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Maitland, FL 32751

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Winter Park, FL 32790-0200

www.inteserra.com

February 28, 2019
Via Overnight Delivery

Mr. Adam J. Teitzman, Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

RE: CTI Fiber Services, LLC
Application for Authority to Provide Telecommunications Company Service Within the State of Florida

Dear Mr. Teitzman:

Enclosed for filing please find the original and one (1) copy of the Application for Authority to Provide Telecommunications Company Service Within the State of Florida and (1) copy of the supporting Exhibits submitted on behalf of CTI Towers, Inc.

Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for that purpose.

Any questions you may have regarding this filing should be directed to my attention at 407-740-3004. Thank you for your assistance in this matter.

Sincerely,

Nelson Fernandez
Consultant

tms: FLx1900

Enclosures
NF/sw

COM	___
AFD	___
APA	___
ECO	___
ENG	___
GCL	___
IDM	<u>1</u>
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FLORIDA PUBLIC SERVICE COMMISSION

OFFICE OF TELECOMMUNICATIONS

APPLICATION FORM FOR AUTHORITY TO PROVIDE TELECOMMUNICATIONS COMPANY SERVICE WITHIN THE STATE OF FLORIDA

Instructions

- A. This form is used as an application for an original certificate and for approval of transfer of an existing certificate. In the case of a transfer, the information provided shall be for the transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and one copy of this form along with a non-refundable application fee of **\$500.00** to:

**Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770**

- E. A filing fee of **\$500.00** is required for the transfer of an existing certificate to another company.
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission
Office of Telecommunications
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

1. This is an application for (check one):

Original certificate (new company).

Approval of transfer of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority rather than apply for a new certificate.

2. Name of company: CTI Fiber Services, LLC

3. Name under which applicant will do business (fictitious name, etc.):

N/A

4. Official mailing address:

Street/Post Office Box: 5000 CentreGreen Way, Suite 325
City: Cary
State: NC
Zip: 27513

5. Florida address: *None*

Street/Post Office Box: _____
City: _____
State: _____
Zip: _____

6. Structure of organization:

- | | |
|---|--|
| <input type="checkbox"/> Individual | <input type="checkbox"/> Corporation |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership |
| <input checked="" type="checkbox"/> Other, please specify:
Foreign LLC | |

If individual, provide:

Name: _____
Title: _____
Street/Post Office Box: _____
City: _____
State: _____
Zip: _____
Telephone No.: _____
Fax No.: _____
E-Mail Address: _____
Website Address: _____

7. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: M19000000407
9. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is:
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
11. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: _____
Title: _____
Street/Post Office Box: _____
City: _____
State: _____
Zip: _____
Telephone No.: _____
Fax No.: _____
E-Mail Address: _____
Website Address: _____

12. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

13. Provide **F.E.I. Number**: 20-3479949

14. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Nelson Fernandez
Title: Consultant to CTI Fiber Services
Street Name & Number: 151 Southhall Lane, Suite 450
Post Office Box: _____
City: Maitland
State: Florida
Zip: 32751
Telephone No.: 407-740-3004
Fax No.: 407-740-0613
E-Mail Address: nfernandez@inteserra.com
Website Address: https://www.inteserra.com/

(b) Official point of contact for the ongoing operations of the company:

Name: Lisa Linares
Title: VP of Strategic Initiatives
Street Name & Number: 5000 CentreGreen Way, Suite 325
Post Office Box: _____
City: Cary
State: NC
Zip: 27513
Telephone No.: 919-893-2841
Fax No.: _____
E-Mail Address: linares@ctitowers.com
Website Address: http://www.ctitowers.com/

(c) Where will you officially designate as your place of publicly publishing your schedule (a/k/a tariffs or price lists)?

- Florida Public Service Commission
- Website – *Website address:* http://www.ctitowers.com/
- Other – *Please provide address:*

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

None.

(b) has applications pending to be certificated as a telecommunications company.

Company has applications being prepared or pending in Arizona, North Carolina, and Tennessee.

(c) is certificated to operate as a telecommunications company.

None.

(d) has been denied authority to operate as a telecommunications company and the circumstances involved.

None.

(e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

None.

(f) has been involved in civil court proceedings with another telecommunications entity, and the circumstances involved.

None.

16. Have any of the officers, directors, or any of the ten largest stockholders previously been:

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored) or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Yes No

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates). Yes No

If yes, provide explanation and list the certificate holder and certificate number.

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company. Yes No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

17. Submit the following:

(a) **Managerial capability:** resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(b) **Technical capability:** resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(c) **Financial Capability:** applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

1. the balance sheet,
2. income statement, and
3. statement of retained earnings.

Note: *It is the applicant's burden to demonstrate that it possesses adequate managerial capability, technical capability, and financial capability. Additional supporting information can be supplied at the discretion of the applicant.*

See attached Exhibits.

THIS PAGE MUST BE COMPLETED AND SIGNED

REGULATORY ASSESSMENT FEE: I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

RECEIPT AND UNDERSTANDING OF RULES: I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of telecommunications company service in Florida.

APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide telecommunications company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "**Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083.**"

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name: Lisa Linares
Title: VP of Strategic Initiatives
Telephone No.: 919-893-2841
E-Mail Address: llinares@ctitowers.com

Signature:  Date: 2/27/19

CERTIFICATE TRANSFER

As current holder of Florida Public Service Commission Certificate Number _____, I have reviewed this application and join in the petitioner's request for a transfer of the certificate.

COMPANY OWNER OR OFFICER

Print Name: _____

Title: _____

Street/Post Office Box: _____

City: _____

State: _____

Zip: _____

Telephone No.: _____

Fax No.: _____

E-Mail Address: _____

Signature: _____ Date: _____

CTI FIBER SERVICES

EXHIBIT A

MANAGERIAL AND TECHNICAL CAPABILITY

The attached resumes of key management demonstrate that CTI Fiber Services has sufficient managerial and technical capabilities to provide local exchange telecommunications services in Florida.

Anthony Peduto, CEO

Tony was named CEO of CTI Towers during the formation of the company and led the effort in the company's sale of 300 towers in March 2015, to Insite Wireless Group. Tony was the former COO of Optasite where he managed the company's operations and tower development in the U.S., Puerto Rico and the U.S.V.I., prior to the company's sale to SBA for \$430M in 2008. Tony also served five years as Vice President of the West and Northeast Regions of American Tower. His involvement with other successful telecommunications and cable television enterprises includes ICS Communications, Tele-Communications, Inc. and American Cablesystems.

Shane Ward, CFO

Shane joined CTI bringing over 18 years of diverse accounting and finance experience in the financial services and tower industries. Before joining CTI, Shane was Director of Corporate Accounting for American Tower Corporation, where he managed the domestic and international accounting teams and consolidated reporting. During his tenure at American Tower, Shane led the finance team through several large acquisitions and finance transactions. Shane is a Chartered Accountant CA(SA).

Lisa Linares, VP of Strategic Initiatives

Lisa joined CTI Towers 8 years ago after several years of experience with start-up companies and leading financial institutions. Lisa started up CTI's fiber initiative in 2018 and manages all aspects of this CTI Towers subsidiary. Prior to CTI Fiber Services, Lisa was the Controller and CTI Towers/Comcast Cable Division financial liaison.

Carrie Larson, General Counsel

Carrie came to CTI Towers after a distinguished career as outside counsel to the wireless industry, representing carriers, tower companies and DAS providers. Carrie has provided legal counsel in all phases of tower development, including lease negotiations, zoning and regulatory approvals, along with utility and access easements. Carrie holds an unblemished record of approvals for tower sites in the state of Connecticut. Her legal expertise also extends to other industries such as utilities and renewable energy.

Loren Stearns, VP of Operations

Loren has been with CTI for over six years and was promoted to Vice President in January 2018. Loren possesses 19 years of wireless experience having worked on the carrier side for Verizon and T-Mobile, and in the tower, industry working for American Tower prior to joining CTI. In wireless, Loren has been a CAD designer, cell site designer, construction project manager, and a program manager. He is a native of the state of Washington and operates out of Seattle.

CTI FIBER SERVICES

EXHIBIT B

FINANCIAL CAPABILITY

Filed under separate cover as Confidential are the audited consolidated financial statements of CTI Fiber's parent company, CTI Towers, Inc. which demonstrate that the Company has adequate capital to provide local telecommunications services in the State of Florida.

Also attached is an affidavit affirming that the financial statements are true and correct.

AFFIDAVIT

STATE OF NORTH CAROLINA)
): ss
COUNTY OF CARY)

I, Anthony F. Peduto, hereby declare under penalty of perjury, that I am Chief Executive Officer of CTI Fiber Services LLC, that I am authorized to make this verification on behalf of CTI Fiber Services LLC; that I have reviewed the financial statements attached as Exhibit B to the Application of CTI Fiber Services LLC, for Authority to Provide Competitive Local Exchange Telecommunications Company Service Within the State of Florida; and that the information contained therein is true and correct to the best of my knowledge, information and belief.



Anthony F. Peduto
Chief Executive Officer
CTI Fiber Services, LLC

Sworn and subscribed before me this 27th day of February, 2019.

My Commission expires 3-4-2023



Signature of official administering oath

