



Section VII. Technical Capability - Question 1. Management Bios

Paul Belk

Appalachian Broadband Technologies, LLC DBA NGN Connect
President & Chief Executive Officer

Paul has a history of helping organizations realize returns on fiber optic network investments. He specializes in leveraging network assets to enable companies to secure short and long term returns. He is an expert in the areas of wireless backhaul, Long Term Evolution (LTE) deployment, Fiber to the Premise, and has operated several CLECs throughout his career.

Prior to joining NGN and then NGN Connect as President and CEO, Paul operated EPB Fiber Optics of Chattanooga, Tennessee, the nation's largest municipally owned fiber optic network. While at EPB, Paul led the organization through a \$220 million expansion resulting in the nation's first "Gig to the Home" project. He has had tremendous success in the Utility/Broadband sector by repeatedly leading "first to market" organizations. He started his career in 1998 by joining Dalton Utilities' OptiLink, the nation's first municipally owned fiber optic based broadband provider.

Paul has also served as Regional Director for Deltacom (now Earthlink) and served as advisor to Duke Energy, Georgia Transmission Corporation, and Georgia Systems and Operations Corporation.

Paul graduated from the University of Georgia's School of Public and International Affairs with a Bachelor of Arts in Political Science (A.B.).

David Little

Appalachian Broadband Technologies, LLC DBA NGN Connect
Vice President of Network Operations

David works to expand NGN and NGN Connect's footprint by strategically targeting growth opportunities within the municipal, investor and customer owned utility sector.

David has spent his entire career specializing in utility broadband. David began his career in 2003 with the City of Monroe, GA, working with outside plant construction, building and splicing Monroe's fiber optic network and assisting in construction and maintenance of the electric distribution system.

In 2007, he began studying Cisco switching and routing and laid out a plan to convert Monroe's passive, unmanaged fiber network to an active Carrier Metro-Ethernet network. By the end of 2009, David had installed a new Cisco network and converted all of Monroe's optical customers to the new platform.

From 2010 to 2011, he continued to grow Monroe's fiber business by launching Voice over IP (VoIP) on the Monroe network. He expanded Monroe's network, adding a point-of-presence at the Telx Data Center at 56 Marietta Street in Atlanta, Georgia. He established Monroe as a registered network with an autonomous system number (ASN) and filed for Monroe's first IP allocation from the American Registry of Internet Numbers (ARIN).

In 2012, David was named Assistant Director of Electric & Telecommunications. He continued as Monroe's principal network engineer and managed the daily operations of both departments. In addition, David assisted in preparing Monroe's annual budget and worked closely with the Municipal Electric

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Authority of Georgia (MEAG Power) to manage Monroe's power cost and secure a long-term power supply for its citizens through the purchase of an interest in generating capacity from Plant Vogtle's new nuclear units 3 & 4.

David holds a Bachelor of Arts in Journalism and is a graduate of the Henry W. Grady College of Journalism and Mass Communication at the University of Georgia.

Donna Unger

Appalachian Broadband Technologies, LLC DBA NGN Connect
Vice President of Business Operations

Donna is responsible for NGN Connect Sales, Sales Engineering, Marketing, and Business Development and is critical to the development and management of new product solutions. In addition, she serves as Regulatory and E-Rate Specialist for NGN Connect. Prior to joining NGN Connect, she served as Corporate Development Specialist for Habersham EMC. In this position, she oversaw the cooperative's management coaching, process management, and continuous improvement efforts.

Donna has over 25 years of experience in project and process management. She is a certified Lean Systems and Six Sigma Green Belt, and is currently working on her Black Belt. She also has extensive experience with event planning, a skillset that she puts to good use as Event Director for the Fiber Network Owners Alliance (FNA).

Charlie Auvermann

Appalachian Broadband Technologies, LLC DBA NGN Connect
Board Chairman

Mr. Charlie Auvermann retired from Chevron with three decades of international operations experience in the oil industry, before serving as Executive Director of Economic Development for Dawson County, GA and an adjunct professor at the University of North Georgia in the Mike Cottrell College of Business.