



---

April 2, 2019

Jamie L. Smith  
Revenue Officer  
City of Foley  
407 E. Laurel Avenue  
Foley, AL 36535

RE: Point Broadband, LLC Franchise Application

Dear Ms. Smith:

We are submitting with this cover letter, the application of Point Broadband, LLC ("Point") for a franchise from the City of Foley. We have enclosed our proposed franchise agreement between Point and the City of Foley. We based our agreement on an existing franchise to expedite the franchise approval process. Please let us know if there is filing fee or application form.

Point Broadband offers fast, reliable internet, voice and video service to residential and business customers in rural and suburban America to help our customers connect with friends and family, stream music and TV service, allow businesses to connect with more customers and just simply make life better. We've made significant investments building state-of-the-art fiber-to-the-home broadband networks to better serve areas that, until now, have had limited or no access to internet, voice or video services provided over a fiber-to-the-home network. We want to earn our customers business by providing them with an advanced, yet simple internet, voice and video solutions, and backing that up with great customer service.

Our local management and technical team, combined with the leadership team at Point Broadband, gives us complete confidence in our ability to provide world class customer service and industry-leading broadband services to the citizens of Foley. The company takes a real service approach to life and will work hard with community leaders to be engaged and give back to the community.

If you have any questions, please don't hesitate to contact me directly at (706) 634-6713.

Sincerely,

A handwritten signature in black ink, appearing to read "Chad Wachter", is written over a horizontal line.

Chad Wachter  
General Counsel  
Point Broadband LLC