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# BEFORE THE STATE CORPORATION COMMISSION OF THE STATE OF KANSAS

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ΰy State Corporation Commission ofKansas

In the Matter of the Application of Missouri Network Alliance LLC dba Bluebird Network, LLC for a Certificate ) of Convenience and Authority to Provide Local Exchange) and Exchange Access Service, Interexchange and Toll Services within the State of Kansas

Docket No.

# APPLICATION FOR CERTIFICATE OF AUTHORITY To Serve as a Telecommunications Services Provider in Kansas

K.S.A. 66-2005(w) sets out the requirements for certification as follows: An applicant "....must receive a certificate of convenience based upon a demonstration of technical, managerial and financial viability and the ability to meet quality of service standards established by the Commission. Any telecommunications carrier or other entity seeking such certificate shall file a statement, which shall be subject to the Commission's approval, specifying with particularity the areas in which it will offer service, the manner in which it will provide service in such areas and whether it will serve both business and residential customers in such areas."

Comes now Terri K. Firestein representing Missouri Network Alliance LLC dba Bluebird Network, LLC a foreign limited liability company representing its intention to engage in the business of a Competitive Local Service Provider in the State of Kansas under the business name of Missouri Network Alliance LLC dba Bluebird Network, LLC in the territory described specifically below, and making claim that public convenience will be thereby promoted. Applicant, for purposes of verification and in evidence of fitness to operate, offers the following information in support of this application:

- 1. Full correct name: Missouri Network Alliance LLC dba Bluebird Network, LLC ("MNA" or "Applicant")
- 2. Federal Identification Number: 43-1852975
- 3. Competitive Local Exchange Service and Interexchange Type of Certification requested: (long distance or toll) Service
- Address and telephone numbers for the principal office of the company, including 800 customer 4, service number:

Missouri Network Alliance LLC dba Bluebird Network, LLC 2005 W. Broadway, Building A, Suite 110 Columbia, MO 65203

Toll free customer service number is 877-766-2662 Applicant will not have a local office located in Kansas.

5. Applicant is not individually owned. Applicant is a foreign limited liability company 100% owned by Bluebird Network, LLC. Please see Exhibit A, Organization Chart.

- 6. Applicant requests statewide authority for local service but has no plans to serve in exchange areas that may have a rural exemption per rural exemption guidelines.
- 7. & 8. Person preparing this application and Commission Relations contact:

Terri K. Firestein Sr. Director CCG Consulting, LLC 10806 Garrison Hollow Rd. Clear Spring, Maryland 21722 Telephone 301-788-6889 Email <u>tfireccg@myactv.net</u>

9. Organizational Information:

(a<u>)Title</u> President (b)<u>Name</u> Michael Morey (c) <u>Address</u> 2005 W. Broadway, Building A, Suite 110 Columbia, MO 65203

**Chief Financial Officer** 

Chris Bach, C.P.A.

2005 W. Broadway, Building A, Suite 110 Columbia, MO 65203

Chief Operating Officer

Steve Crane

800 Northwest Chipman Rd. Suite 5750 Lee Summit, MO 64063

10. A. Applicant intends to provide an array of facilities based, leased and resale competitive wholesale and retail telecommunications and transport services on a statewide basis including, but not limited to, dedicated and switched access services, private line services, enhanced services and voice telecommunications services including but not limited to residential and business local exchange, and interexchange services in Kansas. Applicant plans to offer basic access line service, PBX and DID Services, Number Portability, Calling Features and transport services. Applicant will provide wholesale voice and data service solutions to municipalities, CLECs, ILECs and CATV providers. Initially, service will be provided in exchanges in the service areas of AT&T and CenturyLink.

B. Applicant will not have any telephone service personnel located in Kansas. Customer Service

and Billing will be located in Lee's Summit, Missouri. Installation and repair services will be provided by a combination of personnel located in Missouri and local contractors located in Kansas.

C. EXHIBIT B describes the types of equipment that will be deployed in the state. At this time the exact location of this equipment is not known.

D. Applicant has not had any state or federal entity deny certification or take any enforcement action against it.

E. Applicant nor its principals has had any enforcement proceedings or criminal charges in connection with telecommunications filed against it/them by any office or administrative agency within the last five (5) years anywhere in the United States, including but not limited to injunctions, cease and desist orders, civil lawsuits, consent decrees, assurances of voluntary compliance, civil investigative demands or subpoenas.

- 11. As an indication of Applicant's managerial capabilities we provide as **EXHIBIT C** managerial qualifications in the form of biographies of key personnel. Each biography speaks to the individual's actual experience in the telecommunications business represented by this Application.
- 12. As an indication of Applicant's technical capabilities we provide as **EXHIBIT D** technical qualifications in the form of biographies of Mr. Don Gehringer, Director of Network Engineering and Mr. Mike Hanson, Director of Network Operations. Each biography speaks to the individual's actual experience in the telecommunications business represented by this Application.

A. Applicant will follow the Quality of Service Standards and reporting requirements as ordered by the Commission in Docket No. 191,206-U.

B. Applicant does not anticipate any problems meeting or reporting on the Commission's Quality of Service Standards. We believe we have the management expertise to deploy the necessary resources to meet the Quality of Service Standards as established by the Commission.

C. Applicant will follow the Commission's Billing Practice Standards as ordered in Docket No. 06-GIMT-187-GIT.

D. Applicant does not anticipate any problems meeting or reporting on the Commission's Billing Practices Standards. We believe we have the management expertise to deploy the necessary resources to meet the Billing Practice Standards as established by the Commission.

E. Applicant is currently providing telecommunications services in Missouri in the form of alternate access tandem services and transport services. Applicant provides transport and tandem services to independent telephone service providers in and around Missouri.

13. Applicant has no individual stockholders, principal or otherwise. Please see **EXHIBIT A** for Applicant's organizational structure.

- 14. Financial information is provided as **EXHIBIT E** in the form of Financial Statements for *Bluebird* Network, LLC Consolidated Financial Statements and Supplementary Information with Independent Auditor's Report for Years ended December 31, 2012 and 2011.
- 15. Please see **EXHIBIT F** for the Missouri proof of incorporation.
- 16. Please see **EXHIBIT G** for the Kansas proof of registration with the Kansas Secretary of State.
- 17. **EXHIBIT H** is a copy of a sample customer bill.
- The contact information for customer services is as follows:
  Director of Customer Service is Mike Hanson
  800 Northwest Chipman Road
  Suite 5750
  Lee's Summit, MO 64063
  Toll free Telephone Number is 877-766-2662
- 19. Interconnection negotiations have begun but the agreements have not yet been executed. Applicant has not yet submitted the Interconnection Agreements with the Commission.
- 20. Applicant understands that as a result of HB 2201 a Local Tariff will not be accepted as Applicant is seeking CLEC authority.

OATH

State of Missouri, Boone County, ss.

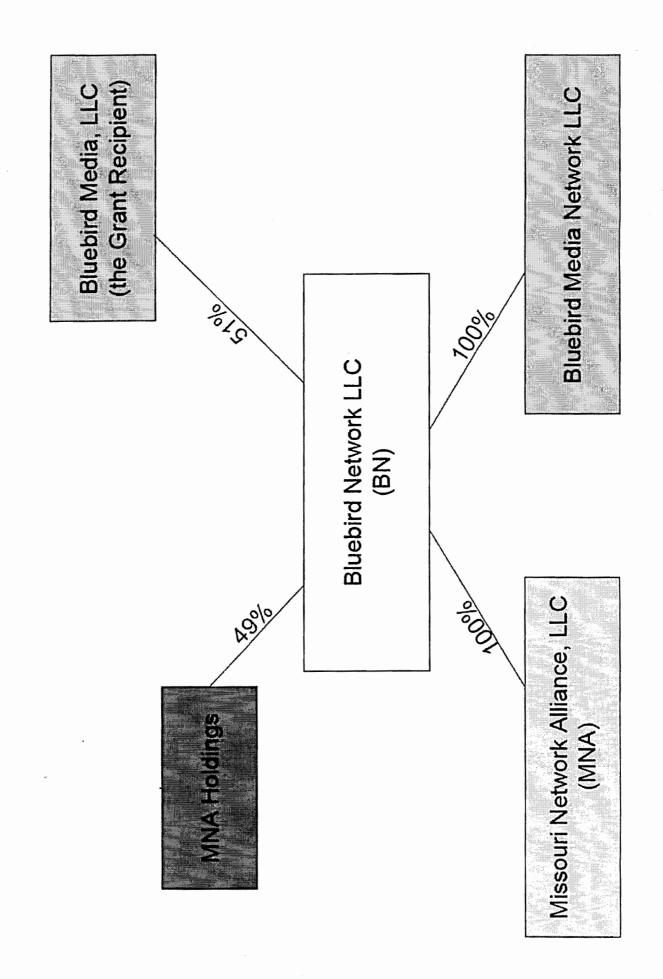
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Michael Morey, being duly sworn, deposes and says that he is the President of Missouri Network Alliance LLC dba Bluebird Network, LLC, and that the facts set forth in the foregoing application have been prepared under his direction, from the original books, papers and records of said company, that he examined same and declares same to be true and correct to the best of his knowledge and belief. Further, that applicant has full knowledge of the Kansas Corporation Commission's jurisdiction affecting local service providers and will comply with the applicable requirements of this Copymission.

hl C. Morey Subscribed and sworn to before me on this 174Day of October , 2013. **ROSEMARY F. HUFFMAN** rv Public Notary Public - Notary Seal State of Missouri County of Cass My Commission Expires June 21, 2016 Commission #12412090

# EXHIBIT A

# ORGANIZATIONAL CHART



# EXHIBIT B

# TELECOMMUNICATIONS EQUIPMENT TO BE DEPLOYED IN THE STATE

Following is a list of telecommunications equipment Applicant proposes to deploy in the state:

1. SONET – Synchronous Optical Network equipment is fiber-based, SONET ring service consolidates Ethernet, data, video and voice/VoIP traffic on a single reliable platform that can withstand disasters and disruptions.

2. DWDM – Dense Wavelength Division Multiplexing equipment places data from different sources together on an optical fiber, specifically Internet data, SONET and ATM data.

3. SIP Phones – Session Initiation Protocol phones provide the traditional call functions of a telephone and are used to control voice, video and Internet communication sessions.

4. IP (Internet Protocol) Switches and Routers

5. M13 Mux – Multiplexing equipment that integrates 28 T-1 tributary channels into a single 45 Mbps data stream, allows for T-1 channel grooming and direct connection to T-3 networks or DS3 equipment over copper or fiber links.

# EXHIBIT C

MANAGERIAL BIOGRAPHIES



# Michael C. Morey President & Chief Executive Officer

Mr. Morey joined Bluebird Network in January, 2012. He previously served as President & CEO of Voxitas (now merged with Appia Communications) in St. Louis, Missouri. Morey has more than 30 years of telecommunications experience including 13 years in various management positions at AT&T, founding Voxitas, and serving as Senior Vice President of NuVox, a national telephone company headquartered in St. Louis. Additionally, he served as regional Vice President of Electric Lightwave, a regional fiber-optic service provider headquartered in western United States. Under Morey's leadership, Voxitas was ranked as one of the fastest growing companies by INC 5000 and the St. Louis Business Journal for multiple years. He earned a MBA and a BS from the University of Southern California.

# Chris Bach, C.P.A. Chief Financial Officer

Mr. Bach was on the ground floor of the Bluebird Media start-up serving as its CFO. In that capacity, he ensured compliance on the \$45 million federal grant; plus, he lead and managed the \$110 million merger with Missouri Network Alliance (MNA). He continues in the position of CFO for Bluebird Network where his knowledge of the company has helped create and execute a strong business plan. He oversees all aspects of the financial and accounting functions of the business and communicates his strategic vision with the board of directors and executive management team. Along with Mr. Bach's 15+ years of experience in public and private auditing and accounting, he brings his uncompromising integrity and high ethical standards to Bluebird Network.

# Stephen Crane Chief Operating Officer

Mr. Crane was named Chief Operating Officer of Bluebird Network in August, 2013, after serving as Vice President of Engineering & Operations since 2000. He has 30 years of telecommunication experience that includes work at MCI Telecommunications, Sprint, and Aerial Communications/VoiceStream Wireless/T-Mobile. He has a comprehensive technical understanding of network design, planning and systems engineering. Mr. Crane has a diverse background in wireless, local, long distance and broadband technologies that prepare him for the complexities of the converging telecommunications industry and the expansion of the network demand.

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# EXHIBIT D

TECHNICAL BIOGRAPHIES

# Don Gehringer Director, Network Engineering Missouri Network Alliance, LLC, dba Bluebird Network

Don Gehringer has 35 years of experience in the communications industry. Don began his career in telecommunications as a central office equipment installer and was quickly promoted to lead installer with Falcon Communications. During Don's tenure with Falcon valuable hands on experience was gained in all aspects of analog and digital technologies.

In 1978 Don hired on with Sprint/United Telephone as a Central Office Equipment Installer in Sprint's Midwest Region. Over the next 20 years with Sprint Don accepted promotions to Network Control Center Analyst, Network Design Engineer, Senior Network Design Engineer, Network Planning Engineer and Interim Strategic Network Planning Manager. Don was team leader for the engineering and design of 800 Portability and Interchangeable NPA Codes for Sprint's Midwest Region.

In 1996 Don hired on with Sprint PCS as Senior Network Design Engineer. Don's principal accountabilities were to ensure that new and existing investment in the most efficient wireless network configuration is utilized to optimize capital resources for the Kansas City and Wichita MTAs. Don also played a "key" role in the overall network design and implementation standards for Sprint PCS.

In 1997 Don accepted a job with Aerial Communications Inc./Voice Stream/T-Moble Wireless as Level IV Fixed Network Engineer. Don was responsible for current competitive situation with respect to local calling areas, numbering and dialing patterns to be competitive in individual markets. Don was also responsible for central office equipment quantities and provided capital requirements for switching and software.

Don joined Missouri Network Alliance on December 4, 2000 as Manager, Network Engineering and was quickly promoted to Director, Network Engineering. Don leads a team engineers responsible for detail engineering and procurement activities for Missouri Network Alliance.

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Background of:

# Mike Hanson Director, Network Operations Missouri Network Alliance, LLC, dba Bluebird Network

Mike Hanson has 35 years of experience in the communication industry. Mike began his communication career with 6 years in the US Navy. Mike spent two years with Northern Telecom as a pioneer installer of DMS-100 and DMS-200 digital switching systems. Mike spent three years as a Central Office Equipment Supervisor with Bixby Telephone Company in Bixby, Oklahoma.

In 1984 Mike hired on with Sprint/United Telephone as a Network Operations Control Center (NOCC) Engineer. Over the next 15 years Mike accepted additional responsibilities within Sprint's Western Operations Control Center. Mike was an instrumental leader in the development and growth of Sprint's NOCC from a team of 7 when he started to a team of 300 when he left the center in 1999 as a General Manager.

Mike spent his last year with Sprint in their Broadband Local Networks Division. Mike was a Principle Network Design Engineer responsible for network design functions in support of Sprint's ION network.

Mike has a General Radiotelephone License and extensive training and experience in the design, engineering, maintenance and operations of digital switching systems, Local Area Network (LAN) systems and Wide Area Network (WAN) data communications solutions.

Mike Joined Missouri Network Alliance on October 9, 2000 as Manager, Network Operations and was quickly promoted to Director, Network Operations. Mike leads a team of Field Engineers responsible for network maintenance, circuit installation and trouble resolution.

# EXHIBIT E

FINANCIAL INFORMATION

CONSOLIDATED FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION WITH INDEPENDENT AUDITOR'S REPORTS Years ended December 31, 2012 and 2011

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# **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors Bluebird Network, LLC and Subsidiaries Columbia, Missouri

#### Report on the Consolidated Financial Statements

We have audited the accompanying consolidated balance sheets of Bluebird Network, LLC (a Missouri limited liability company) and subsidiaries as of December 31, 2012 and 2011, and the related consolidated statements of income, stockholders' equity and cash flows for the years then ended, and the related notes to the consolidated financial statements.

# Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment; including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 estimates made by management as well as evaluating the overall consolidated financial statement presentation.

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

# <u>Opinion</u>

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Bluebird Network, LLC and subsidiaries as of December 31, 2012 and 2011, and the results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Kesling associates LLD

West Des Moines, Iowa February 27, 2013

# CONSOLIDATED BALANCE SHEETS December 31, 2012 and 2011

ASSETS		2012		2011
CURRENT ASSETS				
Cash and cash equivalents	\$	504,303	\$	2,299,211
Accounts receivable		2,460,459		2,795,185
Prepayments		171,942		175,609
Current portion of operating leases		659,056		537,616
		3,795,760	_	5,807,621
OTHER NONCURRENT ASSETS				
Partnership investments		474,571		263,147
Deferred debt issuance costs		55,000		90,000
Long-term operating leases, less current portion		7,850,486		6,260,141
Goodwill		3,518,591	_	3,518,591
		11,898,648	_	10,131,879
PROPERTY, PLANT AND EQUIPMENT				
Property, plant and equipment		80,424,305		28,120,732
Less accumulated depreciation	_	17,910,478		14,263,694
		62,513,827		13,857,038
Plant under construction		27,767,186		20,416,391
	_	90,281,013		34,273,429
TOTAL ASSETS	\$	105,975,421	\$	50,212,929

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

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# CONSOLIDATED BALANCE SHEETS December 31, 2012 and 2011

LIABILITIES AND MEMBERS' EQUITY		2012		2011
CURRENT LIABILITIES Current portion of long-term debt Current portion of capital leases Accounts payable Accrued payroll Deferred revenues Accrued taxes Deferred compensation	\$	15,638 5,864,383 1,123,894 1,554,069 1,186 71,714 8,630,884	\$	144,998 15,240 4,489,802 371,212 55,975 3,821 
LONG-TERM DEBT, less current portion		20,187,637	-	7,503,828
OTHER NONCURRENT LIABILITIES AND DEFERRED CREDITS Obligations under capital leases, less current portion Accrued member leases Deferred revenues, less current portion Deferred compensation		11,993 586,870 54,624,309 		27,631 905,431 16,129,451 155,567 17,218,080
MEMBERS' EQUITY	*******	21,933,728	_	20,409,973
TOTAL LIABILITIES AND MEMBERS' EQUITY	\$	05,975,421	\$	50,212,929

# CONSOLIDATED STATEMENTS OF INCOME Years ended December 31, 2012 and 2011

	2012	2011
OPERATING REVENUES	<b>•</b> •• •• •• •	<b>•</b> • • • • • • • • •
Broadband transport revenues	\$ 22,221,885	\$ 15,715,917
Tandem broadband revenues	1,338,308	1,425,351
Tandem switching revenues	792,777	856,140
Consulting revenues Engineering revenues	508,646 45,000	439,423 27,344
Grant revenues	613,865	<i>27,344</i> 59,532
Miscellaneous revenue	41,757	23,501
Miscenaneous revenue	25,562,238	18,547,208
		18,547,208
OPERATING EXPENSES		
Cost of services	4,210,716	3,345,675
Payroll and benefits (net of \$1,001,484 and \$1,047,192	4,210,710	5,545,075
capitalized in 2012 and 2011, respectively)	3,999,606	4,079,026
Network operations	2,425,051	1,712,740
General support expenses	590,760	572,895
Tandem switching expenses	329,983	342,168
Depreciation	3,778,903	2,671,451
General and administrative	607,347	1,125,380
Regulatory fees	20,648	37,197
General taxes	300,927	331,364
General taxes	16,263,941	14,217,896
	10,205,741	
OPERATING INCOME	9,298,297	4,329,312
OTHER INCOME (EXPENSE)	6 004	2 (75
Interest and dividend income	6,094	3,675
Allowance for funds used during construction	238,356	-
Other, net	(76,248)	
Interest expense	(720,427)	b
	(552,225)	(230,677)
INCOME BEFORE PRE-MERGER EARNINGS	8,746,072	4,098,635
PRE-MERGER EARNINGS		(1,032,460)
NET INCOME	\$8,746,072	\$3,066,175

# CONSOLIDATED STATEMENTS OF MEMBERS' EQUITY Years ended December 31, 2012 and 2011

	M.	NA Holdings, LLC	<u>_N</u>	Bluebird 1edia, LLC	 Total
Ownership Percentage		49 %	<u></u>	51 %	 100 %
Balance, March 23, 2011	\$	-	\$	-	\$ -
Merger transaction		23,800,000		-	23,800,000
Special allocations		810,585		(810,585)	-
Distributions		(6,456,202)		-	(6,456,202)
Net income		3,066,175			 3,066,175
Balance, December 31, 2011		21,220,558		(810,585)	20,409,973
Distributions		(6,664,717)		(557,600)	(7,222,317)
Net income		6,270,202		2,475,870	 8,746,072
Balance, December 31, 2012	\$	20,826,043	\$	1,107,685	\$ 21,933,728

# CONSOLIDATED STATEMENTS OF CASH FLOWS Years ended December 31, 2012 and 2011

		2012		2011
CASH FLOWS FROM OPERATING ACTIVITIES				
Net income	\$	8,746,072	\$	3,066,175
Adjustments to reconcilc net income				
to net cash provided by operating activities:				
Depreciation		3,898,472		2,343,189
Equity earned in Illinois Network Alliance, LLC		(193,344)		-
Equity loss in unconsolidated affiliates		25,479		9,731
Patronage in business conducted with cooperatives		(4,153)		
Patronage distributions received from business conducted with				
cooperatives		2,700		-
Realized loss on sale of property		52,038		55,287
Changes in assets and liabilities:				
(Increase) Decrease in:				
Receivables		334,726		(2,001,499)
Prepayments		(1,708,118)		(46,792)
Other		35,000		(90,000)
Increase (Decrease) in:				
Accounts payable		2,237,498		(2,479,060)
Accrued taxes		(2,635)		(198,563)
Deferred revenues		(374,227)		721,866
Accrued compensation	_	668,829	_	373,177
Net cash provided by operating activities	-	13,718,337		1,753,511
CASH FLOWS FROM INVESTING ACTIVITIES				
Capital expenditures		(60,818,189)		(17,162,207)
Purchase of other investments		-		(1,000)
Purchases of equity investments		(42,106)		(87,500)
Salvage		4,000		24,758
Grant proceeds related to construction		40,048,618		15,287,784
Net cash used in investing activities		(20,807,677)	•	(1,938,165)
Net cash used in investing activities	-	(20,001,011)	•	(1,550,105)
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from long-term borrowing		16,369,696		7,503,828
Repayment of long-term debt		(3,830,885)		(921,709)
Payments of capital lease obligation		(15,240)		(3,750)
Cash received in merger transaction		-		2,373,276
Distributions	_	(7,229,139)	_	(6,467,780)
Net cash provided by financing activities		5,294,432		2,483,865
Net Increase (Decrease) in Cash and Cash Equivalents		(1,794,908)		2,299,211
Cash and Cash Equivalents at Beginning of Year		2,299,211		
Cash and Cash Equivalents at End of Year	\$_	504,303	\$	2,299,211

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

## NOTE 1. ORGANIZATION

Bluebird Network, LLC (a Missouri limited liability company) (herein referred to as "the Company") was formed to operate a fiber optic network throughout the state of Missouri. During 2011, the Company was formed to combine the resources of Missouri Network Alliance, LLC (MNA) and Bluebird Media, LLC (Media), a recipient of a grant from the National Telecommunications and Information Administration's (NTIA) Broadband Technology Opportunities Program (BTOP). This resulted in the partners of MNA forming MNA Holdings, LLC (Holdings) and contributing their ownership in MNA to Holdings. On March 23, 2011, Holdings contributed its ownership in MNA to the Company in exchange for a 49% ownership interest. Media pledged the proceeds from the BTOP grant in exchange for a 51% ownership interest.

# NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

The accounting policies of the Company conform to accounting principles generally accepted in the United States of America. Management uses estimates and assumptions in preparing its consolidated financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Management has evaluated subsequent events through February 27, 2013, the date the consolidated financial statements were available for issue.

#### Principles of Consolidation

The consolidated financial statements include the accounts of the parent company, Bluebird Network, LLC, and its 100%-owned subsidiaries, Missouri Network Alliance, LLC and Bluebird Media Network, LLC. All material intercompany transactions have been eliminated in consolidation.

#### Cash Equivalents

All highly liquid investments with a maturity of three months or less at the time of purchase are considered cash equivalents. Cash and cash equivalents are stated at fair value.

### Accounts Receivable

Receivables are reported at the amounts the Company expects to collect on balances outstanding at year end. The Company monitors outstanding balances and periodically writes off balances that are determined to be uncollectible. The Company has concluded that losses on balances outstanding at year end will be immaterial.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Investments

Nonmarketable equity investments over which the Company has significant influence are reflected on the equity method. Other nonmarketable equity investments are stated at cost.

#### Goodwill

Goodwill assets deemed to have indefinite lives are stated at the lower of cost or fair value. These assets are subject to periodic impairment tests.

#### Property, Plant and Equipment

Property, plant and equipment is capitalized at original cost including the capitalized cost of salaries and wages, materials, certain payroll taxes, employee benefits and interest incurred during the construction period.

The Company provides for depreciation for financial reporting purposes on the straight-line method by the application of rates based on the estimated service lives of the various classes of depreciable property. These estimates are subject to change in the near term.

#### Long-Lived Assets

The Company would provide for impairment losses on long-lived assets when indicators of impairment are present and the undiscounted cash flows estimated to be generated by those assets are less than the assets' carrying amount. Based on current conditions, management does not believe any of its long-lived assets are impaired.

#### Income Taxes

Under provisions of the Internal Revenue Code, the partners include their respective shares of Company income or loss on their individual tax returns. Accordingly, no provision for income taxes has been made in the accompanying financial statements.

The Company's tax returns for years 2011 to present remain subject to examination.

The Company has evaluated its income tax positions and has determined that there are no uncertain tax positions that need to be recorded or reported in the financial statements as of December 31, 2012.

### Revenue Recognition

The Company recognizes revenues when earned regardless of the period in which they are billed. Circuit rental revenues are recognized over the period of the lease term. Consulting revenues are recognized over the period the services are performed.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

## NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Revenue Recognition (Continued)

Tandem broadband and switching revenues are billed based upon tariffs approved and regulated by the Missouri Public Service Commission and the FCC. The tariffs are used to charge the connecting carrier and recognize revenues in the period the traffic is transported based on the minutes of traffic carried.

#### Fair Value Measurements

The Company determines the fair value of its financial assets and liabilities based on the fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The following three levels of inputs may be used to measure fair value:

- Level 1 Quoted prices in active markets for identical assets or liabilities that the Company has the ability to access at the measurement date.
- Level 2 Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.
- Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

Unless otherwise noted, book value is the same as fair market value.

#### Reclassifications

Certain reclassifications have been made to the 2011 consolidated financial statements to conform with the 2012 presentation.

#### NOTE 3. EQUITY METHOD INVESTMENTS

The Company has an 8% and 5% interest in the Illinois Network Alliance, LLC (INA) partnership as of December 31, 2012 and 2011, respectively, which operates a fiber network throughout Illinois. This investment is accounted for by the equity method. For the investments (\$461,475 and \$248,245 at December 31, 2012 and 2011, respectively) accounted for under the equity method, the Company recognizes its proportionate share of the income and losses accruing to it under the terms of its partnership agreements. As a part of the management agreement between INA and the Company, an equity stake in INA is awarded based upon obtaining certain management goals.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

# NOTE 3. EQUITY METHOD INVESTMENTS (Continued)

The following is a summary of condensed financial information pertaining to the investment described above:

	December 31,
	2012 2011
Assets	\$ 7,711,715 \$ 6,665,833
Liabilities	3,264,341 2,873,555
Equity	\$ 4,447,374 \$ 3,792,278
	Years ended December 31,
	2012 2011
Revenues	\$ 1,576,725 \$ 1,292,351
Expenses	1,957,080 1,467,857
Net Loss	\$ (380,355) \$ (175,506)

The Company has a 6.25% and 6.67% interest in the INDATEL Services, LLC partnership as of December 31, 2012 and 2011, respectively, which operates a nationwide fiber network. This investment is accounted for by the equity method. For the investments (\$10,642 and \$13,902 at December 31, 2012 and 2011, respectively) accounted for under the equity method, the Company recognizes its proportionate share of the income and losses accruing to it under the terms of its partnership agreements.

As of December 31, 2012 and 2011, the Company had \$2,454 and \$1,000, respectively, in cost method investments. Management determined it is not practical to estimate fair value. In accordance with generally accepted accounting principles the Company is not required to estimate fair value under these conditions.

Because of the lack of quoted market prices and the inability to estimate fair value without incurring excessive costs, management has determined it is not practical to estimate the fair value of these investments. However, management believes that the carrying amount of these investments at Dccember 31, 2012, included in other investments is not impaired.

#### NOTE 4. GOODWILL

Goodwill consists of the following:

	<del></del>	2012		2011
Balance Beginning of Year	\$	3,518,591	\$	-
Goodwill acquired		-		3,518,591
Balance End of Year	\$	3,518,591	\$_	3,518,591

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

#### NOTE 4. GOODWILL (Continued)

The Company annually assesses its recorded balances of goodwill for impairment. The fair value of goodwill is based on Level 3 inputs of the fair value hierarchy. The estimated fair value is derived from various valuation techniques, including market capitalization, comparable sales, discounted cash flows. As a result, the Company determined no impairment needed to be recorded for the years ended December 31, 2012 and 2011.

## NOTE 5. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment includes the following:

	2012	2011
Property, plant and equipment:		
Land and right of way	\$ 12,615,000	\$ -
Buildings	3,165,713	-
Leasehold improvements	137,773	144,194
Vehicles and work equipment	852,720	768,426
Furniture and office equipment	1,038,966	717,975
Switching equipment	24,613,505	18,638,927
Fiber optic facilities	38,000,628	7,851,210
Total property, plant and equipment	\$_80,424,305	\$

Depreciation on depreciable property resulted in composite rates of 7.22% and 9.92% for 2012 and 2011, respectively.

Depreciation expense was \$3,898,472 and \$2,788,615 for the years ending December 31, 2012 and 2011, respectively.

# NOTE 6. BROADBAND INITIATIVES PROGRAM GRANT

In 2010, the Company signed an agreement with the National Telecommunications and Information Administration (NTIA) under its Broadband Technology Opportunities Program. In accordance with the Agreement, the Company shall receive grants in the amount of \$45,145,250 over a maximum three-year period to finance the construction of a broadband infrastructure project (Northern Missouri Ultra-High Capacity Middle Mile) to serve certain designated areas in northern Missouri. The Company is required to provide a 30% match of funds as part of the grant agreement. The match is made up of \$9,158,100 in cash contributions and a \$10,500,000 in-kind contribution. During 2012, the Company rcceived the in-kind contribution at a value of \$12,615,000. The Company recognizes grants receivable when grant approved project costs have been incurred.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

# NOTE 6. BROADBAND TECHNOLOGY OPPORTUNITIES PROGRAM GRANT (Continued)

Under the grant, the NTIA retains a security interest in the property and, accordingly, must provide consent for the sale of the property to a third party or affiliate. In addition, the agreement contains other provisions including an obligation to provide broadband services on an open access network for the term of the agreement and the composite economic life (15 years) of the facilities financed by the grant.

As of December 31, 2012, the Company has incurred costs of \$33,792,148 and has submitted requests for funds in the amount of \$28,047,483. Of this amount, \$26,307,711 has been received at December 31, 2012. At December 31, 2011, the Company had incurred costs of \$18,727,947 and had submitted requests for funds in the amount of \$15,347,315 related to the Project. Of this amount, \$13,123,019 had been received at December 31, 2011.

As of December 31, 2012 and 2011, \$55,336,401 and \$15,287,784, respectively, was inlcuded as deferred revenue to be amortized over the life of the plant investment acquired with the grant (\$560,130 and \$1,122 was amortized in 2012 and 2011, respectively) with \$53,736 and \$58,408 as a reduction in operating expense at December 31, 2012 and 2011, respectively. The fair market value of deferred revenues is \$32,040,000 at December 31, 2012.

	2012	2011
Total deferred grant revenues Less current portion	\$ 55,336,401 1,508,759	\$ 15,287,784
•	\$ 53,827,642	\$ 15,287,784

#### NOTE 7. LONG-TERM DEBT

Long-term debt consists of:

		2011
Member loan - 6.5%	\$-	\$ 144,998
CoBank - variable	1,187,637	7,503,828
CoBank - 2.69%	10,000,000	-
CoBank - 3.80%	5,000,000	-
CoBank - 3.3125%	4,000,000	<b>-</b> .
Total long-term debt	20,187,637	7,648,826
Less current portion	-	144,998
-	\$_20,187,637	\$ 7,503,828

2012

2011

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

## NOTE 7. LONG-TERM DEBT (Continued)

The annual requirements for principal payments on long-term debt for the next year is as follows:

2014	138,871
2015	282,081
2016	296,452
2017	311,555

Substantially all assets of the Company are pledged as security for the long-term debt under certain loan agreements with CoBank. The principal portion of these mortgage notes are to be repaid in equal quarterly installments when the outstanding loan balance exceeds the original loan commitment balance. The original loan commitment balance (\$20,000,000) is lowered by \$250,000 per quarter starting December 31, 2012, until the loan commitment is reduced to zero. Interest is paid quarterly at 5.5%. The note was set to expire by June 30, 2016.

In June 2012, prior outstanding loans were restructured and the Company converted to a new line of credit with a maximum borrowing amount of \$26,000,000. The maximum line of credit may be increased quarterly after September 30, 2012, based upon various requirements until reaching a maximum borrowing amount of \$32,000,000. For the period beginning September 30, 2014, through June 30, 2015, the loan committment will be reduced \$1,000,000 each quarter. For the period September 30, 2015 through March 31, 2018, the loan committment will be reduced \$1,400,000 each quarter. These loans are short-term and usually repaid in less than one year with another portion that is a 6 year loan. During the next 6 years, the remaining line of credit can be used and new longer term loans can be established. The new line of credit is set to mature on June 30, 2018.

The security and loan agreements underlying the CoBank notes contain certain restrictions on distributions to stockholders, and investment in or loans to others. The Company is required to maintain certain financial ratios for leverage, fixed charge coverage and equity to assets, and is required to maintain a minimum liquidity.

Cash paid for interest, net of amounts capitalized, for 2012 and 2011 totaled \$354,025 and \$166,346, respectively.

Unadvanced funds at December 31, 2012 for long-term notes and lines of credit total \$5,812,363.

The fair value of long-term debt is \$20,082,496 as of December 31, 2012.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

# NOTE 8. DEFINED BENEFIT PENSION PLAN

The Company provides an optional savings plan administered by the National Telephone Cooperative Association (NTCA) for its employees. Employees are allowed to contribute up to 6% of their salary. The Company contributes under a matching formula up to 2% of the employees' salaries in addition to the voluntary contribution. Savings plan costs, expensed and capitalized, for the years ending December 31, 2012 and 2011, totaled \$344,333 and \$337,065, respectively.

## NOTE 9. LEASE COMMITMENTS

The Company is obligated under certain non-cancelable operating leases. Assets held under these leases consist of fiber and other facilities. Most of these operating leases provide the Company the option after the initial lease term to renew its lease for periods ranging from one month to five years. Lease costs for the year ended December 31, 2012 and 2011, were \$563,449 and \$477,326, respectively.

Certain leases contain prepayment clauses requiring up-front payments for the contract term, which are then amortized by the Company over the lease term. The prepaid balances are reflected on the Consolidated Balance Sheets as current and long-term operating leases. The fair value of these lease committeents is \$4,980,00 at December 31, 2012.

Amortized expense for operating leases, having initial or remaining non-cancelable terms in excess of one year are as follows:

Year ending		
December 31,	Amount	
2013	\$	659,056
2014		702,846
2015		702,846
2016		702,846
2017		702,846

#### NOTE 10. CAPITAL LEASE OBLIGATIONS

The Company is leasing two trucks, each requiring monthly payments of \$673, inclusive of interest at 2.568% per annum. The leases expire in September 2014 with a purchase option for \$1 at the end of the lease.

At December 31, 2012 and 2011, obligations under capital leases were as follows:

	 2012	 2011
Trucks Less current portion	\$ 27,631 15,638	\$ 42, <b>8</b> 71 15,240
	\$ 11,993	\$ 27,631

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

# NOTE 10. CAPITAL LEASE OBLIGATIONS (Continued)

Future minimum lease payments under capital leases for the next two years is as follows:

2013	\$ 15,638
2014	11,993

### NOTE 11. RELATED PARTY TRANSACTIONS

The Company provides broadband transport to member investors. Revenues recognized were \$2,534,366 and \$2,267,444 in 2012 and 2011, respectively.

The Company leases fiber networks from its member investors and others to complete a ring architecture network. Expenses recognized in network operations for 2012 and 2011 were \$222,961 and \$22,252, respectively. Expenses recognized in cost of services for 2012 and 2011 were \$1,559,510 and \$779,524, respectively.

The Company holds notes payable to its member investors. Expenses recognized in interest expense for 2012 and 2011 were \$23,562 and \$110,997, respectively. Cash financing activities for 2012 and 2011 included \$144,995 and \$1,117,459, respectively, relating to repayments of long-term debt to member investors.

Noncash financing activities included \$114,817 and \$121,640, for the years ended December 31, 2012 and 2011, respectively, relating to distributions declared to member investors which are reflected in accounts payable at year end.

#### NOTE 12. CONCENTRATIONS OF CREDIT RISK

In 2012, the Company received 36% of its revenue from two customers. The Company may be subject to competition for telecommunications services including telecommunications exchange services offered by other providers in the franchised area.

Financial instruments that potentially subject the Company to concentrations of credit risk consist principally of cash equivalents and temporary investments.

The Company maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

#### NOTE 13. PURCHASE COMMITMENTS

The Company has entered into purchase commitments totaling \$36,086,007 and \$25,244,733 for plant to be placed into service during 2012 and 2011, respectively. Of this total, approximately \$30,561,115 is included in plant in service and plant under construction at December 31, 2012.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

#### NOTE 14. NONCASH INVESTING ACTIVITIES

Noncash investing activities included \$4,665,843 and \$5,521,937 during the years ended December 31, 2012 and 2011, respectively, relating to plant and equipment additions placed in service or under construction during 2012 and 2011, respectively, which are reflected in accounts payable at year end.

#### NOTE 15. MERGER

On March 23, 2011, the Company acquired 100% of the ownership of Missouri Network Alliance, LLC (MNA), which provides broadband transport services. In exchange for the ownership in MNA, 49% ownership in the Company was given to MNA Holdings, LLC (Holdings). Holdings will be given \$17 million in preferred income and distribution rights from the earnings and operating cashflow of the Company. Holdings and Bluebird Media, LLC agree to jointly obtain additional capital and working capital of \$9,158,100 for build-out of facilities and expenses projected to be incurred. The Company acquired equity in MNA worth \$23,800,000 which was allocated as follows:

	Bluebird Media				
Description		MNA	Network, LLC	_	Total
Cash	\$	2,373,276	\$-	\$	2,373,276
Receivablcs		793,686	-		793,686
Operating leases		6,926,576	-		6,926,576
Investments		184,378	-		184,378
Goodwill		3,518,591	-		3,518,591
Plant		14,143,450	-		14,143,450
Accounts payable and other liabilities		(2,979,083)	-		(2,979,083)
Unearned revenue		(94,167)	-		(94,167)
Notes payable	_	(1,066,707)	-	_	(1,066,707)
Members' equity	\$	23,800,000	\$	\$_	23,800,000

#### NOTE 16. SPECIAL ALLOCATIONS

As part of the merger agreement on March 23, 2011, Holdings was given rights to \$17 million in preferred distributions. Per the agreement, these distributions are to be made over a three year period, based upon available cash flow. If the distribution in any of the three years exceeds net income, it triggers a special allocation under the guaranteed payment rules of IRS Code Section 707(c). During the years ended December 31, 2012 and 2011, a special allocation of \$3,471,470 and \$810,585 was recognized.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2012 and 2011

# NOTE 17. CONTINGENCIES

The Company and its subsidiaries are defendants in a number of claims relating to matters arising in the ordinary course of business. Certain of the claims are insured but subject to varying deductibles and certain of the claims are uninsured. The Company has also been named as a defendant in a civil action in U.S. District Court challenging its application and receipt of NTIA and MODOT grant funds. The Company is investigating the claims against it and intends to vigorously defend these actions. The amount of liability, if any, from the claims cannot be determined with certainty; however, management is of the opinion that the outcome of the claims will not have a material adverse impact on the consolidated financial position.

# SUPPLEMENTARY INFORMATION



## INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY INFORMATION

To the Board of Directors Bluebird Network, LLC and Subsidiaries Columbia, Missouri

We have audited the consolidated financial statements of Bluebird Network, LLC and subsidiaries as of and for the years ended December 31, 2012 and 2011, and have issued our report thereon dated February 27, 2013, which contained an unmodified opinion on those consolidated financial statements. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating supplementary information is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements taken as a whole.

Kiesling associator LLP

West Des Moines, Iowa February 27, 2013

### CONSOLIDATING BALANCE SHEET December 31, 2012

### ASSETS

		Missouri			
	Bluebird	Network	Bluebird Media	Intercompany	
	Network, LLC	Alliance, LLC	Network, LLC	Eliminations	Consolidated
CURRENT ASSETS				•	
Cash and cash equivalents Accounts receivable:	\$-	\$ 161,552	\$ 342,751	\$-	\$ 504,303
Affiliates	114,817	63,665	34,773	(213,255)	-
Accounts receivable	-	720,686	1,739,773	-	2,460,459
Prepayments	-	171,942	-	-	171,942
Current portion of operating leases	-	550,096	108,960	-	659,056
	114,817	1,667,941	2,226,257	(213,255)	3,795,760
	<u></u>			······	
OTHER NONCURRENT ASSETS					
Investment in affiliates	21,933,728	-	-	(21,933,728)	-
Partnership investments	-	474,571	-	-	474,571
Deferred debt issuance costs	-	55,000	-	-	55,000
Long-term operating leases, less					
current portion	-	5,990,784	1,859,702	-	7,850,486
Goodwill	-	3,518,591	-	-	3,518,591
	21,933,728	10,038,946	1,859,702	(21,933,728)	11,898,648
PROPERTY, PLANT AND EQUIPMENT					
Property, plant and equipment	*	40,280,281	40,144,024	-	80,424,305
Less accumulated depreciation	<b>H</b> T	17,233,662	676,816		17,910,478
F	-	23,046,619	39,467,208	-	62,513,827
Plant under construction	-	3,934,702	23,832,484	-	27,767,186
		26,981,321	63,299,692		90,281,013
	<u></u>			·	
TOTAL ASSETS	\$22,048,545	\$38,688,208	\$67,385,651	\$_(22,146,983)	\$105,975,421

See Independent Auditor's Report on Supplementary Information

## CONSOLIDATING BALANCE SHEET December 31, 2012

## LIABILITIES AND MEMBERS' EQUITY

	Bluebird Network, LLC	Missouri Network Alliance, LLC	Bluebird Media Network, LLC	Intercompany Eliminations	Consolidated
CURRENT LIABILITIES Current portion of capital leases Accounts payable:	\$-	\$ 15,638	\$ ~	\$-	\$ 15,638
Affiliates Accounts payable	- 114,817	149,590 2,167,225	63,665 3,582,341	(213,255)	- 5,864,383
Accrued payroll		1,123,894	•	-	1,123,894
Deferred revenues Accrued taxes	*	45,310 1,186	1,508,759	-	1,554,069 1,186
Deferred compensation	114,817	<u>71,714</u> <u>3,574,557</u>	5,154,765	(213,255)	<u>71,714</u> 8,630,884
LONG-TERM DEBT, less current portion	······	20,187,637		• 	20,187,637
OTHER NONCURRENT LIABILITIES AND DEFERRED CREDITS Obligations under capital leases, less					
current portion Accrued member leases	-	11,993 586,870	•	-	11,993 586,870
Deferred revenues, less current portion	یں۔ جیسی <u>اور اور اور اور اور اور اور اور اور اور </u>	796,667 1,395,530	53,827,642 53,827,642	ی <del>ایران در ایران ایران</del> میرونیونیونیونیونیونیونیونیونیونیونیونیونیو	54,624,309 55,223,172
MEMBERS' EQUITY	21,933,728	13,530,484	8,403,244	(21,933,728)	21,933,728
TOTAL LIABILITIES AND MEMBERS' EQUITY	\$22,048,545	\$ <u>38,688,208</u>	\$ <u>67,385,651</u>	\$ <u>(22,146,983</u> )	\$ <u>105,975,421</u>
					<u>- 57,65</u> ] - <u>1997</u>

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## CONSOLIDATING STATEMENT OF INCOME Year ended December 31, 2012

		Bluebird		Missouri Network	Bluebird	Media	ľı	ntercompany		
	N	etwork, LLC	A	Alliance, LLC	Network			Eliminations	C	Consolidated
			_			<u> </u>		<u> </u>		
OPERATING REVENUES	•		<b>^</b>		<b>^</b>		•			
Broadband transport revenues	\$	~	\$	22,221,885	\$	**	\$	-	\$	22,221,885
Tandem broadband revenues		-		1,338,308		~		-		1,338,308
Tandem switching revenues		-		792,777		*		-		792,777
Consulting revenues Engineering revenues		-		508,646		-		*		508,646
Grant revenues		-		45,000	61	3,865		-		45,000 613,865
		-		41,757	01	5,005		-		
Miscellaneous revenue		-	-	Sealither of a state of the sta		2 9 6 5		-	-	41,757
		~	~	24,948,373	61	3,865	-	-		25,562,238
OPERATING EXPENSES				4010 016						4.010.516
Cost of services		•		4,210,716		-		•		4,210,716
Payroll and benefits (net of				2 000 (0)						2 000 606
\$1,001,484 capitalized in 2012)		-		3,999,606	17	-		-		3,999,606
Network operations		-		2,227,019	15	98,032		-		2,425,051
General support expenses		-		590,760		-		-		590,760
Tandem switching expenses		**		329,983	<i>(</i> 7			-		329,983
Depreciation General and administrative		-		3,104,048		4,855		-		3,778,903
Regulatory fees		30,000		530,142	4	7,205		-		607,347
ů l		-		20,648 300,927		-		-		20,648 300,927
General taxes		20.000	-	15,313,849		20,092		-		
	•••••	30,000	-	15,515,649	92	.0,092		*	•••••	16,263,941
OPERATING INCOME (LOSS)		(30,000)	-	9,634,524	(30	6,227)		-		9,298,297
										Э.
OTHER INCOME (EXPENSE)										
Interest and dividend income		-		4,750		1,344		+		6,094
Allowance for funds used during										
construction		-		238,356		-		+		238,356
Other, net		-		(76,248)		-		-		(76,248)
Interest expense		-		(720,427)	<u></u>	-				(720,427)
		-	-	(553,569)		1,344		-		(552,225)
INCOME (LOSS) BEFORE EQUITY										
EARNINGS OF SUBSIDIARIES		(30,000)		9,080,955	(30	4,883)				8,746,072
EARCHINGS OF SUBSIDIARIES		(30,000)		9,000,955	(50	4,005)		*		8,740,072
EQUITY EARNINGS OF										and Alexandrian Alexandrian
SUBSIDIARIES		8,776,072		-		-		(8,776,072)		81833) 1111
SOB SIDIL II (IES								(0,110,012)		- 5 <b>- 1</b>
NET INCOME (LOSS)	\$	8,746,072	\$_	9,080,955	\$(30	4,883)	\$	(8,776,072)	\$	8,746,072
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## SCHEDULE OF BOOK CAPITAL ACCOUNTS December 31, 2012

	Ownership	Balance					Balance
	Percentage	December 31,	Grant		Special		December 31,
	12/31/2011	2011	Proceeds	Distributions	Allocation	Net Income	2012
Bluebird Media, LLC	51.00000 %	\$ 14,515,440	\$ 40,683,773	\$ (557,600)	\$-	\$ 2,475,870	\$ 57,117,483
MNA Holdings, LLC	49.00000 %	53,065,808	-	(6,664,716)	3,429,108	2,841,094	52,671,294
	100.00000 %	\$_67,581,248	\$ <u>40,683,773</u>	\$ <u>(7,222,316</u> )	\$3,429,108	\$ <u>5,316,964</u>	\$ <u>109,788,777</u>

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To the Board of Directors Bluebird Network, LLC and Subsidiaries Columbia, Missouri

In planning and performing our audit of the consolidated financial statements of Bluebird Network, LLC and subsidiaries as of and for the year ended December 31, 2012, in accordance with auditing standards generally accepted in the United States of America, we considered Bluebird Network, LLC's internal control over financial reporting (internal control) as a basis for designing our auditing procedures that arc appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control over financial reporting that might be material weaknesses or significant deficiencies, and therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we identified certain deficiencies in internal control over financial reporting that we consider to be material weaknesses and other deficiencies that we consider to be significant deficiencies.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's consolidated financial statements will not be prevented or detected and corrected on a timely basis. We consider the following deficiency in the Company's internal control to be a material weakness:

- <u>Comment:</u> The Company has a limited number of employees, and while it has tried to segregate incompatible duties as much as possible, it is difficult to segregate duties among contracted employees in all areas to prevent an individual contracted employee from handling duties which are incompatible.
  - **<u>Potential Effects:</u>** Due to the lack of segregation of duties, there is a potential for an employee to perpetrate and conceal a theft of assets from the Company.

A significant deficiency is a deficiency, or combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance. We consider the following deficiency in the Company's internal control to be a significant deficiency:

Kiesling Associates LLP | Kiesling Consulting LLC | Kiesling Investment Management LLC

To the Board of Directors Bluebird Network, LLC and Subsidiaries Page 2

- <u>Comment:</u> The Company has a limited number of employees, as a result, it has utilized accounting assistance from another party to draft financial statements. While the Company reviews and approves the results of these activities, they recognize these activities meet the definition of a significant deficiency as defined above. The Company believes this approach provides a cost effective solution in light of their limited resources.
  - **Potential Effects:** Lack of knowledge and experience in preparing financial statements and normal closing entries could result in incomplete disclosures and/or incorrect presentation of information which could have an adverse impact to investors relying on the financial statements.

This communication is intended solely for the information and use of the board of directors and management of the Company and is not intended to be and should not be used by anyone other than these specified parties.

Kiesting associates LLP

West Des Moines, Iowa February 27, 2013



To the Board of Directors Bluebird Network, LLC and Subsidiaries Columbia, Missouri

We have audited the consolidated financial statements of Bluebird Network, LLC and subsidiaries, as of and for the year ended December 31, 2012, and have issued our report thereon dated February 27, 2013.

Professional standards require the auditor to communicate certain matters to those charged with governance. The following comments regarding our responsibilities and results of our audit of the consolidated financial statements of Bluebird Network, LLC and subsidiaries for the year ended December 31, 2012, will assist you in overseeing the financial reporting and disclosure process for which management is responsible.

### Our Responsibility under Generally Accepted Auditing Standards

Our responsibility as described by professional standards and stated in our engagement letter, is to express an opinion about whether the consolidated financial statements prepared by management with your oversight are fairly presented, in all material respects, in conformity with accounting principles generally accepted in the United States of America. Our audit of the consolidated financial statements does not relieve you or management of your responsibilities. 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, but not absolute, assurance that the consolidated financial statements are free of material misstatement and are fairly presented in accordance with accounting principles generally accepted in the United States of America. Because an audit is designed to provide reasonable, but not absolute, assurance and because we did not perform a detailed examination of all transactions, there is a risk that material errors, fraud or other illegal acts may exist and not be detected by us.

As part of our audit, we considered the internal control of Bluebird Network, LLC and subsidiaries. Such considerations were solely for the purpose of determining our audit procedures and not to provide any assurance concerning such internal control. We are responsible for communicating significant matters related to the audit that are, in our professional judgment, relevant to your responsibilities in overseeing the financial reporting process. However, we are not required to design procedures specifically to identify such matters. We are also responsible for communicating matters required by law, regulation, agreement or other requirements applicable to the engagement to you.

### Other Client Information Presented with the Consolidated Financial Statements

Our responsibility with respect to the supplementary information included with the consolidated financial statements is as described in our report thereon dated February 27, 2013.

To the Board of Directors Bluebird Network, LLC and Subsidiaries Page 2

### Planned Scope and Timing of the Audit

We performed the audit according to the planned scope and timing previously communicated to you in our engagement letter.

### Significant Audit Findings

### Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies.

The significant accounting policies of the Company are described in footnotes to the consolidated financial statements. No new accounting policies were adopted and the application of existing policies was not changed during the year ended December 31, 2012.

Accounting estimates are an integral part of the consolidated financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the consolidated financial statements and because of the possibility that future events affecting them may differ significantly from those expected.

There are no sensitive accounting estimates, other than depreciation rates as described in Note 1, included in the consolidated financial statements for the year ended December 31, 2012. As part of our audit, we compared the Company's depreciation rates to average rates used within the telecommunications industry. We have also discussed with management the Company's long-range plant replacement plans and have determined the current depreciation rates to be consistent with those plans.

### Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

#### Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to the financial statements taken as a whole.

Our management letter and our report on internal control both dated February 27, 2013, comment on other findings and recommendations.

### Disagreements with Management

For purposes of this letter, professional standards define a disagreement with management as a financial accounting, reporting or auditing matter, whether or not resolved to our satisfaction, that could be significant to the consolidated financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit that individually or in the aggregate were of such significance that reference to the subject matter would have been made in our reports.

To the Board of Directors Bluebird Network, LLC and Subsidiaries Page 3

### Management Representations

We have requested certain representations from management that are included in the management representation letter dated February 27, 2013.

#### Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Company's consolidated financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

### Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Company's auditor. However, these communications occurred in the normal course of our professional relationship and to our knowledge our responses were not a condition to our retention.

This letter is intended solely for the information and use of the board of directors and management of the Company and is not intended to be and should not be used by anyone other than these specified parties.

Kreshing Ussoundeg LLD

West Des Moines, Iowa February 27, 2013

## EXHIBIT F

PROOF OF INCORPORATION

## ARTICLES OF ORGANIZATION OF MISSOURI NETWORK ALLIANCE, L.L.C.

The undersigned, for the purpose of forming a limited liability company under the Missouri Limited Liability Company Act, hereby adopts the following Articles of Organization:

### ARTICLE I

The name of the limited liability company is MISSOURI NETWORK ALLIANCE, L.L.C. (the "Company").

### ARTICLE II

The purposes for which the Company is formed are (a) to provide all forms of communication goods and services within and beyond the State of Missouri; and (b) the transaction of any or all lawful business for which a limited liability company may be organized under Sections 347.010 to 347.187 of the Revised Statutes of Missouri. The enumeration of purposes and powers herein shall not be deemed to exclude or in any way limit by inference any purposes or powers which this Company has power to exercise, whether expressly by the laws of the State of Missouri, now or hereafter in effect or implied by any reasonable construction of such laws.

### ARTICLE III

The address, including street and number, if any, of the registered office and name of the registered agent in the State of Missouri is:

John M. Keller Dunn Keller Gillespie Johnston & Latz, L.C. 406 Plaza Center Building 800 West 47th Street Kansas City, Missouri 64112



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#### **ARTICLE IV**

The management of the Company is vested in one or more managers of the Company pursuant to, and in accordance with, the Company's Operating Agreement initially approved by all members of the Company.

#### ARTICLE V

The latest date on which the Company is to dissolve is December 31, 2029.

### <u>ARTICLE VI</u>

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The name and address of the organizer of the Company is:

John M. Keller Dunn Keller Gillespie Johnston & Latz, L.C. 406 Plaza Center Building 800 West 47th Street Kansas City, Missouri 64112

### ARTICLE VII

A. Any member of this Company acting in the capacity of manager shall not be personally liable to the Company or its members for monetary damages for breach of fiduciary duty except for liability arising out of (i) any breach of the member's duty of loyalty to the Company or its members, (ii) acts or omissions not in good faith or which involve intentional misconduct or knowing violation of law, or (iii) a transaction from which the member derived an improper personal benefit.

B. Each individual who acts in the capacity as manager of the Company (and the heirs, executors, personal representatives or administrators of such individual) who was or is made a party to, or is involved in any threatened, pending or completed action, suit or proceeding, whether civil, criminal, administrative or investigative, by reason of the fact that such person is or was acting as a manager of the Company or is or was serving at the request of the Company as a manager, director, officer, partner, trustee, employee or agent of another limited liability company, corporation, partnership, joint venture, trust, employee benefit plan or other enterprise ("Indemnitee"), shall be indemnified and held harmless by the Company to the fullest extent permitted by applicable law, as the same exists or may hereafter be amended. In addition to the indemnification conferred in this Article, the Indemnitee shall also be entitled to have paid directly by the Company the expenses reasonably incurred in defending any such proceeding against such Indemnitee in advance of its final disposition, to the fullest extent authorized by applicable law, as the same exists or may hereafter be amended. The right to indemnification conferred in this Article, shall be a contract right.

C. The Company may provide indemnification to such of the members, officers, employees and agents of the Company to such extent and to such effect as the members shall determine to be appropriate and authorized by applicable law.

D. The rights and authority conferred in this Article shall not be exclusive of any other right which any person may have or hereafter acquire under any statute, provision of the articles of organization or operating agreement of the Company, agreement, vote of members or otherwise.

E. Any repeal or amendment of this Article by the members of the Company shall

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not adversely affect any right or protection of any member who incurred any such indemnified liability prior to the time of such repeal or amendment.

### ARTICLE VIII

Solely for purposes of filing federal and state income tax returns and for the purpose of determining income tax treatment under the Internal Revenue Code of 1986, as amended, the Company shall be considered a partnership rather than a corporation. The Members shall not be partners one to another, or partners as to any third party. To the extent any member, by word or action, represents to another person that any other member is a partner or that the Company is a partnership (other than for federal and state income tax purposes), the member making such wrongful representation shall be liable to any other member who incurs personal liability by reason of such wrongful representation.

The undersigned organizer hereby affirms, under the penalties of perjury, that the facts stated in these Articles of Organization are true and that the undersigned is duly authorized to execute these Articles.

IN WITNESS WHEREOF, the undersigned organizer of the Company, hereby executes these Articles of Organization on the 19th day of May . 1999.

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Keller, Organizei

#### ACKNOWLEDGEMENT

STATE OF MISSOURI ) ) ss. COUNTY OF JACKSON )

My Commission Expires:

On this <u>19</u><sup>th</sup> day of <u>May</u>, 1999, before me appeared John M. Keller, to me personally known, who, being by the duly sworn, acknowledged such instrument to be the free act and deed of the limited liability company.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal on the day and year last above written.

Rap Notary Public

JENNIFER L. LEAP Notary Public - Notary Seel STATE OF MISSOURI Jackson County My Commission Expires: Dec. 1, 2000



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## EXHIBIT G

# KANSAS SECRETARY OF STATE AUTHORITY

## STATE OF KANSAS OFFICE OF SECRETARY OF STATE KRIS W. KOBACH

I, KRIS W. KOBACH, Secretary of State of the state of Kansas, do hereby certify, that according to the records of this office.

Business Entity ID Number: 4748505

Entity Name: MISSOURI NETWORK ALLIANCE, L.L.C.

Entity Type: FOR: LTD LIABILITY COMPANY

State of Organization: MO

Resident Agent: NATIONAL CORPORATE RESEARCH, LTD.

Registered Office: 2101 S.W 21ST STREET, TOPEKA, KS 66604

was filed in this office on September 04, 2013, and is in good standing, having fully complied with all requirements of this office.

No information is available from this office regarding the financial condition, business activity or practices of this entity.



In testimony whereof I execute this certificate and affix the seal of the Secretary of State of the state of Kansas on this day of October 14, 2013

KRIS W. KOBACH SECRETARY OF STATE

Certificate ID: 590020 - To verify the validity of this certificate please visit <u>https://www.kansas.gov/bess/flow/validate</u> and enter the certificate ID number.

KRIS W. KOBACH Secretary of State



Memorial Hall, 1st Floor 120 S.W. 10th Avenue Topeka, KS 66612-1594 (785) 296-4564

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## STATE OF KANSAS

September 04, 2013

ALDERSON, ALDERSON

RE: MISSOURI NETWORK ALLIANCE, L.L.C.

ID. # 4748505 (USE IN ALL CORRESPONDENCE WITH OUR OFFICE)

(entr Enclosed is certified copy of the foreign limited liability company application for registration in the state of Kansas. Your foreign limited liability company's business entity identification number is at the top of this page. This business entity identification number should be used in all correspondence with our office.

Every foreign limited liability company must file an annual report with our office and pay a filing fee. The annual report and fee are due together on the 15th day of the fourth month following the tax closing month. (For example, if the tax closing month is December, the due date is April 15 of the following year). The annual report may be filed as early as January 1. An annual report is not required if the company has not been incorporated for six months prior to its first tax year end. If the company operates on a tax year end other than the calendar year, you must notify our office in writing prior to December 31.

The annual report may be filed electronically at www.sos.ks.gov or you may obtain a paper form from the Web site.

PLEASE NOTE: For information regarding taxes, contact the Kansas Department of Revenue at (785) 368-8222 or www.ksrevenue.org.

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1. 395 850 FILED BY KS SOS 2804 01 09-04-2013 KANSAS SECRETARY OF STATE 051 010 03:52:47 PM Foreign Limited Liability 1 \$165.00 FILE#: 4748505 **Company Application** 51-10 CONTACT: Kansas Office of the Secretary of State Memorial Hall, 1st Floor (785) 296-4564 120 S.W. 10th Avenue kssos@sos.ks.gov 03624579 Topeka, KS 66612-1594 www.sos.ks.gov INSTRUCTIONS: All information must be completed or this document will not be accepted for filing. ī Please read instructions sheet before completing. 1. Name of the limited llability company: Name of company must match the name on record with the Missouri Network Alliance, L.L.C. home stato 2. State/Country of organization: Missouri .... 3. Date of organization In home state: 05/21/1999 Month Day Year 4. Began doing X Upon quelification business in Kansas: Month Day Year 5. Name of the resident National Corporate Research, Ltd. 2101 S.W 21st Street agent and address of the Name Street Address registered office in Kansas: Topeka 66604 Kansas Address must be a street address Zlp City State A P.O. box is unacceptable . . . . . . . . . 6. Mailing address: This address will be used to send Chris Bach 213 N. Stadlum Blvd. Ste. 202 official mall from the Secretary Attention Name Address of State's office Columbia MO 65203 **United States** Zip City State Country 7. Tax closing month: December 8. Full nature and Unregulated telecommunications, character of the business to be conducted in Kansas:

Rev. 1/4/13 1c

Page 1 of 2

K.S.A. 17-76, 121

9. If management vosts with members, please provide the name and Michael C. Morey, Manager 1) Name address of each 213 N. Stadium Bivd. Ste. 202, Columbia MÖ 65203 US member. If management vests with managers, please provide the name and address of each Mailing address City State Zip Country Chris Bach, CFO 2) manager: Do not leave blank Nanie 213 N. Stadium Blvd. Ste. 202, Columbia MO 65203 US State Country Mailing address City Zip If additional space is needed please provide an attachment 3) Name City State Mailing address Zp Country 4] Name Mailing address City State Zip Country 10. The limited ilability company hereby consents, without power of revocation, that actions may be commenced against it in the proper court of any county in the state of Kanass where there is proper venue by service of process on the Secretary of State of the State of Kanass; and the limited liability company slipulates and agrees that such service shall be taken and held in all courts to be valid and binding as if due service had been made upon the members of the foreign limited liability company. 11. I declare under penalty of perjury under the laws of the state of Kansas that the foregoing is true and correct and that the company is in good standing in its home state, and I have remitted the required fee. Morey Signature of manager or member Date (month, day, trear) Rev. 1/4/13 to Page 2 of 2 X.S.A. 17-76,121

# EXHIBIT H

SAMPLE CUSTOMER BILL

Missouri Network Alliance, LLC DBA Bluebird Network, LLC 800 NW Chipman Road, Suite 5750 Lees Summit, MO 64063



Billing Inquiries: Jesse.Goble@bluebirdnetwork.com

	BAN					
Attn:	INVOICE NUM					
,	INVOICE DAT	10/1/2013				
Sedalia, MO 65301-	DUE DATE	NET 30				
	SERVICE DAT	October 2013				

## ACCOUNT SUMMARY

PREVIOUS BALANCE	\$
PAYMENTS	\$
BALANCE PAST DUE	<b>\$</b>
CURRENT CHARGES	\$
TOTAL AMOUNT DUE	\$′

REMOVE AND RETURN THE LOWER SECTION WITH YOUR PAYMENT. THANK YOU.

SEND PAYMENTS TO: Missouri Network Alliance, LLC DBA Bluebird Network, LLC 800 NW Chipman Road, Suite 5750 Lees Summit, MO 64063

### AMOUNT PAID

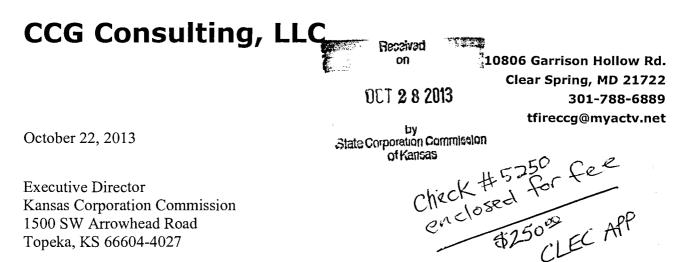
Invoice Numbe Invoice Date 10/1/2013 BAN

Attn:

Sedalia, MO 65301

### **INVOICE** remit to: Missouri Network Alliance, LLC DBA Bluebird Network, LLC 800 NW Chipman Road Suite 5750 Lees Summit, MO 64063-

	Origin Date: 2/18/2009		Circuit Total:	\$			
	Z Location:						
IP ADDR	IP Addresses	\$	1	\$			
INET-1	Internet Backbone	\$	1	\$			
Description		UnitRate	Units:	Amount			
10 65301 Invoice For Month C		nth Of: Octob	per				
Attn: ·		Invoid	Invoice Date 10/01/2013				
		Billing Account	Code:				
		Due: Net 30					
	INET-1	INET-1 Internet Backbone IP ADDR IP Addresses Z Location:	Invoice For Mo Description UnitRate INET-1 Internet Backbone \$' IP ADDR IP Addresses \$	Billing Account Code:    Invoice Date    10/01.      Invoice For Month Of:    Octob      Description    UnitRate    Units:      INET-1    Internet Backbone    \$'    1      IP ADDR    IP Addresses    \$    1      Z Location:    Z    Z    Z			



RE: Application for a Certificate of Convenience and Authority to Provide Facilities-Based Retail and Wholesale Switched Local Exchange, Exchange Access, and Interexchange Service within the State of Kansas

Dear Executive Director:

Missouri Network Alliance, LLC dba Bluebird Network, LLC hereby submits the enclosed Application, seeking authority to operate as a provider of facilities-based retail and wholesale switched local exchange, exchange access, and interexchange service, within the State of Kansas. An original and eight (8) copies are provided. Please date stamp one copy and return it to the undersigned in the postage-paid envelope provided.

Should there be any questions or additional information required, please do not hesitate to contact me at 301-788-6889 or tfireccg@myactv.net. Thank you!

Sincerely. i K. Trustern

Terri K. Firestein Sr. Director Consultant to Missouri Network Alliance, LLC

Enclosures