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REDACTED

May 27, 2015

Via Federal Express

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

RECEIVED FPSC
15 MAY 28 AM 9:42
COMMISSION
CLERK

Re: Goff Network Technologies – Florida, Inc.’s Application for
Authority to Provide Telecommunications Company Service

Dear Sir or Madam:

Enclosed for filing please find an original and three copies of the **public** certification Application and exhibits of Goff Network Technologies – Florida, Inc. for Authority to Provide Telecommunications Company Service within the State of Florida and a check in the amount of \$500.00, the required application fee. Exhibit B contains confidential financial information and should be accorded confidential treatment pursuant to the Commission’s rules and procedures. I also enclose an original and three copies of the **confidential** Application and Exhibits.

Please date stamp the extra copies of the public and confidential applications as having been received by your office and return them to me in the enclosed, self-addressed stamped envelopes.

Thank you for your attention to this matter, and please do not hesitate to contact me at 202.659.6655 with any questions or concerns.

Sincerely,

James C. Falvey

Enclosures

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: Goff Network Technologies – Florida, Inc. (“Goff”)

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

None

4. Official mailing address:

Street/Post Office Box: 6448 Parkland Drive
City: Sarasota
State: Florida
Zip: 34243

5. Florida address:

Street/Post Office Box: 6448 Parkland Drive
City: Sarasota
State: Florida
Zip: 34243

6. Structure of organization:

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

If individual, provide:

Name: Not applicable. Applicant is a corporation.
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: Not applicable. Applicant is a foreign corporation.
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F15000002247.
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: Not applicable. Applicant is not using a fictitious name.
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is: Not applicable. Applicant is a corporation.
11. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: Not applicable. Applicant is a corporation.
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: Not applicable. Applicant is a corporation.

13. Provide **F.E.I. Number**: 47-3998794

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

(a) The application:

Name: Judd Carothers
Title: Vice-President Network Operations
Street Name & Number: 6448 Parkland Drive
Post Office Box:
City: Sarasota
State: Florida
Zip: 34243
Telephone No.: 214-240-5011
Fax No.:
E-Mail Address: judd.carothers@goffcommunications.com
Website Address:

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

Name: Judd Carothers
Title: Vice-President Network Operations
Street Name & Number: 6448 Parkland Drive
Post Office Box:
City: Sarasota
State: Florida
Zip: 34243
Telephone No.: 214-240-5011
Fax No.:
E-Mail Address: judd.carothers@goffcommunications.com
Website Address:

(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: <http://goffcommunications.com/>
- Other – Please provide address: 6448 Parkland Dr., Sarasota, FL 34243

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

None.

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

Maryland.

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

None.

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

None.

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

None.

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

None.

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.

See Attachment A hereto.

(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.

See Attachment A hereto.

(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.*

See Attachment B hereto.

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.

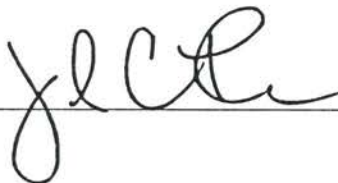
Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "**Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 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: Judd Carothers
Title: Vice-President Network Operations
Telephone No.: 214-240-5011
E-Mail Address: judd.carothers@goffcommunications.com

Signature: _____



Date: 5/27/2015

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: _____

Exhibit A

Donald Bibb

Controller

Goff Network Technologies – Maryland, Inc.

6448 Parkland Dr.

Sarasota, FL 34243

Profile

Accomplished, seasoned Professional with proven success in operations management to achieve the organization goals. Superior communication skills, easily interacts with executives, regulatory agencies, clients, vendors, and staff. Technically proficient in all aspects of computer hardware, networks, software including application design and implantation.

30 years of experience designing, installing, maintaining, upgrading and converting multi-location Job Cost accounting and project management systems. Experience in sales, technical support, application programming, and software design.

Skills Summary

- | | | |
|-----------------------------------|------------------------|--------------------------|
| ◆ Transitional Planning/Execution | ◆ Technical Research | ◆ Business Valuation |
| ◆ Project Management | ◆ Process Improvement | ◆ Budget Oversight |
| ◆ Corporate Development | ◆ Business Integration | ◆ Business Restructuring |
| ◆ Planning & Analysis | ◆ Capital Management | ◆ Fraud Prevention |

Professional Experience

GOFF COMMUNICATIONS, INC.

MIS Director

- ◆ Oversee all computer network hardware and software:
 - Installed UNIX based multi-location POS and job cost accounting system
 - Converted UNIX based system to Windows network system
 - Maintained hardware, software and all network systems
 - Provided training and support for entire network

OPERATIONS MANAGER

- ◆ Oversee all operations of daily company activities
 - Developed operation procedures for accounting staff
 - Implemented daily computer procedures for other staff members
 - Provided employee training and support
 - Vendor and Customer management
 - IT systems management

CONTROLLER

- ◆ Reporting to President, performed all functions of finance and accounting
 - Setup on-line access to banks, vendors and customer web based systems
 - Supervised accounting staff with direct oversight of all accounting, payroll, and banking activities
 - Managed daily and monthly banking audits
 - Implemented GAAP-compliant financials
 - Provided all information for year-end audited financial statements

Donald Bibb

Employment History

GOFF COMMUNICATIONS. – Sarasota, FL

1999 to Present

GOFF NETWORK TECHNOLOGIES – MARYLAND, INC., Sarasota, FL

2015 to Present

DATA PRO ACCOUNTING SYSTEMS – Tampa, FL

1995 to 1999

THE SOLUTIONS ASSOCIATES – Tampa, FL

1992 to 1995

Education

UNIVERSITY OF SOUTH FLORIDA – St. Petersburg, FL

College of Business – Bachelor of Arts - Management Information Systems, Graduated with Honors

Golden Key National Honor Society

Judd O. Carothers

101 S Spanish Plum CT, Aledo TX • (817) 538-8535 • juddcarothers@gmail.com

Executive Vice President Network Operations, Engineering and Construction

Operations, Engineering, Construction and Service Delivery Specialist

17 year Telecom Veteran who is a results oriented leader and has achieved significant accomplishments across multiple disciplines within the Telecommunications Industry. Proven track record of success in streamlining and process improvement in operations, network design, and services implementation. A decisive decision maker that excels in team leadership and building in order to encourage and maintain rapport across multiple corporate divisions to achieve individual and departmental objectives. Efficient and effective in managing multi-million dollar projects simultaneously to on time delivery and under budget outcomes.

Demonstrated success record in:

- Network Design and Planning, Expansion Implementation, and Asset Management.
- Strategic planning, forecasting, and operational budgeting.
- Infrastructure design and production maximization.
- Installation and maintenance of transport services including DWDM, Ethernet, dedicated Internet access, conduit and dark fiber.
- Team building, development, and employee relations.

CORE COMPETENCIES

- | | | |
|-------------------------|----------------------|-----------------------------------|
| • Network Design | • Asset Management | • Customer Retention |
| • Project Management | • Strategic Planning | • Budgeting/ Forecasting |
| • Contract Negotiations | • Service Delivery | • Trouble shooting and resolution |
-

HIGHLIGHTED CAREER ACHIEVEMENTS

- **Network Expansion-** directly managed the deployment of the FiberLight D-A-S-H Texas network enabling 100-gigabit transport capabilities across 1,800-mile footprint. Successfully deploy first 100-gigabit wavelength in Greater Dallas/Fort Worth Metropolitan Network. Deployed FiberLight West Texas Network Expansion optical network spanning 3,500 miles supporting layer 1 and 2 optical transport enabling wireless backhaul capabilities. Deployed directly managed Culpeper VA build out of 124 new miles of 100% underground high count fiber optic network with a budget of \$28M. Secured over 400 private land easements from individual property owners at 10% of the budgeted dollar amount for the easement acquisition. Managed network expansion in Dallas/Ft. Worth Texas in excess of 85 miles, completed 50 plus miles of aerial and underground cable placement in Tampa, Florida. Managed 60 plus miles of aerial and underground construction in South Florida to support customer initiatives. All projects were completed on time and under budget.
- **Network Operations-** deployed physical and all optical networks for Competitive Access Provider in 17 Tier 1 Markets, managed and reduced Mean Time to Repair, monitor and maintain all deployed network elements. Responsible for maintenance of physical plant and the integrity of all access points spanning over 6,500 route miles.

-
- **Service Delivery** – responsible for all service delivery and customer support in 17 Tier 1 Markets. To include network design, engineering and permitting, new construction, equipment procurement, equipment deployment test and turn up. Improved communication and work flow to reduce installation intervals resulting in more expeditious billing and revenue recognition.
 - **Asset Inventory and Management** – track, manage and maintain all fiber and conduit assets in 17 Tier 1 Markets across the South East and South West United States.
-

PROFESSIONAL EXPERIENCE

Goff Network Technologies – Maryland, Inc.

2015-Present

Vice President Network Operations

- Responsible for the day to day operations in the Goff Network Technologies networks
- Secure required Agreements needed to own and operate infrastructure in Goff Markets
- Author standard documentation for Goff Network Technologies – Maryland, Inc.

KCI Technologies, Inc.

2013-Present

Corporate Practice Leader/Principal Harbor Metro Networks

- Responsible for day to day management of HMN, a wholly owned subsidiary of KCI which is a registered CLEC in the State of Maryland
- Secured CLEC License on behalf of HMN
- Negotiated and Secured City of Baltimore Conduit Occupancy Agreement of HMN
- Secured conduit route in Baltimore's Inner Harbor
- Negotiated Maintenance Agreements supporting the fiber optic cable
- Negotiated and Secured colocation agreements with Major Carrier Hotels in the Inner Harbor
- Crafted all Master Agreements supporting Dark Fiber IRU's, BOS's, and Operating Leases
- Secured multi year contract with Denton County to provide Engineering, Permitting, Auditing, Network Expansion efforts for one of the largest counties in North Texas
- Secured million dollar plus Engineering, Permitting, Project management contracts for four thousand mile expansion projects supporting FTTC efforts in Georgia and Alabama
- Authored articles for SmartCEO in 2015 topics specifically related to fiber needs and network ownership

FiberLight, LLC

2007 – 2013

Executive Vice President Network Operations, Engineering and Construction

-
- Responsible for day-to-day operations in each of the FiberLight 17 Tier 1 Markets.
- Responsible for all new construction in each of the FiberLight 17 Tier 1 Markets to include Capex budgets and the scheduling of each project.
- Responsible for all service delivery in each of the FiberLight 17 Tier 1 Markets including both fiber and optical product offerings.
- Write all Statements of Work for each contract.
- Review and approve all new Master Work Agreements.
- Review and approve all new orders for service delivery.
- Maintain Corporate Asset Inventory for the physical and optical networks.

- Responsible for responding to and correcting all Network (physical and optical) and customer issues in each of the FiberLight Markets.

FiberLight, LLC

2005 – 2007

Director Business and Network Development

- Responsible for Sales and Operational Support across both departments.
- Created each statement of work, wrote all delivery descriptions created all proposed route maps and drawings.
- Participated in contract negotiations with existing customer base, reviewed all new Master Services Agreements.
- Managed customer relations during large projects, customers included SBC, ATT, Sprint, Level3, CenturyTel, FiberTower, PPL and PFPA.
- Managed asset inventory of available fibers and conduits for backbones and lateral's company wide.

Xspedius Fiber Group

2003-2005

Director Business Development

- Sales Support for entire Sales Department.
- Write all Statements of Work for Fiber IRU's and Operating Leases
- Liaison between Sales and Operations Departments.
- Customer reporting and updates during installation process for service delivery.

ACSI Network Technologies

2000-2003

Sr. Manager Business Development

- Sales Support and Contract Support
- Write all Statements for Work for Fiber IRU's and Operating Leases
- Manage and track sales quotes and proposal workflow between sales, operations, finance and legal.
- Liaison between Sales and Operations Departments.

e.spire Communications

1999 – 2000

Special Projects Manager Western Region

- Deployed new trouble management system "REMEDY" for National Competitive Local Exchange Carrier.
- Track and report Mean Time to Repair reduction efforts nationwide, new management system resulted in dramatic reduction in MTTR and greatly improved customer relations.

e.spire Communications

1997-1999

Switch Services Manager Western Region

- Manage all lit service installations in 16 markets ds1-OC192 service levels.
- Manage all lit service technicians in 16 markets.
- Managed and reduced lit service order backlog by efficient and effective project management.
- Deployed first e.spire DWDM system leading to national redesign of core optical infrastructure.

American Telco

1996-1997

Account Relations Manager

- Manage assigned account base to ensure account retention and improve customer relationships.
- Ups sell assigned accounts with focus on renewals and add on business.

- Conduit customer premise meetings to review invoices and address any and all customer issues.

EDUCATION

Southwest Texas State University 1991-1996

Major- English

Minor-Economics

Member Xi-Xi Chapter of Tau Kappa Epsilon Fraternity

Edward Croft

VP, Communications Engineering
Goff Network Technologies – Maryland, Inc.

303 International Dr.
Suite 300
Hunt Valley, Md 21030
EdwardC@goffcommunications.com

Mr. Croft is Vice President, Communications Engineering of Goff Network Technologies – Maryland, Inc. with 27 years of experience in communications and utilities. He has served as principal-in-charge for the past 18 years on a host of projects providing engineering, construction documentation, permitting, right-of-way and construction management services for the power and communications industry across the United states. Specific projects include:

West Texas Fiber Optic Network - Design and Permitting, FiberLight, LLC. West Texas, TX. Principle in Charge. provided field engineering, path construction design, construction documents, permitting, right-of-way / easement information and construction management for a 3,500 mile fiber optic network serving 4G cell towers in West Texas for FiberLight. The construction management and engineering services involved setting up a system to manage the entire build cycle of two years; managing up to 40 construction crews, and 16 stockpile yards spread over 20,000 sq. miles.

Fiber Engineering and Permitting, FiberLight, LLC. Principle in Charge. Through the construction of thousands of miles of network, FiberLight is enhancing fiber-optic connectivity for federal agencies and telecommunications customers throughout the country. Mr. Croft oversaw providing turnkey solutions to some of the projects' biggest challenges including construction management, surveying, permitting, design of networks alignments, easement acquisition, manhole inspection, and rodding and roping to proof ducts throughout the project reaches.

Inter-County Broadband Network (ICBN) Design and Engineering Services, Howard County Department of Technology and Communication Services. Statewide, MD. Engineering Lead: The Inter-County Broadband Network (ICBN) will directly connected 715 anchor institutions in nine central Maryland jurisdictions with high-speed fiber optic service. Anchors include public schools, libraries, public safety agencies, community colleges and other government institutions, providing faster, guaranteed access for data sharing both within and across geographic boundaries.

130 Mile Project Design, FiberLight, LLC. Northern, VA - Principle in Charge. helped FiberLight bring broadband services to Northern Virginia and the nap of the capital. Through the construction of a new 120-mile network, which runs from Chantilly to Culpeper, FiberLight enhanced fiber-optic connectivity for federal agencies and telecommunications customers throughout the region. Mr. Croft and his team provided turnkey solutions to some of the project's biggest challenges including surveying, permitting, design of the network's alignment, and easement acquisition.

OSP Engineering – Grove Hill to Repton, Southern Light. Grove Hill, AL. Principle in Charge. Project provided outside plant engineering services, including permit drawings for the construction of a 53-mile underground fiber connection between Grove Hill and Repton.

OSP Engineering – Bridges Over Quintette Lake, Southern Light. Escambia County, FL. Principle in Charge. provided design and permitting services to attach a 4" conduit to two existing bridges located in Escambia County. Both bridges required field visits to confirm there was sufficient room within the right-of-way so that handholes could be placed for terminating ducts and placing fiber coils, and to also ensure that a viable method of attaching to the bridges could be achieved. Field measurements and photo documentation collected and delivered to structural engineers. Sketches were created and submitted to both

Edward Croft

VP, Communications Engineering
Goff Network Technologies – Maryland, Inc.

Escambia County and the Florida Department of Transportation so there would be no questions or concerns by the reviewing agencies when the permits were submitted for approval. Final deliverables were created and submitted to Southern Light.

Maryland, D.C., Virginia, Florida, Delaware -Verizon Core: Lead Engineer, Designer and Principle in Charge for the delivery of thousands of projects for Verizon's core business for over 20 years. Roadmoves, Obligatory work, new business design, joint trench, hicap, fiber to the tower, easement acquisition, surveys, as-builts, system audits, manhole inspections, construction inspection, etc.. Higher profile projects include, Redskin stadium, M&T bank stadium, Hollywood Casino, East Baltimore Development Inc, Virginia Hot Lanes, the WW2 memorial in Washington DC, Maryland Hot Lanes, Jacksonville stadium, to name a very small few.

Architect of the Capital: Red Green Blue Tunnels: Served as the Principle in charge for concrete and structural rehabilitation for the steam lines in and around the mall in Washington D.C.. This involved 10 miles of tunnel review using lidar and analysis of the tunnels concrete under the nations oldest buildings in Washington D.C. The project needed asbestos abatement, traffic control, overbuild of underground structures, and US Congressional review.

AT&T long haul and local services Principle in Charge: for 8 years, managed the day to day design and engineering work for projects in Western Maryland, Virginia, DC, Texas, Georgia, and Florida. Projects include road moves, emergency restoration, system audits, environmental concerns, property issues, easement acquisition, surveys, inspection, and construction management.

Zayo : Principle in charge: design, engineering, facilities audits, inspection, construction management, manhole inspections for Zayo in D.C., Maryland, Va, and Texas. 100's of projects in the past 5 years.

Towercloud; Principle in Charge : 400 miles design and engineering in and around Atlanta, Alpharetta, and Macon Georgia. This included analyzing the existing infrastructure and working with Towercloud to finalize the facility alignments and then working on a condensed timeframe to deliver the final engineering and design in under 3 months. This included field work, weekly update meetings, developing GIS programs to help track and report daily progress on the project and permit acquisition.

Darryl J. Kroeze, PE

VP, Engineering

Goff Network Technologies – Maryland, Inc.

2130 Ashley Oaks Circle, Suite 102

Wesley Chapel, FL 33544

(813) 994-0365 (Office)

darrylk@goffcommunications.com

Senior Operation and General Management Executive with past experience managing \$20 million in P&L responsibility for a 130 person Engineering/Consulting Business Unit. Effective at translating conceptual business models into specific growth strategies and business development campaigns to grow market share and increase sales revenues and profit. Skilled at cultivating major corporate accounts that generate higher than average profits and building productive relationships.

Key Operational and General Management Qualifications Include:

- Strategic, Operational & Financial Business Planning
- Competitive Analysis & Market Planning/Development
- Crisis Management & Organizational Restructuring
- Strategic Partnerships & Joint Ventures/Alliances
- Program Management of Large Construction Projects in the Wireless Industry
- Quality Assurance & Customer Service/Retention
- Pricing & Revitalizing Stagnate Markets/Accounts

Education

Bachelor of Science / Materials Science and Engineering / North Carolina State University / 1991

Experience

Vice President – Engineering Division / Goff Communications, Inc. / October 16, 2011 – Present

Vice President – Engineering / Goff Network Technologies, Inc. / May 2015 – Present

As the Engineering Division Manager for Goff Communications, Mr. Kroeze is responsible for all design activities, including Civil, Electrical and Structural Engineering. As Vice President, Engineering of Goff Network Technologies, Inc. – Maryland, Inc., Mr. Kroeze will be responsible for all engineering and design activities with that company.

Telecom / Utilities Discipline Head / KCI Technologies, Inc. / KCI Technologies, Inc. / January 2010 – October 12, 2011

As a result of a Corporate Reorganization, Mr. Kroeze was named as the Discipline Head of this newly formed business unit. As the Telecom/Utilities Discipline Head, Mr. Kroeze was responsible for both the technical and administrative functions within the discipline providing design and engineering services to a very diverse client portfolio including Wireless Carriers, Power Companies (Distribution Design), Fiber/Backhaul Providers (Verizon, AT&T and Fiberlight), Utility Coordination for various Public Sector Agencies and SUE Services. Additionally, he

is responsible for overall financial oversight. He also participates in the management team of the corporation, setting direction and policy for the company and leads and/or coordinates multi-discipline projects with other discipline managers. His primary objective is to support the overall strategic goals and objectives of the corporation and to align the discipline according to those goals. He reports directly to the President of the corporation.

During the first year of this newly formed Discipline, Mr. Kroeze produced strong financial results (\$885K Net Income on Gross Revenue of \$17.5M) and strategic growth into several new markets.

Southeast Regional Manager / KCI Technologies, Inc. / April 2008 – December 2009

Mr. Kroeze took over the Southeast Region of KCI in the 2nd quarter of 2008 and was responsible for all Financial, Strategic and Operational Activities in North Carolina, Georgia, Tennessee and Florida. Mr. Kroeze took over this region in a down turning economy and with significantly high overhead. Fiscal year 2008 ended with a \$564K loss on Gross Revenue of \$31.8M. Due to major restructuring of overhead costs and business lines, Mr. Kroeze succeeded in returning this business unit to profitability with Net Income of \$812K on Gross Revenue of \$25.7M. Mr. Kroeze was responsible for managing a diverse client portfolio which included the North Carolina Department of Transportation, Georgia Department of Transportation, Florida Department of Transportation, North Carolina Department of Health and Natural Resource and the Tennessee Department of Natural Resources. With a focus on improving profitability, Mr. Kroeze was successful in procuring over \$15M in backlog with these various public entities.

Florida Group Manager / KCI Technologies, Inc. / June 1997 – March, 2008

As the Florida Group Manager, Mr. Kroeze was responsible for all Financial, Strategic and Operational activities in the State of Florida. Major Accomplishments included:

- Growth of the Florida Operations from Three Full Time Employees to over Seventy with Gross Revenues increasing from \$300K to \$12.1M.
- Diversified services to include Survey, SUE (Subsurface Utility Engineering), Roadway Design and CEI (Construction inspection Design).
- Procured and Managed all Engineering Services in the Wireless Telecommunications Market. Mr. Kroeze has completed Design and Engineering Services for all major wireless carriers.

Project Experience

- *Sprint XOHM Project, Dallas, TX, Principal-in-Charge*
 - KCI provided Design and Construction services for over 100 Sprint upgrades in the Dallas, Texas market. These services included site audits, structural analysis, lease negotiations and all permitting services on this fast passed network upgrade project.
- *Sprint / Nextel Generator Upgrade, Statewide, FL, Principal-in-Charge*
 - Due to hurricane activity in Florida, Sprint - together with Nextel - contracted with KCI to service more than 600 sites to be completed before the upcoming hurricane season. These services included Turnkey Site Acquisition, Design Permitting and Construction.
- *Sprint / Nextel Turnkey Contract, West Coast, FL, Principal-in-Charge*
 - Nextel turnkey contract for engineering and construction services for a 14-month period. Mr. Kroeze was in charge of all design and construction for more than 300 telecommunications facilities along the gulf coast of Florida. He was responsible for overseeing the field surveys, zoning plan preparation, geotechnical investigations, environmental assessments, Section 106 reviews and coordination with SHPO and THPO, and structural analysis and inspection.

Coordinated all site acquisition / real estate activities for the procurement of more than 300 property leases.

- ***Lucent Technologies (Cingular Wireless) Management of Site Acquisition and A / E Services, Various Locations, Principal-in-Charge***
 - Provided A / E services for multiple telecommunications sites including greenfields and co-locations. Project included management of a database to report historical information and project dates for build using the Field Scheduling Tool (FST) Access Database. Services included negotiating leases with property owners, managing co-locations with various tower owners, coordination of field activities for more than 98 telecommunications sites, preparation of zoning analysis, and engineering services for various sites. Coordinated in-house environmental, survey, and geotechnical services for this project including utility locating services.
- ***Fort Myers Market Kickoff - Sprint PCS, Fort Myers, FL, Principal-in-Charge***
 - Design for 35 telecommunications facilities in Lee, Collier, and Charlotte Counties. Responsible for overseeing the field surveys, zoning plan preparation, geotechnical investigations, environmental impact studies, cultural resources impact studies, and structural analysis and inspection.
- ***Tampa Market Kickoff - Bellsouth Classic, Tampa, FL, Principal-in-Charge***
 - Design for 30 telecommunications facilities in the Tampa area. Responsible for overseeing the field surveys, zoning plan preparation, geotechnical investigations, environmental impact studies, cultural resources impact studies, and structural analysis and inspection.
- ***Tampa Market Kickoff - Sprint PCS, Tampa, FL, Principal-in-Charge***
 - Design for 45 telecommunications facilities in Hillsborough, Pinellas, Polk, Pasco, Sarasota, and Manatee Counties. Responsible for overseeing the field surveys, zoning plan preparation, geotechnical investigations, environmental impact studies, cultural resources impact studies, and structural analysis and inspection.
- ***Lee and Monroe Counties Emergency Management, Lee and Monroe Counties, FL Principal-in-Charge***
 - Design for 20 facilities located in the Lee County and 10 facilities located in the Monroe County. Responsible for overseeing the field surveys, zoning plan preparation, geotechnical investigations, environmental impact studies, cultural resources impact studies, and structural analysis and inspection.
- ***62nd Avenue North (49th Street North to 34th Street North), Pinellas County, FL Principal-in-Charge***
 - Performing preliminary engineering analysis and design, final engineering construction plans and specifications, public involvement, quality assurance, and post-design services for the reconstruction of 1.2-mile multi-lane roadway including converting a heavily congested rural two-lane arterial roadway to a four-lane urban curb and gutter section with raised median, bike lanes, and sidewalks. Additional services include stormwater management, hydraulic design, environmental assessments, utility coordination, landscaping, lighting, traffic signalization, signing and pavement marking, title searches and right-of-way mapping.
- ***NCDOT Bridge over Six Runs Creek, Sampson County, MD, Principal-in-Charge***

- This project required the design of an 85.3-meter bridge with six simply supported spans. The bridge consisted of an adjacent pre-stressed cored slab superstructure supported on stub abutments on steel piles and steel pile bents. Approach slabs and riprap were also provided. Since the new bridge would replace an existing timber structure, placement of the new bents had to consider the location of the existing bents while minimizing bent placement in the creek.

- ***Gunn Highway Road Widening, Hillsborough County, FL, Quality Assurance / Quality Control***
 - 1.1-mile multi-lane reconstruction project that involves converting a heavily congested rural two-lane arterial roadway to a four-lane urban curb and gutter section with raised median, bike lanes, and sidewalks. Services provided include preliminary engineering analysis and design, final engineering, construction plans and specifications, public involvement, quality assurance, and post-design services. Additional services include stormwater management, hydraulic design, environmental assessments, utility coordination, landscaping, lighting, traffic signalization, signing and pavement marking, title searches, and right-of-way mapping. Coordination with Sickles High School was a key issue in this project since the high school's main entrance at Gunn Highway and Ehrlich Road was closed off and traffic was redirected to other entrances.

- ***IDQ Contract for Civil Engineering Services (Contract No. N62470-95-D-9000)*** ***Various***
Locations, Civil Engineer
 - KCI provided civil engineering and design services including civil, structural, and environmental services under this IDQ contract for the Naval Facilities Engineering Command Atlantic Division. All plans were prepared in AutoCAD 13 and were designed in accordance with Navy design standards and specifications prepared in SPECS-IN-TACT. Cost estimates were prepared in the Navy's CES format. KCI also provided wetland, erosion and sediment control, and stormwater management permits to North Carolina's DENHR and Maryland's MDE. As part of the Camp Lejeune project, KCI utilized GIS technology for identification of wetlands and determination of the impacts for the projects. Permits were prepared in GIS ArcView and AutoCAD for submission and COE approval.

- ***US 98 (SR 50 / SR 700) from SR 541 (Spring Lake Road) to East of Croom Rital Road***
Hernando County, FL, Quality Assurance / Quality Control
 - 5.25-mile resurfacing, restoration, and reconstruction project. This resurfacing project was unique as it included the rehabilitation of a portion of the outside lanes of the existing four-lane divided principal arterial due to clayey materials underlying the pavement structure. The clayey materials were identified as a contributing factor for the failure mode of the existing pavement. The clayey materials were also responsible for poorly draining longitudinal ditches. The ditches functioned as the stormwater management system and were redesigned to correct safety and maintenance problems. The project included reports for a community awareness plan, 3R preliminary engineering safety report to identify variations and exceptions, geotechnical soils and pavement investigation and analysis, a typical section package, pavement design report, final construction plans, and specifications. Other services provided include surveying, storm water management and hydraulic design, utility coordination, signing and pavement marking, and quality control and assurance.

- ***Richmond Market Kickoff - Primeco Personal Communication, Richmond, VA*** ***Principal-***
in-Charge
 - Design for 60 telecommunications facilities in the Richmond market. Responsible for overseeing the field surveys, zoning plan preparation, geotechnical investigations,

environmental impact studies, cultural resources impact studies, and structural analysis and inspection.

- *Miami Market Kickoff - Sprint PCS, Miami, FL*
 - Design for more than 100 telecommunications facilities in the Miami area. Responsible for overseeing the field surveys, zoning plan preparation, geotechnical investigations, environmental impact studies, cultural resources impact studies, and structural analysis and inspection.

- *Architectural / Engineering Service for Greater Sandy Run Area, Camp Lejeune, NC* *Civil Engineer*
 - KCI provided surveying, design, permitting, and construction management services to develop the utility and infrastructure required for the \$35 million Greater Sandy Run Area, a 44,000-acre infantry and tank training facility. Assisted engineer of record in the design of 57,600 LF of tank road, 36,000 LF of perimeter roads, a 125-foot observation tower, five mock air field buildings, and five helicopter landing zones with access roads. Systems were designed to minimize impact to wetlands, which was difficult since the project area is 80% wetlands. KCI provided survey, geotechnical evaluation, field review, cost estimates, specifications, design, plans prepared in AutoCAD, erosion and sediment control, and stormwater management.

- *FY-93 Bridge Road, and Utilities Engineering. Pope Air Force Base, NC, Civil Engineer*
 - Under this agreement, KCI was responsible for all planning and design of roadway / civil facilities in support of the proposed \$12 million munitions storage complex at Pope Air Force Base. Based upon a request by USACE Savannah District, KCI completed the design on an accelerated schedule. Assisted the engineer of record in roadway design, hydrology and hydraulics, and sediment and erosion control engineering.

Exhibit B

(Public - Redacted)
(Confidential Financial Information)