

**STATE OF NORTH CAROLINA  
UTILITIES COMMISSION  
RALEIGH**

DOCKET NO. A-41, SUB 22

BEFORE THE NORTH CAROLINA UTILITIES COMMISSION

In the Matter of Joint Application )  
of Bald Head Island Transportation, Inc., )  
Bald Head Limited LLC, and Bald Head )  
Island Ferry Transportation, LLC, for )  
Approval of Transfer of Common Carrier )  
Certificate to Bald Head Island Ferry )  
Transportation, LLC, and Permission to )  
Pledge Assets )

**TESTIMONY SUMMARY  
OF  
CHARLES A. "CHAD" PAUL, III  
  
ON BEHALF OF  
APPLICANTS**

## Charles A. “Chad” Paul, III Testimony Summary

### Docket No. A-41, Sub 22

My name is Charles A. “Chad” Paul, III. I am the President of Bald Head Island Transportation, Inc. (“BHIT”). I also serve as Chief Executive Officer and a Manager of Bald Head Island Limited LLC (“BHIL”), BHIT’s parent company.

BHIL was formed by George P. Mitchell to purchase Bald Head Island out of receivership in 1983. George Mitchell died in 2013. Since that time, BHIL and BHIT have continued to operate under the umbrella of his Estate, but that Estate is moving toward settlement and closure. The Mitchell family is not in a position to continue operations of BHIL and BHIT in perpetuity, and the decision has been made to divest the remaining assets. In fact, the estate has now sold all of Mr. Mitchell’s other operations in North Carolina; only those operations being bought by affiliates of SharpVue Capital, LLC (“SharpVue”) remain.

To that end, BHIL and BHIT entered into an Asset Purchase Agreement on May 17, 2022, to sell their remaining operations and some real estate assets on or associated with Bald Head Island to SharpVue. We decided to sell the operations to SharpVue after a long process of evaluating different options. In looking for a purchaser, it was important to find a buyer with the financial wherewithal and managerial experience to continue these services without interruption or delay, with an appreciation for and understanding of the Bald Head Island and the State of North Carolina as a whole, and with a commitment to maintain and continue the Mitchell’s vision and mission for the island. We felt that the best way to advance these goals was to find a buyer based in North Carolina who would be interested in taking over all of BHIL’s and BHIT’s operations, as well as the Mitchell’s other operational assets on the island, so that they themselves would have a vested, long-term interest in the success of the island. We found that buyer in SharpVue.

We researched the breadth and depth of SharpVue, their management team, and their long-term goals. As you will later hear from Mr. Roberts, its management team has deep North Carolina ties and a track record of successful management and operations experience. In addition, in our discussions, we confirmed that SharpVue has the financial resources to continue operations, address growth, prepare for contingencies, and make capital investments as needs arise, ensuring the long-term viability of the ferry and tram services. In contrast, the Mitchell estate will not be in a position to make long-term capital investments in these operations. Finding a buyer able and willing to continue Mr. Mitchell's legacy of stewardship of the island was extremely important to his estate.

One thing that convinced the Mitchell estate that SharpVue was the right partner is SharpVue's commitment to ensure a seamless transition, to continue the services that BHIL and BHIT have provided without interruption or immediate change. SharpVue intends to keep the current management team and employees in place. We anticipate that the day after the transaction closes, it will be business as usual and our passengers will not notice any difference in parking, ferry, tram, or barge services. SharpVue's purchase will allow these services to keep operating—even as BHIT and BHIL wind down their operations—so that the public will continue to have safe and reliable transportation to and from the island. I hope all will agree that having an engaged, interested owner is a significant benefit. And, finally, there will be no change in rates because of the acquisition. SharpVue is simply stepping into the shoes of BHIL.

My direct testimony is, in actuality, on behalf of the Mitchell estate, as the ultimate owner and seller of these assets, so that it can smoothly bring to an end its investments in Brunswick County in a way that ensures the continuity of high-quality service, that provides significant benefits to our customers, and that is therefore very much in the public interest.

### CERTIFICATE OF SERVICE

I certify that a copy of the foregoing Testimony Summary of Charles A. “Chad” Paul, III has been served by electronic mail, hand delivery, or by depositing a copy of same in the United States Mail, postage prepaid, properly addressed to parties and counsel of record as shown on the Commission’s Service List in docket A-41, Sub 21, and has also been provided to Commission’s Counsel and to the appropriate members of the NC Public Staff.

This 7th day of March, 2023.

/s/ *M. Gray Styers, Jr.*

M. Gray Styers, Jr.  
Counsel for  
Bald Head Island Transportation, Inc.  
and Bald Head Island Limited, LLC