

PUBLIC VERSION - CONFIDENTIAL INFORMATION RE

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March 20, 2025

REDACTED

Via Overnight Delivery

Adam Teitzman, Director
Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399

**Re: Application of IQ Fiber (FL), LLC for Authority to Provide
Telecommunications Services Within the State of Florida**

Dear Mr. Teitzman:

Attached for filing with the Commission are the original and one copy of the public version of the above-referenced Application of IQ Fiber (FL), LLC ("Applicant" or "IQ Fiber"). Pursuant to Sections 364.183(1) and 364.183(3), Florida Statutes, Applicant respectfully requests confidential treatment of the financial information provided as **Confidential Exhibit B** to the Application. The attached sealed envelope contains two copies of **Confidential Exhibit B**, one of which has been highlighted to show the specific information that Applicant considers to be proprietary confidential business information pursuant to Fla. Admin. Code Section 25-22.006(5). A check in the amount of \$500 is enclosed for the filing fee.

Please acknowledge receipt by date-stamping the enclosed extra copy of this letter and returning it in the envelope provided. Should you have any questions concerning this filing, please do not hesitate to contact the undersigned at (202) 739-3000.

Respectfully submitted,

/s/ Joshua Bobeck
Joshua M. Bobeck
Patricia Cave
Nicholas D. Paniagua

Counsel for IQ Fiber (FL), LLC

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FLORIDA PUBLIC SERVICE COMMISSION

**OFFICE OF INDUSTRY DEVELOPMENT
AND MARKET ANALYSIS**

**APPLICATION FOR ORIGINAL AUTHORITY
OR TRANSFER OF AUTHORITY
TO PROVIDE
TELECOMMUNICATIONS SERVICE
IN THE STATE OF FLORIDA**

INSTRUCTIONS

This form should be used as the application for an original certificate and transfer of an existing certificate (from a Florida certificated company to a non-certificated company). In the case of a transfer, the information shall be provided by the transferee. If you have other questions about completing the form, call **(850) 413-6600**.

Print or type all responses to each item requested in the application. If an item is not applicable, please explain. All questions must be answered. If unable to answer the question in the allotted space, please continue on a separate sheet.

Once completed, submit the **original and one copy** of this form along with a **non-refundable** fee of **\$500.00** to:

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

APPLICATION

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 rather than apply for a new certificate.

Please provide the following:

1. Full name of company, including fictitious name(s), that must match identically with name(s) on file with the Florida Department of State, Division of Corporations registration:

IQ Fiber (FL), LLC ("Applicant")

2. The Florida Secretary of State corporate registration number:

L21000249468

3. F.E.I. Number: **87-0930528**

4. Structure of organization:

The company will be operating as a:
(Check all that apply):

- | | |
|---|---|
| <input type="checkbox"/> Corporation | <input type="checkbox"/> General Partnership |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input checked="" type="checkbox"/> Limited Liability Company | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Other, please specify below: |
-

If a partnership, provide a copy of the partnership agreement.

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

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5. Who will serve as point of contact to the Commission in regard to the following?

(a) This application:

Name: Joshua M. Bobeck
Patricia Cave
Nicholas Paniagua
Title: Counsel to Applicant
Street Address: Morgan, Lewis & Bockius, LLP
1111 Pennsylvania Avenue, NW
Post Office Box:
City: Washington
State: District of Columbia
Zip: 20004
Telephone No.: (202) 739-3000
Fax No.: (202) 739-3001
E-Mail Address: joshua.bobeck@morganlewis.com
patricia.cave@morganlewis.com
nicholas.paniagua@morganlewis.com

(b) Ongoing operations of the company:

(This company liaison will be the point of contact for FPSC correspondence. This point of contact can be updated if a change is necessary but this must be completed at the time the application is filed).

Name: Jackie Toepfer
Title: VP Controller
Street Address: 6410 Southpoint Parkway, Suite 300
Post Office Box:
City: Jacksonville
State: Florida
Zip: 32216
Telephone No.: (248) 722-0666
Fax No.:
E-Mail Address: jackie.toepfer@iqfiber.com
Company Homepage: <https://www.iqfiber.com/>

(c) Optional secondary point of contact or liaison:

(This point of contact will not receive FPSC correspondence but will be on file with the FPSC).

Name: Ted Schremp
Title: Chief Executive Officer
Street Address: 6410 Southpoint Parkway, Suite 300
Post Office Box:
City: Jacksonville
State: Florida
Zip: 32216

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Telephone No.: (940) 289-1000

Fax No.:

E-Mail Address: ted.schremp@iqfiber.com

6. Physical address for the applicant that will do business in Florida:

Street address: 6410 Southpoint Parkway, Suite 300

City: Jacksonville

State: Florida

Zip: 32216

Telephone No.: (904) 289-1000

Fax No.:

E-Mail Address: jackie.toepfer@iqfiber.com

7. List the state(s), and accompanying docket number(s), in which the applicant has:

(a) **operated** as a telecommunications company.

None.

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

None.

(c) **been certificated** to operate as a telecommunications company.

None. However, Applicant's affiliates are certificated to operate as telecommunications companies in Georgia and South Carolina. IQ Fiber (GA), LLC holds a Certificate of Authority to provide resold and facilities-based competitive local exchange telecommunication services in Georgia granted in Docket No. 55770 and a Certificate of Authority to provide intrastate intraLATA and interLATA telecommunications services in Georgia granted in Docket No. 55771. IQ Fiber (SC), LLC holds a Certificate of Public Convenience and Necessity to provide facilities-based and resold local exchange and interexchange telecommunications service in South Carolina granted in Docket No. 2024-157-C. Applicant's affiliate IQ Fiber (OpCo DE), LLC has applied for a certificate of public convenience and necessity to provide local exchange and competitive intrastate telecommunications services in Delaware (pending in Docket No. 25-0251).

Moreover, Applicant's parent, IQ Fiber (DE), LLC, recently acquired ThinkBig Networks, LLC ("TBN"). TBN is certificated to operate as a telecommunications company in Delaware and Maryland. Specifically, TBN holds a certificate to provide facilities-based local exchange telecommunications services in Delaware granted in Docket No. 24-0004 and is authorized to provide resold local exchange telecommunications services in Maryland pursuant to a letter order in Mail Log No. 223922.

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

None.

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

None.

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

None.

8. The following questions pertain to the officers and directors. Have any 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.

N/A.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates)? Granted Denied Neither

If granted provide explanation and list the certificate holder and certificate number.

Applicant holds a Certificate of Franchise Authority to provide cable and/or video service (CV21-0040) granted by the Florida Secretary of State. Except for its cable franchise, Applicant has not been granted or denied any other certificate in the State of Florida.

If denied provide explanation.

(c) an officer, director, and partner in any other Florida certificated telecommunications company? Yes No

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

9. Florida Statute 364.335(1)(a) requires a company seeking a certificate of authority to demonstrate its managerial, technical, and financial ability to provide telecommunications service.

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Note: *It is the applicant's burden to demonstrate that it possesses adequate managerial ability, technical ability, and financial ability. Additional supporting information may be supplied at the discretion of the applicant. For the purposes of this application, financial statements MUST contain the balance sheet, income statement, and statement of retained earnings.*

- (a) **Managerial ability:** An applicant must provide 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.

See Exhibit A.

- (b) **Technical ability:** An applicant must provide 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.

See Exhibit A.

- (c) **Financial ability:** An applicant must provide financial statements demonstrating financial ability by submitting a balance sheet, income statement, and retained earnings statement. An applicant that has audited financial statements for the most recent three years must provide those financial statements. If a full three years' historical data is not available, the application must include both historical financial data and pro forma data to supplement. An applicant of a newly established company must provide three years' pro forma data. If the applicant does not have audited financial statements, it must be so stated and signed by either the applicant's chief executive officer or chief financial officer affirming that the financial statements are true and correct.

Applicant's financial reporting is consolidated with its indirect parent company, IQ Fiber Holdings, LLC. Provided as Confidential Exhibit B are the audited financial statements of IQ Fiber Holdings, LLC for 2022, 2023, and 2024 to demonstrate Applicant's qualifications. The financial information provided in Confidential Exhibit B demonstrates that Applicant, through its parent, possesses the requisite financial resources to provide telecommunications services in the State of Florida.

Because IQ Fiber Holdings, LLC and its subsidiaries are privately held, Applicant's financial statements are not publicly available. Therefore, Applicant requests that the financial statements provided as Confidential Exhibit B be treated as confidential and proprietary, pursuant to Rule 25-22.006(5), and not be made part of the public record.

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10. Where will you officially designate as your place of publicly publishing your schedule a/k/a tariffs or price lists)? (Tariffs or price lists **MUST** be publicly published to comply with Florida Statute 364.04).

Florida Public Service Commission

Website – Please provide Website address:
<https://www.iqfiber.com/terms-of-use/>

Other – Please provide address: _____

THIS PAGE MUST BE COMPLETED AND SIGNED

REGULATORY ASSESSMENT FEE: I understand that all telecommunications companies must pay a regulatory assessment fee. A minimum annual assessment fee, as defined by the Commission, is required.

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

APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability 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 have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules, orders and laws.

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 or her 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: Steb Chandor
Title: Chief Financial Officer
Telephone No.: (434) 760-6763
E-Mail Address: steb.chandor@iqfiber.com

Signature: Steb Chandor Date: March 19, 2025

EXHIBIT A

Management Biographies

Ted Schremp, Founder and Chief Executive Officer: Ted is a seasoned telecom executive with CEO and CMO experience in public and private equity-backed companies, including First Media (a Hybrid Fiber-Coaxial/Fiber-to-the-Home provider that built to 25,000 homes per month in Indonesia) and Charter. Ted founded IQ Fiber on the premise that people deserve more choice in broadband service. By breaking monopolies with a fiber attacker in Northeast Florida, Ted built a platform that can operate throughout the Southeast and beyond. Ted has a Bachelor of Arts in Economics and Business from the University of Pittsburgh and a Master of Business Administration from Penn State University.

Kim Smithers, Co-Founder and Chief Marketing Officer: As a Southeast U.S. market veteran, Kim is known for both creating new and transforming underperforming brands into success stories across national and regional private equity-backed companies. In addition, she leads the market selection process for IQ Fiber. As the head of sales and marketing for IQ Fiber, Kim has created a high-performance brand that is both recognized and respected throughout the market and the industry. Kim has a Bachelor of Science in Marketing and Multinational Business from Florida State University and a Master of Business Administration from the University of Tampa.

Steb Chandor, Chief Financial Officer: Steb has over 25 years' experience leading growth-oriented, private equity-sponsored companies. A telecom veteran, he has worked as CFO for both private and publicly traded companies including Metro One Telecommunications, iPCS Inc., nTelos Wireless and most recently, Education Networks of America. Heavily involved with all aspects of operations, strategy, and corporate development, he joined IQ Fiber in mid-2023. Steb has a Bachelor of Science in Chemical Engineering from Tufts University and a Master of Business Administration from the University of Southern California.

Josh Cramer, Chief Technical Officer: Prior to joining IQ Fiber Josh co-led the creation of a municipal owned broadband in Colorado to building custom software engineering services and lead information technology for Planet Home and Workgroups DaVinci. As CTO, Josh established the IQ Fiber network with a resilient and future-proof network architecture, launched the IQ Fiber 24x7 Network Operations Center, and applied lean principles to the network operations team to enable a high level of efficiency and collaboration. Josh has a Bachelor of Science in Engineering Operations.

Richard Fallon, VP Outside Plant and Engineering: Rich has over 30 years of experience leading outside plant, engineering, design, and technical operations across the U.S., including stints at Summit Broadband, Charter Communications, and Comcast. Rich's invaluable field expertise has knocked down supply chain, permitting and labor barriers that put almost fifty thousand of IQ Fiber homes into service over the past eighteen months. Rich has several certifications, including NCTI System Technician Certification, NCTI Advanced Technician Certification, Siecor Fiber Optics Training Certificate, Hewlett Packard Cable TV Measurements (FCC Proofs), NCTI System Technician Certification, and Phillips Broadband Plant

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Maintenance Practices Certification. Rich has also participated in numerous leadership and project management seminars and has been a member of the Society of Cable Telecommunications Engineers since 1993.

Patti Lewis, VP of Customer Operations: With over 25 years in leadership across telecom companies including Charter, Lumeris, and Agilis Systems, Patti has established herself as an expert in program management and operations. Patti leads all aspects of IQ Fiber's customer operations with an intensive focus on the customer and streamlined processes. Patti has a Bachelor of Science in Business Administration from the University of Missouri-Saint Louis and a Master of Finance from Saint Louis University.

Jackie Toepfer, VP Controller: Jackie is a licensed Certified Public Accountant and has over 15 years of accounting experience. Jackie moved to IQ Fiber in July 2024 after spending the last 6 years as a finance leader in the telecommunications industry, including at Education Networks of America and the Zayo Group, a global provider of fiber and network connectivity solutions, where her most recent position was Director of Accounting. Jackie has a Bachelor of Arts and Master of Science, each in Accounting, from Michigan State University.

Dee Anna Sobczak, Senior VP & General Manager, Chesapeake Region: Dee Anna is the Former CEO and Co-founder of ThinkBig Networks, a fiber to the home provider serving both residential and commercial subscribers and rural in suburban communities. Prior to ThinkBig Networks Dee Anna was the President and Co-founder of CSS Antenna, Inc., a telecom manufacturer serving the Wireless Carriers for 15 years. Dee Anna attended Towson University and studied Accounting.

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CONFIDENTIAL EXHIBIT B

Financial Statements

(Submitted with the Non-Public Version Only)