

MATTER OF APPLICATION OF LTD BROADBAND LLC
Docket No. TC21-014
Responses of LTD Broadband LLC to
First Data Request of Commission Staff

Request 1.1: When did LTD begin providing fixed wireless internet services in the State of South Dakota?

Response: LTD Broadband first started to provide fixed wireless internet services in South Dakota on April 15, 2018.

Date: June 30, 2021

By: Corey Hauer, Chief Executive Officer, LTD Broadband LLC

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Request 1.2: Is LTD requesting a Certificate of Authority from the PUC to enable them to provision services required in the RDOF awarded census blocks? If so, what specific telecommunications services help aid LTD in its service offerings.

Response: No. LTD Broadband will not offer telephone exchange or switched access services. To provide voice service in accordance with the RDOF's requirements, LTD Broadband plans to offer interconnected VoIP service. VoIP has not been classified as a telecommunications service.

Date: June 30, 2021

By: Corey Hauer, Chief Executive Officer, LTD Broadband LLC

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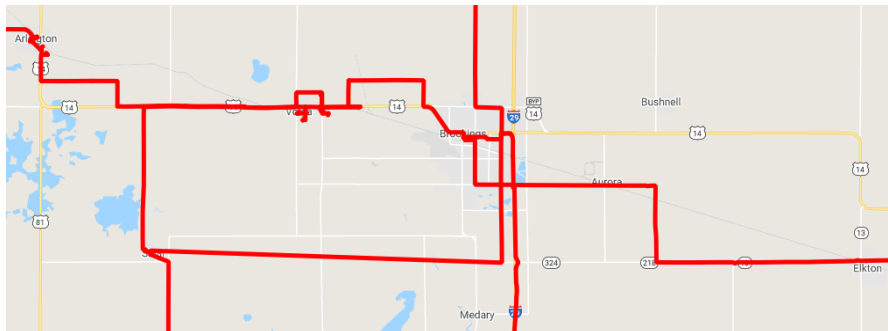
Request 1.3: LTD indicates in its application they operate an extensive fiber network. Provide a map outlining where LTD currently operates with any fiber in South Dakota.

Response: LTD Broadband currently leases broadband capacity from SDN Communications. The map provided below as **Exhibit 1.3-A** depicts LTD Broadband's POP. The map provided below as **Exhibit 1.3-B** depicts SDN's fiber path.

EXHIBIT 1.3-A



EXHIBIT 1.3-B



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Request 1.4: Does LTD currently or plan to offer Fiber-to-the-Home or Fiber-to-the-Premises to any retail customers in South Dakota? If so, indicate specific locations.

Response: No. LTD Broadband currently does not plan to offer Fiber-to-the-Home or Fiber-to-the- Premises to retail customers in South Dakota, except to the extent that such retail customers constitute “locations,” as defined and determined by the FCC.

Date: June 30, 2021

By: Corey Hauer, Chief Executive Officer, LTD Broadband LLC

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Request 1.5: Does LTD expect to provision any VoIP related services to customers in South Dakota?

Response: Yes. LTD Broadband plans to provision VoIP related services to customers in South Dakota.

Date: June 30, 2021

By: Corey Hauer, Chief Executive Officer, LTD Broadband LLC

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Request 1.6: Does LTD anticipate requiring or accepting any deposits or prepayments in the provisioning the proposed service offerings in South Dakota?

Response: No. LTD Broadband does not anticipate that it will require or accept deposits or prepayments for services that it provides in South Dakota.

Date: June 30, 2021

By: Corey Hauer, Chief Executive Officer, LTD Broadband LLC

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Request 1.7: Provide the curriculum vitae for the listed management biographies listed on Exhibit C.

Response: The requested information is appended hereto as **Exhibit 1.7.**

Date: June 30, 2021

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Request 1.8: Provide the necessary audited Financial Statements including a balance sheet, income statement, and statement of cash flows.

Response: The requested information is appended hereto as **Exhibit 1.8**. Pursuant to S.D. Admin. R. 20:10:1:41, LTD Broadband respectfully requests that the Financial Statements appended hereto as Exhibit 1.8 be accorded confidential treatment by the Commission. The Financial Statements of LTD Broadband constitute “trade secrets” under S.D. Admin. R. 20:10:1:39, and include proprietary and commercially sensitive information, the public disclosure of which would harm the competitive position of LTD Broadband. Communications related to this request should be directed to counsel for LTD Broadband:

Ms. Brett Heather Freedson
Lerman Senter PLLC
2001 L Street NW, Suite 400
Washington, D.C. 20036
(tel.) 202-416-6778
bfreedson@lermansenter.com

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Request 1.9: Provide a list of states LTD is registered or certified to provide telecommunications services.

Response: LTD Broadband is authorized to provide telecommunications services in Colorado, Illinois, Indiana, Iowa, Minnesota, Missouri, Ohio, Texas, and Wisconsin.

Date: June 30, 2021

By: Corey Hauer, Chief Executive Officer, LTD Broadband LLC

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Request 1.10: Provide LTD's South Dakota sales tax number.

Response: LTD Broadband's South Dakota sales tax number is 1035-9564-ST.

Date: June 30, 2021

By: Corey Hauer, Chief Executive Officer, LTD Broadband LLC

EXHIBIT 1.7

LTD Broadband

Corey Hauer

CEO

LTD Broadband LLC

coreyhauer@ltdbroadband.com

507-318-0143 cell



Corey is founder of LTD Broadband. He has over 25 years experience in building companies and systems focused on broadband networks.

LTD Broadband provides fixed-wireless broadband service to thousands of residential, commercial and education sites across rural Iowa, Minnesota, Nebraska and South Dakota. Under Corey's leadership, LTD Broadband has grown to be the second largest provider (by footprint) of fixed-wireless broadband in the US in just 8 years. LTD Broadband has over 2000 towers covering over 50,000 square miles.

Corey has provided IT consulting expertise to rural telecommunications firms, hospitality, wireless ISPs, a regional airline, law firms and manufacturers. He has deep knowledge of telecom and network architecture and has helped these firms deploy new technologies and network architectures.

Prior to founding LTD Broadband Corey founded a wireline ISP/CLEC and had a successful exit for its LLC members.

Education

Purdue University, West Lafayette, Indiana - Computer & Electrical engineering

Rebecca Severtson

Chief Administrative Officer

Hard-working and dedicated to overseeing the operations within the organization. Work with all team leads to meet the objectives and goals and responsible for the performance of various departments and day-to-day operations.

Work History

09/2013 - **Chief Administrative Officer**

Present *LTD Broadband - Clarks Grove, MN*

- Manage and supervise the day-to-day operations of various departments such as billing, finance, human resources and marketing.
- Ensuring all IRS laws, government regulations, SEC rules and filings are met.
- Coordinate inter-departmental activities and delegate responsibilities to subordinates.
- Manage budgets, hiring and contracting.
- Work in a team with top-level executives to devise strategies and policies to meet company goals.
- Evaluate administrative policies to ensure changing company needs and compliance regulations are met.

01/2000 - **Chief Administrative Officer**

09/2013 *Genesis Graphics - Blooming Prairie, MN*

- Manage and supervise the day-to-day operations of various departments such as billing, finance, human resources and operations.
- Coordinate inter-departmental activities and delegate responsibilities to subordinates.
- Oversee pre-press, press work, shipping, operations management, human relations and public relations.
- Work in a team with top-level executives to devise strategies and policies to meet company goals.
- Evaluate administrative policies to ensure changing company needs and compliance regulations are met.

12/1997 - **Marketing Coordinator/Graphic Design**

01/2000 *SPX Power Team - Owatonna, MN*

- Design and publish technical literature.
- Collaborate with numerous departments to obtain technical information and create forms, brochures, gather artwork and support preparation of artwork.
- Compile and create PDF documents with company material for internal and external use.
- Oversee pre-press layout and press work to ensure efficient and timely delivery of marketing materials and forms.
- Utilize Photoshop, Quark and Illustrator to design documents.

Contact

Address

11991 750th Street
Blooming Prairie, MN 55917

Phone

(507) 475-1262

E-mail

beckysevertson@gmail.com

Skills

- Adept in technology
- Verbal & written communication
- Organization
- Strategic planning
- Resourcefulness
- Detail-oriented
- Anticipate needs
- Supply management
- Reporting
- Analysis
- Multitask
- Discretion & judgment
- Graphic design
- Attention to detail
- Professionalism
- Inventory control
- Office procedures
- Accuracy
- Teamwork
- Patience
- Emotional intelligence
- Flexibility

Education

Blooming Prairie High School
Diploma - 1983

Chad Peterson

Installation Manager

78053 MN-251
Clarks Grove, MN 56016

(507) 369-2359

chadpeterson@ltdbroadband.com

EXPERIENCE

LTD Broadband — *Installation Manager*

2017-Present

- Oversee and manage 21 field techs.
- Train new technicians to meet LTD Broadband standards.
- Provide remote and in person technical support for the field technicians.
- Survey and plan out wireless links.
- Plan, execute and finalize a variety of projects.
- Level 2 support for business and commercial customers.
- Basic Human Resource duties for the field techs.

LTD Broadband, — *Field Installation Technician*

2012-2017

- Surveyed commercial and residential jobs.
- Installed wireless internet in a variety of environments including but not limited to; residential, commercial, industrial facilities.
- Troubleshooted wireless links.

Rabe International, — *Agriculture Assembly Technician*

2010-2012

- Assembled heavy equipment for agriculture uses.
- Inspected and tested equipment to meet manufacturer specified tolerances.
- Unloaded and took inventory of said equipment.

Skills

- Lead a crew of technicians to complete technical jobs.
- Plan and budget wireless backhaul links to provide “x” amount of bandwidth to certain locations.
- Develop project schedules to reach a milestone agreement between different clients.
- Tune wireless point to point/point to multipoint RF radios to provide exceptional bandwidth.
- Trained on fusion splicing of telecommunication fiber.
- Design networks for small and large facilities such as MDU’s, residential neighborhoods, manufacturing facilities.
- Program and test new industry leading equipment.

Mission:

Explain/Describe the skills and responsibilities of my past work history, along with special traits I bring to the prospective workplace.

Certifications

Certified tower climber and instructor

Power Limited Tech Certified

Education

Riverland Community College-2 year technical degree

Alden Conger High School- High school diploma

Justin Hansen

66381 170th St. Alden MN,
56009
(507-402-0242
motocross528@gmail.com

EXPERIENCE

LTD Broadband, Clarks Grove, MN — *Tower Department Manager*

May 2016 – PRESENT

- Coordinate design and installation of fixed wireless towers
- Manage Tower Technicians
- Optimize scheduling with dispatch
- Conduct all interviewing, hiring, trainings and certifications
- Conduct installation of special projects, fiber sites and cellular sites.

LTD Broadband, Clarks Grove, MN — *Tower Technician*

September 2011 - May 2016

- Install fixed wireless gear on towers
- Tower Acquisition; growing and expanding the network
- RF engineering, planning and coordinating new links and access points of all brands

Predictive Technologies, Austin, MN — *Reliability Engineer*

April 2010 - September 2011

- Dynamic balancing, Electric motor alignments
- Vibration analysis
- Structural analysis
- Perform preventative maintenance on hammer mills, centrifuges, fresh air systems, refrigeration systems and paddle mixers at medical facilities and ethanol plants

EDUCATION

Albert Lea Senior High, Albert Lea, MN — *Diploma*

September 2005 - May 2009

Riverland Community College, Austin, MN — AS

MONTH 2010 – N/A

- Liberal Arts and Applied Science

SKILLS

- Tower design
- Vertical climbing
- Employee management
- Rigging and hoisting
- Forklift
- Heavy equipment
- Ditch witch
- Fusion splicing fiber
- Network design
- CAT5/6 termination
- Coax termination
- Power tools
- Pole attachment
- Micro pops
- Licensed links
- Pointing high frequency backhauls; 11ghz, 60ghz and 80ghz
- Trenching
- Fiber/Ethernet
- Inventory management

CERTIFICATIONS

- Level 1 vibration analysis
- Power limited technician
- Competent climber/rescue
- Instructor of competent climber/rescue/rigging

Haley Tollefson

Director of Marketing & Government Relations

Mission-oriented Director of Marketing with over 10 years experience utilizing multimedia marketing strategies with data driven results achieving 40% growth year over year. Confident, articulate and professional written and verbal communication skills to collaborate on governmental projects.

Work History

05/2014 - **Director of Marketing & Government Relations**

Present *LTD Broadband - Clarks Grove, MN*

- Ensure articulation of LTD Broadband's desired image and position, assure consistent communication of image and position throughout the company and to all constituencies both internal and external.
- Responsible for creating, implementing and measuring the success of comprehensive marketing, communications and public relations and organizing marketing for marketing materials and client acquisition.
- Act as representative with the media.
- Regularly conduct relevant market research and coordinate and oversee activity to monitor trends and lead projects as assigned.

2005 - **Production Line Manager**

2014 *In*Tech Integrated Marketing Services - Blooming Prairie, MN*

- Created a sales funnels to increase traffic utilizing and managing SEO (PPC/organic).
- From 9/2011 to 5/2013 my marketing tactics and strategy resulted in growth from 69 yearbook titles to 301; an annual sales dollar growth from \$190,000 to \$1.01 million.
- Documented growth, return on investment and daily/monthly ad spend by using analytics supplied by Google and Yahoo/Bing.
- Organized and managed all advertising opportunities and budgets for product line.
- Developed webinar to increase sales close rates; support our telephone sales staff and expand sales territory to 48 states.
- Leveraged oral and written communication skills by generating my own published materials and by developing and improving live seminar presentations.
- Resolved incoming customer conflicts and implemented problem solving work-flow procedures to maximize employee efficiency. When a customer had a problem and we wanted to rescue the account I took the call (or email).

Contact

Address

458 4th St SW
Blooming Prairie, MN 55917

Phone

(507) 475-1260

E-mail

tollefsonhaley@gmail.com

Skills

- Organize and implement marketing collateral
- Plan, direct and coordinate marketing strategies
- Research demand for our products and services
- Build brand awareness
- Maintain and enhance social media presence
- Proficient in Microsoft Office Suite, Photoshop, InDesign, Quark and Illustrator
- Excellent interpersonal, written and oral communication skills
- Complete lists describing offerings
- Develop and maintain web content
- Manage outside public relations activities including press releases and communications.
- Develop strategic and tailored communication strategies to plan and facilitate execution of initiatives.
- Create graphic design content to implement marketing visuals

Education

Bachelor of Science Marketing
Metropolitan State University

EXHIBIT 1.8 - REDACTED

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF SOUTH DAKOTA**

In the Matter of)
)
Application of LTD Broadband LLC for)
Certificates of Authority to Provide Resold) Docket No. TC21-014
and Facilities-Based Local Exchange and)
Interexchange Telecommunications)
Services in the State of South Dakota.)

CERTIFICATE OF SERVICE

I, Brett Heather Freedson, hereby certify that true and correct copies of LTD Broadband LLC's responses to Commission Staff's First Data Request in the above-referenced docket were served electronically to the Parties listed below, on this 30th day of June, 2021:

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Ms. Kara Semmler (public/redacted version only)
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karasemmler@sdttaonline.com

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/s/ Brett Heather Freedson

Brett Heather Freedson