital.net

Signature:  Date: 3/18/2016

CERTIFICATE TRANSFER

As current holder of Florida Public Service Commission Certificate Number _____, I have reviewed this application and join in the petitioner's request for a transfer of the certificate.

COMPANY OWNER OR OFFICER

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

Signature: _____ Date: _____

Managerial Capability

17. (a) **Managerial capability**: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

Please see attached resumes for:

Mark Grady

Jon Whirledge

Eric Hartman

Mark Grady

INdigital telecom
1616 Directors Row
Fort Wayne, IN 46808

W = 877-469-2010
M = 574-529-0519

mgrady@indigital.net
www.indigital.net



SUMMARY

I have been active in the independent telecom sector since 1982. In that time I have overseen the growth of New Paris Telephone (INdigital's parent company) and its related subsidiaries; lines of business; operating divisions and diversified investments.

During my career, I have founded five startup companies and several new lines of business. I have directly and indirectly guided, overseen and planned the growth of several existing lines of business.

I have overall accountability to the shareholders and co-workers of the company's lines of business. I report to the shareholders (many of whom are also co-workers) and the Board of Directors. I also serve as a Director, officer, or consultant to several other related investments and companies associated with NPT.

EXPERIENCE

Founder, INdigital telecom
Fort Wayne, IN 1997 - current

Accomplishments

- Established and created a multi-shareholder structure to develop diversified lines of business in the emerging technology sector of telecom.

TRAINING

In a 32 year telecom career, I have presented industry specific training on systems OA&M, Central Office technologies (transmission and switching) network and system design, cost study planning, rate study design and management practices. I have also given >60 technical operational, planning or management focused presentations at industry events and conferences.

SKILLS

Strategic and operational planning, quality delivery management, technical development and management. Regulatory policy, compliance and modernization policy. Engineering

- Strategic planning, development, operation and the successful delivery of emerging technology in latent market areas.
- Implementation of wholly new approaches to government level public policy related to core and essential public safety services.
- Architected and oversee the creation of new services in multiple market areas of our industry.
- Developed and promoted the creation, training and support of industry recognized staff.
- Servant leadership to foster and build a culture of ability, success and competency for all business and professional operations of the company.

INDUSTRY EXPERIENCE

- Served on >50 industry task forces, study committees, work committees and other industry association roles at the state and federal levels.
- Provided expert witness in regulatory and legal proceedings in a wide variety of topics and jurisdictions..
- Provided expert, lobbyist and constituent testimony at the local, regional, state and federal levels; in both chambers of the state and federal legislature, and before general committees and select sub-committees on numerous occasions on a number of topics. These include operations, public policy, regulatory issues and patent litigation.
- Served on -- and contributed to -- industry standards development at the state, national and federal levels through various industry associations and standards development organizations.
- Written and published project status reports and industry white papers; as well as informative articles in trade magazines and technical publications.

oversight. Market segment creation.

REFERENCES

References are available by industry and skills segments:

- Telecom
- Management
- Public Safety
- Strategic planning
- Organizational development
- Mediation / Negotiation
- Legislative / advocacy
- Expert testimony

I am happy to provide you with references for these areas of my work

PERSONAL DATA

I live in Kosciusko County, IN with my wife, who is a registered nurse.

I have have two children and three grandchildren aged 2 thru 8 years.

ERRATA

Grew up on a grain and cattle (feeder to finish) farm.

Have worked as a commercial and web printer at a newspaper and commercial print shop.

A (former) licensed broadcast engineer, and served as producer / board op for the Indiana Sports Broadcaster of the year 1997-1999.

Executive Level Business & Financial Strategist

Develop, refine and implement strategic goals and objectives... Follow the money to identify and create new business opportunities... Lead teams to accomplish the impossible...

Provide financial leadership to organization experiencing an extended period of financial growth. Hold full accountability and reporting responsibility for financial reports and performance to all stakeholders, both internal and external. Demonstrates track record of defining and capitalizing on new product and market opportunities. Partner with corporate executive management in planning and execution of enterprise level business strategies and initiatives – start-up infrastructure, organizational development and culture change.

Executive and Leadership competencies

- Corporate strategy and execution
- New product / service planning and launch
- Contract development & negotiation
- Customer acquisitions & contract wins
- Organization & culture management
- Process, performance & quality improvement
- Financial Audit and reporting process management
- Team building and leadership
- Public/private partnership development

Career Overview

CHIEF FINANCIAL OFFICER, (8/2007 to Present) INdigital telecom, Fort Wayne, IN
Revenue Assurance – strategic corporate planning – new market identification and planning

Key member of INdigital telecom’s executive leadership team and leader in new business development; holds full P&L responsibility for all divisions of Corporation. Analyze and execute new strategic revenue opportunities, negotiate contracts and provide oversight of the development of new and emerging market and product business plans.

Lead, mentored and developed the careers of financial department staff. Provide leadership and direction for financial reporting at both managerial and executive level.

Provide advisory services to top-level executives (CEOs, Presidents, CFOs, CTOs) to plan, launch and execute new business plans and partnerships, and establish, strengthen and manage relationships with internal and external customers.

Select Accomplishments

- Oversaw transition of financial reporting from compiled statements to reviewed statements.
- Developed and executed launch of premise equipment sales strategy resulting in over \$1 million sales in the first year.
- Developed, negotiated and executed contracts with Fortune 500 companies and state government.
- Secured customer participation and support in regulatory complaint against competitor.

...Continued...

**FINANCIAL ANALYST (2/2005 - 4/2007) New Paris Telephone, New Paris, IN
revenue assurance - accounts payable/receivable - subsidiary reporting**

Worked with management team to develop and execute new strategic objectives. Launched new pricing strategies to improve both profitability and customer take rate / retention.

Worked with financial staff to complete annual cost studies and financial audits. Prepared various regulatory filings for Utility Regulatory Commission and Federal Communications Commission.

Managed the accounts payable process to ensure the timely payment of vendors and business partners. Executed month end close and created financial statements for presentation to Board of Directors.

Select Accomplishments

- Developed and implemented pricing strategies for subsidiary businesses.
- Managed transition of subsidiary business accounting functions from parent to stand on their own.

OTHER ACTIVITIES

Board of Directors (7/2014 - present) Barnabas Task, Fort Wayne, IN

Work with Director to create and execute strategies to effectively communicate the mission of the organization; to transform communities by equipping, empowering and encouraging.

Business Consultant (9/2013 - present)

Work with small business owners and entrepreneurs to craft dynamic strategies to launch and grow their businesses. Developed business plans to launch new market opportunities both as new product lines and new business. Work with entrepreneurs to build a solid understanding of their business plan and create strategies to present those plans to current and/or new investors.

EDUCATION

Bachelors of Science in Marketing - Grace College, Winona Lake, IN

Bachelors of Science in Business Administration - Grace College, Winona Lake, IN

Eric R Hartman - Executive Vice President - Business Development

ehartman@indigital.net

W: 877-469-2010

Education:

1997-2001 Bachelors Degree

Tri-State University BSBA Majored Computer Science with a Minor in Business Administration

2007- present INdigital Telecom - Executive Vice President

My second tour of duty at INdigital is part of the executive management and strategic planning team. Core responsibilities include Business Development and 9-1-1 Product Management for customer facing projects.

Over the last several years, I have led a service and support team that has grown from zero customers to >33% market share. Many projects are large in size, with the value per customer in excess of \$500k during the term of the service contract.

I directly supervise the field services team, sales, service managers, and trainers. I also assume many public relations responsibilities for the Indiana 911 Board and other strategic corporate and customer relations, satisfaction, retention and development.

2005-2006 New Paris Telephone - Product Manager, Brightnet of Indiana

My time at Brightnet was my first experience in managing a division of a company. During this time NPT was in a transition between providing legacy telephone service to VOIP services. As the company became more IP centric, Brightnet became the vital underlying provider of many services, both internally and externally, and across several divisions of the company.

My work there provided an avenue for the company to expand into many new markets for residence and businesses. These included the deployment of a Metaswitch, new PBX systems, Goshen Fiber Network, business network service, residential PC repair, and several others.

As Product Manager, I was involved in all aspects of the business. This included staff recruiting and development, product pricing, sales, personnel scheduling, customer support escalation, product development, and even system support at times.

Company goals focused on developing new products and services while containing costs and improving the department's financial performance.

2001-2004 INdigital Telecom - Data Service Technician

This position was an entry level position and exposed me to many different technologies in telecom. I was able to continue to build on the knowledge of my college degree with a broader depth of knowledge for VOIP, IP routing, Class 4 & 5 switching, PBX installation, customer support, and data center management.

Additional technical training: IP Avaya certification, Cisco CCNA training, Licensed and Unlicensed wireless networking, and Linux Server management

Additional technical training: Samsung PBX, Asterisk PBX, network monitoring.

Technical Capability

17. (b) **Technical capability**: resumes of employees/officers of the company that would indicate sufficient technical experiences.

Please see attached resumes for:

Kent Claussen

Brent Cummings

Daniel Kuhn

Kent L Claussen

1960 W 1200 S

La Fontaine, IN 46940

(765) 981 2539

kent@claussen.com

STATEMENT of PURPOSE

I possess a solid background in corporate management, telecommunications and data networks, information technology, and programming. I am energized by a position with a growth-oriented, forward thinking, progressive telecommunications company, which will utilize my abilities and knowledge to the fullest extent.

SUMMARY of QUALIFICATIONS

- 16 years executive level management experience
- 26 years of professional IT experience
- 23 years of experience with telecom networks
- 31 years of experience with Unix systems
- 26 years of experience with TCP/IP v4
- 10 years of experience with TCP/IP v6
- 29 years of experience programming. Have used over 35 programming languages. Fluent in most modern programming methodologies and languages, from scripting to machine code.
- Expert in network design and troubleshooting.
- Skilled in large sample data analysis.
- Work with standards bodies and have been a member of standards committees.
- Speaker at several industry tradeshow and events
- Contributor whenever possible to the open source and peer industry groups.
- US Government Security Clearances

I am considered an IT visionary and student of the technology industry. I have repeatedly and consistently lead the industry with implementation of state of the art technologies and techniques, while minimizing financial investment and risk. I am widely recognized by peers as an expert authority on technology matters. I also have the proven skills needed to function in executive level management rolls.

EDUCATION

Purdue University

West Lafayette, IN

- Master of Science, Agricultural Economics; August 1996
- Emphasis in Finance
- Several Courses in a shared curriculum with Krannert School of Management, MBA program, also course work in Masters/PhD level Statistics, Electrical and Nuclear Engineering
- Thesis: "A Neural Network Based on Soybean Complex Trading Model"
- Doctoral Candidate

Iowa State University

Ames, IA

- Bachelor of Science, Agricultural Business, May 1992
- Emphasis in Finance

Iowa State University

Ames, IA

- Bachelor of Arts, Computer Science, May 1992
- 1st in graduating class for computer science
- Emphasis in software engineering and database theory

EXPERIENCE

Communications Venture Corporation (INdigital Telecom)

Fort Wayne, IN

Chief Technology Officer

2012- Present

Product Manager

1999 - 2004

I am responsible for the engineering, deployment, and operation, of INdigital's production NG911 offerings. I am a hands-on leader of the operations teams supporting wide area connectivity and server/software. INdigital operates a WAN supporting over 100 network locations with multiple connection models offering the highest level of service availability. INdigital utilizes network, server virtualization, and application/protocol redundancy to offer the highest level of resilience in service delivery for 911 calls.

Enhanced Telecommunications Corporation (ETC)

Sunman, IN

Chief Technology Officer

2008-2012

I was the executive responsible for the engineering and network resources of the company and its subsidiaries in financial, operational, and planning capacities. I was a hands-on leader of the engineering staff covering all of ETC's product offerings while melding the technical goals with business objectives. ETC is a progressive telecommunications company offering voice, broadband internet, business systems, network solutions, e-lines/e-lans, security systems, web design, tech team services, and digital TV (IP and RF). My group of direct reports were responsible for operating an active tandem for TDM traffic with multiple class 5 switches (IP and TDM), numerous fiber transport rings, multiple internet peering points, IP and RF video head ends, numerous server farms, central offices, cabinets, network design, end user deployments while delivering services over copper, fiber and coax. I was also responsible for contract negotiations and oversight with many vendors, contractors and consultants.

I was also a member of the executive management committee charged with the oversight of the operational aspects of the company. The committee developed the company's vision and was the managing body on operational challenges, responsible for the budget submitted to the board of directors and maintaining the company within the parameters of existing budgets.

CCS Technology Group, LLC*Sr Partner/Founder*

La Fontaine, IN

1989-2012

Providing consulting, engineering, and operational support for a wide range of technology based products and services. The principal client base are tier 2/3 ILEC, CLEC in the communications industry and regional banks in the financial industry. Supported internal and external operations on internet, class 4/5 TDM offices, voip, internet, cable, Security, wireless offerings (licensed and unlicensed), and facility engineering. CCS also provides custom application development.

Bearhill Security*Founder/CTO*

Boston, MA

2001-2008

Provide technical direction, product development, and last tier support for product offerings. Bearhill provides consulting services for vulnerability assessment, application code review, incident response, penetration testing, CALEA compliance, and tiger team response. Clients are based equally in both public and private sectors. Private sector clients range from small regional companies to fortune 100. Public sector clients include local, state, and federal agencies (Department of State and Department of Defense).

TeamFone Networks LLC*CTO*

Phoenix, AZ

2003-2008

Teamfone is a group communications solution provider focusing on non profit organizations and educational institutions. Provided technical leadership, designed product offerings, and developed internal framework for the TeamFone family of products. Managed data center operations, oversaw contracted software development staff, and interfaced with clients to customize the TeamFone framework for unique customer requirements. Several key clients included SEVRAR (SouthEast Valley Regional Association of REALTORS®), Phoenix YMCA, Phoenix Boys & Girls Club, and was the Superbowl XLII communications provider.

Whitecap Systems LLC*Founder/CTO/CIO*

Boston, MA

1998-2002

Whitecap was a service provider offering a web based network performance monitoring solution. I conceptualized, designed, developed and deployed Whitecap's flagship product, Portsmith™. Management responsibilities included oversight of all engineering and software development teams, budget, scheduling, product roll outs, data center operations, new product design, strategic and tactical duties, as well as corporate policy direction.

Purdue University*Research Statistical Consultant*

West Lafayette, IN

1994-1996

Member of Statistical Consulting Service, providing statistical support for researchers, masters, and Ph.D. level projects. Worked with researchers on statistical needs from proposal generation, design, analysis, peer review and publication of research in all academic disciplines.

Purdue University*Research Assistant – Dept of Agricultural Economics*

West Lafayette, IN

1992-1994

Primary researcher on a project dealing with advanced technologies in commodities trading. Investigated and created a neural networked based approach to commodity trading systems.

ICI Seeds

Software Engineer

Member of alpha/prototype/specification development team providing computational support to ICI's global network of plant breeders.

Slater, IA

1988-1992

PUBLICATIONS

"A Neural Network Based on Soybean Complex Trading Model" Kent L Claussen; Masters Thesis, Purdue University August 1996

"Who Borrows From Finance Companies" Kent L Claussen and Robert W Johnson; *Credit, The Journal for Marketing Funded Financial Service Providers*; July/August 1996

"Data Preparation/Pre Processing for the Successful Implementation of Neural/Fuzzy Trading Systems" Kent L Claussen.; *Advanced Technologies for Trading and Asset Management*; New York, New York; September 1995

"Soybean Complex Trading Model with Neural Networks"; Kent L Claussen and J. William Uhrig; American Agricultural Economics Association Annual Meeting; San Diego, CA; August 7-10, 1994

"Cash Soybean Price Prediction with Neural Networks", Kent L Claussen and J. William Uhrig; NCR-134 Conference Applied Commodity Price Analysis, Forecasting, and Market Risk Management; Chicago, IL, April 18-19, 1994.

Brent Cummings, ENP



53243 Forest Lakes Dr • Middlebury, Indiana 46540 • Phone: 574-527-9499 • E-Mail: cummings@bnin.net

Summary

I have been a part of, and associated with Communications Venture Corporation since I left the Elkhart County Sheriff's Department in 1996. I have been involved in many different roles with the company from its infancy. At first I was associated with the company as an employee of New Paris telephone. I have been tasked with day to day oversight of INdigital and its employees since March 2000. I've been with the company as it grew to a respected Competitive Local Exchange Carrier in the Fort Wayne business market and as we entered into Public Safety Communications in 2004. I take an active role in building and maintaining the IN911 network and in its continuing day to day operations.

Experience

INdigital telecom

March 2000 to Present

Director of Operations. I supervise 35 people who hold positions ranging from clerical/administrative to in house telephone support and field technicians. I am responsible for the day-to-day operations of telephone and Internet services, the company's physical property, vehicle maintenance, project management, network engineering and consulting, as well as customer service. I prepare quarterly and annual reports for the board of directors and participate in the board's Executive Committee Meetings. I also prepare update reports on the operation of the IN911 network for the director of the Indiana Statewide 9-1-1 Board and participate in quarterly update meetings.

I was an integral part of the team that built and implemented the IN911 network for the state of Indiana. My duties included negotiating interconnection agreements. Conducting carrier meetings and coordinating carrier network connections to the new IN911 network. Ordering the facilities that make up the network and coordinating their installation and turn-up. I am part of the team that engineers wire line, wireless and VoIP carrier connections to the IN911 network. I am responsible for engineering all DS0, DS1, DS3, and EVPL circuits that make up the IN911 network. I am familiar with all aspects of an E911 network call flow, and data delivery. I am an escalation point for troubleshooting all aspects of E911 call delivery. This includes network, call and data delivery issues.

New Paris Telephone

June 1998 to March 2000

- Product Manager for New Paris Telephone's Brightnet Internet service. I was responsible for maintaining the backroom network servers and modem banks. Maintaining customer accounts and providing telephone support service to the customer base. I researched, purchased, installed and maintained Brightnet's first wireless Internet network.

New Paris Telephone

October 1996 to June 1998

- I was detailed to the start-up of what eventually became Communications Venture Corporation d/b/a INdigital telecom. In the initial phases INdigital intended to become a PCS license holder, which would build and operate a wireless cell phone network. I was responsible for monitoring and bidding during the FCC's C-block license auction. I was also involved in business plan development, and research. I was involved in the purchase of property for the company headquarters and participated in the design of INdigital's building.

Elkhart County Sheriff's Department

July 1985 to October 1996

- Title: Deputy Sheriff
- Rank: Sergeant
- When I left the department I was the midnight shift commander. I was responsible for Patrol Operations during my duty shift where I supervised the activities of seven patrol officers and one assistant shift commander. I was the department's Field Training Coordinator responsible for all aspects and operations of the Patrol Division field-training program. I coordinated training for



“breath test for intoxication” test operators and was responsible for the breath test equipment. I also responded to public calls for service including, accident investigation, preliminary criminal investigations and traffic enforcement.

Education

White Pigeon High School August 1970 to June 1974
A took a variety of general education, college prep and trades skill classes

Southwestern Michigan College August 1974 to May 1976
Graduated with an Associate’s Degree in Applied Science, Drafting Technology

Indiana Law Enforcement Academy January 1982 to March 1982
Graduated with a certificate to practice Law Enforcement.

I have also participated in various continuing education classes and seminars. I currently hold an Emergency Numbering Professional rating from the National Emergency Numbering Association (NENA).

Skills

I am very familiar with a variety of telephony and data networking elements, their use and operation. Those elements include Cisco network routers and switches, various class 4 and class 5 telephone switches and Carrier Access Dacs and Mux. I have a working understanding of IP networking protocols and their application. I have a strong understanding of TDM and VoIP telephony networks and interconnection protocols. I have a basic understanding of telephony traffic engineering.

I’m proficient with a variety of computer and server operating systems, including Windows, Apple OS X, Linux, and Unix. I’m familiar with most Microsoft Office applications, including Word, Excel, Power Point and Outlook. I have excellent troubleshooting skills and good customer service skills. I can manage several projects at once and coordinate the different elements of each project to complete on time. I have the ability to supervise people and help them to work together as a team to reach a common goal.

Daniel A. Kuhn

9219 Wembley Ct, Fort Wayne, IN 46825 : 574-952-0039 : dkuhn08@gmail.com

PERSONAL SUMMARY

- My 9 years of experience in the IT industry has allowed me to build a foundational understanding of several different hardware, software and networking platforms.
- I have over 3 years of experience with creating and administering IP based PBX's.
- My IP PBX experience has given me vast knowledge of CentOS, Asterisk, PHP and MySQL
- I am a Microsoft Certified Professional with experience in Microsoft Windows XP, Microsoft Windows Vista, Windows 7, Microsoft Server 2003 Standard, Microsoft Server 2008 Standard, Microsoft Office 2003 - 203.
- I have developed dynamic troubleshooting techniques to get issues/concerns addressed and fully resolved.
- Proficient in working in high stress, high demand working environments with a diverse group of peers.
- I am able to prioritize and delegate tasks to ensure that projects are completed on time.
- I have been well trained in managing people and resolving conflict in both my working peers and clients.

PROFESSIONAL EXPERIENCE

INdigital Telecom, Fort Wayne, IN

2012 - Present

911 Service Manager

- Responsible for managing a group of field technicians.
- Responsible for scheduling all field related projects.
- As a tier 2 support technician for all 911 related trouble tickets I am able to help guide and direct all technicians when they need assistance.
- Have provided Project Management for several counties 911 CPE and network installations.
- Helped manage the deployment strategies of textty to several PSAP's in a timely fashion.
- I have worked in a collaborative group to further develop and refine our 911 CPE backup solutions.
- Responsible for deploying and managing various servers and technologies that power our 911 CPE equipment.
- Efficient in using industry standard troubleshooting tools such as Wireshark, Tshark, Tcpdump and Ngrep to troubleshoot network and IP PBX system issues.
- I am knowledgeable of analog and digital phone systems and technologies.
- Gained valuable experience in building, administering, troubleshooting IP based PBX systems.

Brightnet, New Paris, IN

2005 - 2012

Assistant Product Manager

- Responsible for managing others and staying task oriented.
- Provided residential and business clients with PC, Server and network support.
- Gained valuable experience in troubleshooting, customer relations, training, purchasing, Networking and workplace environments.

EDUCATION

Purdue University, West Lafayette, IN

2003-2006

Major: Organizational Leadership and Supervision

Minor: Computer Technology

Courses included: accounting, business, change management, communications, conflict management, critical thinking, database, economics, group-ware, managing in a global environment, networking, project management, programming in Visual Basic, quality production, systems architecture, training development and web site design.

Financial Capability

17. (c) **Financial Capability:** applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

1. the balance sheet,
2. income statement, and
3. statement of retained earnings.

Please see attached financial statements.



317-257-1540
FAX: 317-257-1544
6296 Rucker Road, Suite G
Indianapolis, IN 46220

To the Board of Directors and Stockholders
Communications Venture Corporation
Fort Wayne, Indiana

Independent Auditor's Report

We have audited the accompanying financial statements of Communications Venture Corporation (an Indiana corporation) which comprise the balance sheet as of December 31, 2015, and the related statements of income, changes in retained earnings, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America. This includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion , the financial statements referred to above present fairly, in all material respects, the financial position of Communications Venture Corporation as of December 31, 2015, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Prior period Financial Statements

The December 31, 2014 financial statements were reviewed by us, and our report thereon, dated March 4, 2015, stated we were not aware of any material modifications that should be made to those financial statements for them to be in conformity with accounting principles generally accepted in the United States of America. However, a review is substantially less in scope than an audit and does not provide a basis for the expression of an opinion on the financial statements.



Kehlenbrink, Lawrence & Pauckner
Indianapolis, Indiana
March 7, 2016

Communications Venture Corporation
Balance Sheet
As of December 31, 2015 and 2014

<u>Liabilities and Equity</u>	<u>Audited</u> <u>2015</u>	<u>Reviewed</u> <u>2014</u>
Current Liabilities		
Accounts Payable	\$ 719,955.72	\$ 564,714.94
Accounts Payable - New Paris	51,210.05	34,685.46
Accrued Wages and Benefits	147,060.60	93,613.26
Deferred Revenue - Current	555,262.08	1,012,338.44
Other Accrued Taxes	38,543.71	46,705.39
Line of Credit	750,000.00	200,000.00
Other Current Liabilities	141,527.44	40,628.83
	<hr/>	<hr/>
Total Current Liabilities	2,403,559.60	1,992,686.32
	<hr/>	<hr/>
Noncurrent Liabilities		
Long-Term Deferred Revenue	310,228.52	2,772.75
Deferred State Tax Liability	18,225.00	19,705.00
Deferred Federal Tax Liability	457,770.00	504,215.00
	<hr/>	<hr/>
Total Noncurrent Liabilities	786,223.52	526,692.75
	<hr/>	<hr/>
Stockholders' Equity		
Capital Stock, \$.10 par value		
624,700 shares authorized, 493,550 shares outstanding in 2015 and 2014	49,355.00	49,355.00
Additional Paid-in-Capital	3,035,700.46	3,035,700.46
Retained Earnings	1,006,144.85	454,165.35
Syndication Costs	(331,884.91)	(331,884.91)
	<hr/>	<hr/>
Total Stockholders' Equity	3,759,315.40	3,207,335.90
	<hr/>	<hr/>
Total Liabilities & Equity	<u>\$ 6,949,098.52</u>	<u>\$ 5,726,714.97</u>

The accompanying notes are an integral part of these financial statements.

Communications Venture Corporation
Statement of Retained Earnings
For the Years Ended

	Audited <u>2015</u>	Reviewed <u>2014</u>
Retained Earnings Beginning of Period	\$ 454,165.35	\$ 563,168.20
Add: Net Income	851,979.50	190,997.15
Less: Dividends	<u>(300,000.00)</u>	<u>(300,000.00)</u>
Balance at End of Period	<u>\$ 1,006,144.85</u>	<u>\$ 454,165.35</u>

The accompanying notes are an integral part of these financial statements.

Communications Venture Corporation
Balance Sheet
As of December 31, 2014 and 2013

<u>Assets</u>	<u>2014</u>	<u>2013</u>
Current Assets		
Cash & Cash Equivalents	\$ 359,319.19	\$ 938,424.93
Accounts Receivable, net of allowance of \$133,253 and \$114,326 for 2014 and 2013	1,505,403.93	1,118,027.11
Accounts Receivable - Venture Leasing	105,717.81	46,936.82
Inventory	206,710.78	154,515.00
Prepaid Expenses	283,025.05	139,536.72
Prepaid Income Taxes	62,765.55	343,781.00
Work in Process	279,342.89	585,467.95
Current Portion of Venture Leasing Note	44,320.77	42,875.45
Current Portion of LT Service Contracts	89,409.60	36,036.00
Current Deferred Tax Assets	116,941.00	52,314.00
	<hr/>	<hr/>
Total Current Assets	3,052,956.57	3,457,914.98
Noncurrent Assets		
Patronage Capital	50,613.63	23,009.05
Long-Term Service Contracts	230,749.80	114,231.00
Note Receivable - Venture Leasing	412,803.78	457,124.55
Intangibles, net	13,000.00	-
Investment in Indiana Fiber Network	200,000.00	200,000.00
	<hr/>	<hr/>
Total Noncurrent Assets	907,167.21	794,364.60
Telecommunications Plant		
Plant Under Construction	68,356.66	113,459.24
Telecommunications Plant in Service	6,900,953.01	8,441,507.55
Less: Accumulated Depreciation	(5,202,718.48)	(6,748,809.95)
	<hr/>	<hr/>
Net Telecommunications Plant	1,766,591.19	1,806,156.84
	<hr/>	<hr/>
Total Assets	\$ 5,726,714.97	\$ 6,058,436.42

Communications Venture Corporation
Income Statement
For the Years Ended

	<u>12/31/2014</u>	<u>12/31/2013</u>
Operating Revenues		
Network Revenues	\$ 2,955,763.10	\$ 3,178,980.13
Routing Revenues	2,176,167.46	2,102,485.90
Non-Voice Revenue	640,162.03	75,692.00
Database Revenues	673,625.57	619,763.06
Managed Services Revenues	1,955,220.29	1,938,779.48
Maintenance Revenues	1,059,498.40	948,182.88
CPE Sales Revenue	1,217,641.40	820,022.80
CLEC Revenues	1,757,624.75	2,317,647.58
	<u>12,435,703.00</u>	<u>12,001,553.83</u>
Operating Expenses		
Network Expense	3,655,299.45	3,468,001.04
General & Admin	418,336.04	445,420.59
Sales & Marketing	1,017,330.83	611,199.81
Corporate Operations Expense	1,159,878.44	1,146,866.59
Cost of Services	1,483,708.29	1,015,755.03
CPE Sales Expense	1,057,620.12	1,097,916.92
Research & Development	737,939.89	608,266.42
Depreciation Expense	711,408.30	654,445.37
CLEC Services	662,287.31	859,730.18
CLEC Network	1,322,308.46	1,565,096.68
	<u>12,226,117.13</u>	<u>11,472,698.63</u>
Pretax Operating Income	<u>209,585.87</u>	<u>528,855.20</u>
Operating Taxes		
Federal Income Taxes	(1,658.00)	118,369.34
State Income Taxes	(16,946.00)	(1,100.74)
Other Operating Taxes	57,419.39	65,166.89
	<u>38,815.39</u>	<u>182,435.49</u>
Net Operating Income	<u>170,770.48</u>	<u>346,419.71</u>
Non-Operating Income		
Interest & Dividends Income	26,574.09	41,914.06
Interest Expense	(6,722.72)	(11,669.72)
Gain on Sale of Assets	11,159.30	10,505.68
Non-operating Income Tax Expense	(10,784.00)	(15,939.00)
	<u>20,226.67</u>	<u>24,811.02</u>
Net Income (Loss)	<u>\$ 190,997.15</u>	<u>\$ 371,230.73</u>

**Communications Venture Corporation
Statement of Retained Earnings
For the Years Ended**

	<u>2014</u>	<u>2013</u>
Retained Earnings Beginning of Period	\$ 563,168.20	\$ 491,937.47
Add: Net Income	190,997.15	371,230.73
Less: Dividends	<u>(300,000.00)</u>	<u>(300,000.00)</u>
Balance at End of Period	<u>\$ 454,165.35</u>	<u>\$ 563,168.20</u>