

RECEIVED-FPSC  
14 FEB 27 AM 9:10  
COMMISSION  
CLERK

February 26, 2014

**Via Overnight Delivery**

Florida Public Service Commission  
Office of Commission Clerk  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

**RE: Campus Communications Group, Inc.**  
Application Form for Authority to Provide Telecommunications Company  
Service within the State of Florida

Dear Sir or Madam:

Enclosed for filing please find the original and one (1) copy of the application for authority to provide local exchange telecommunications services submitted on behalf of Campus Communications Group, Inc.

**Campus Communications Group, Inc. is claiming confidential treatment and as such are submitting the financial statements (Exhibit A) in its redacted form herein, and are filing the financial statements in their full form in a separate envelope clearly marked 'CONFIDENTIAL.'**


COM  
AFD  
APA  
ECO  
ENG  
GCL  
IDM  
TEL  
CLK

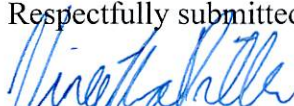
— Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for that purpose.

— Any questions you may have regarding this filing may be directed to my attention at (703) 714-1309 or via email to [vmp@commlawgroup.com](mailto:vmp@commlawgroup.com). Thank you for your assistance in this matter.

1  
+NG

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward deposit information to Records.

Initials of person who forwarded check:  


Respectfully submitted,  
  
Vineetha Pillai  
Associate

Enclosures

MARASHLIAN & DONAHUE, LLC

TELEPHONE: (703) 714-1300  
FACSIMILE: (703) 714-1330  
EMAIL: MAIL@COMMLAWGROUP.COM  
WEB: WWW.COMMLAWGROUP.COM

THE COMMLAW GROUP  
1420 SPRING HILL ROAD  
SUITE 401  
MCLEAN, VIRGINIA 22102

# 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: Campus Communications Group, Inc.

3. Name under which applicant will do business (fictitious name, etc.): Applicant will not use a fictitious name in Florida.

4. Official mailing address:

Street/Post Office Box: 206 North Randolph Street, Suite 200  
City: Champaign  
State: Illinois  
Zip: 61824

5. Florida address:

Street/Post Office Box: Corporation Service Company, 1201 Hays Street  
City: Tallahassee  
State: Florida  
Zip: 32301

6. Structure of organization:

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

**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: F1400000000750
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**: 30-0239661

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

(a) The application:

Name: Vineetha Pillai  
Title: Associate, Marashlian & Donahue, LLC  
Street Name & Number: 1420 Spring Hill Road, Suite 401  
Post Office Box:  
City: McLean  
State: Virginia  
Zip: 22102  
Telephone No.: (703) 714-1309  
Fax No.: (703) 714-1330  
E-Mail Address: vmp@commlawgroup.com  
Website Address: http://www.commlawgroup.com/

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

Name: William Clavey  
Title: Vice President, Finance  
Street Name & Number: 206 North Randolph Street, Suite 200  
Post Office Box:  
City: Champaign  
State: Illinois  
Zip: 61824  
Telephone No.: (217) 353 - 3022  
Fax No.: (217) 398 - 1429  
E-Mail Address: wclavey@pavlovmedia.com  
Website Address:

(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*:
- Other – *Please provide address*:

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

Illinois, Texas

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

Georgia

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

Illinois and Texas

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

Applicant has not been denied authority to operate.

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

Applicant has not had regulatory penalties imposed for rule violations.

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

Applicant has not been involved in civil court proceedings with other carriers.

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.

Voluntary cancellation of Campus Communications Group, Inc. Certificate No. 4446.

(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. Please see Exhibit A.

(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. Please see Exhibit A.

(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:

Please see Exhibit B. This exhibit includes confidential/proprietary information that is being submitted under seal.

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.*

**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: Mark Scifres  
Title: President  
Telephone No.: (217) 353-3001  
E-Mail Address: \_\_\_\_\_

Signature:  Date: 2/7/2014



**REDACTED**

# **EXHIBIT A**

## **Managerial & Technical Capability**

# David C. Mauck, P.E.

## Education

Bachelor of Science, Mechanical Engineering – University of Illinois - 1973

Executive Master of Business Administration – University of Illinois - 1997

## Licenses • Certifications

Registered Professional Engineer in Texas, Illinois, Iowa, Michigan, Missouri, Wisconsin, Oklahoma, Virginia, North Carolina, and Arkansas

LEED™ (Leadership in Energy & Environmental Design) Building Design and Construction Accredited Professional by U.S. Green Building Council

## Professional Affiliations

Illinois Society of Professional Engineers (ISPE)

National Society of Professional Engineers (NSPE)

American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE)

## Work Experience

**Vetter Corporation** - 1973 to 1977 – Facilities Engineer

**Central Illinois Council of the United Methodist Church** – 1978 to 1981 – Facilities Manager

**Henneman Engineering** - 1981 to Present

**Design Engineer** – 1981 to 1988

I developed construction documents and specifications for HVAC, Fire Protection, plumbing, refrigeration, and special systems for new and renovated buildings including classroom office buildings, healthcare, research laboratory and cleanroom facilities. This included load calculations, equipment selections and system design.

**Project Manager** – 1988 to 1997

In addition to the duties of Design Engineer, I supervised the design of all building systems and was the main client contact for a variety of projects including steam and chilled water shallow trench and walk-through tunnel distribution, medium pressure boiler retubing, steam absorption and centrifugal chiller installations, chain grate stoker VFD retrofits, and fly ash and bottom ash handling systems for coal-fired boilers.

**Director of Champaign Office** – 1997 to 2003

I oversaw the efforts of all project managers and engineers and served as the main point of client contact for the larger projects. Concurrent with recruiting engineering talent, I mentored the engineers under my supervision, many of whom now direct other offices or lead other firms. I also expanded the firm's design knowledge for specialized applications including looped medium pressure supply air, deionized water, reverse osmosis lab water, infection control exhaust systems for tuberculosis isolation rooms, and specialty forming gas systems for microelectronics circuitry fabrication.

During this period, I also was heavily involved in corporate strategic planning and marketing, including client presentations. I established satellite offices in Peoria and Iowa City and assisted in starting a stand-

alone office in St. Louis.

**Chief Operating Officer / Director of Champaign Office – 2003 to 2007**

In addition to the duties described above, I streamlined project design using a standardized approach with master specifications and details coupled with client specific modifications to speed up production, lower costs, and improve quality. I was the Engineer of Record for all mechanical engineering efforts in the office, overseeing production of approximately 75 projects a year ranging from \$50,000 to \$75,000,000 in total construction cost.

When the corporation was in need of a quality control system that had international credentials, I was assigned the task of establishing an ISO 9000 certified quality system. This not only included establishing processes and writing quality procedures, but also required writing training programs, training all employees and working with third-party ISO quality auditors to obtain ISO certification. After obtaining certification, I supervised the program and led annual auditing efforts to retain certification.

I also wrote and taught curriculum in project management, general engineering design, and application-specific design required for open heart surgery rooms and tuberculosis isolation rooms.

**Director of Dallas Office – 2007 to 2010**

I moved to Dallas, Texas in the summer of 2007 and started an office there. Within a year, we garnered \$6.8 million in design and commissioning fees under contract and had fourteen technical staff.

**Senior Vice President - 2010 to Present**

I worked in the Champaign Corporate office to re-establish client base in several key markets in Illinois and continued to serve as the main point of client contact for these clients.

**Pavlov Media, Inc. – April 18, 2013 to Present**

**General Manager**

I oversee daily operations of Sales, Engineering, Field Operations, Network Operations, Project Management, and Customer Service for the largest privately held data and video bulk services provider in the United States.

**Awards**

Illinois State University – Science Laboratory Building, Normal, Illinois - 1998 “Madigan Award”, Capital Development Board

University of Illinois – College of Engineering, Grainger Library Information Center, Urbana-Champaign, Illinois - 1995 “Project of the Year Award”, Illinois Engineering Council

University of Illinois – Compound Semiconductor Microelectronics Laboratory, Urbana-Champaign, Illinois - 1991 “Engineering Excellence”, Illinois Engineering Council

Iowa State University - Hach Hall (Chemistry Building) - 2012 “Grand Place Award for Engineering Excellence”, Iowa Engineering Council

University of Illinois - Nanotechnology Laboratory - 2010 “Special Achievement Award”, Illinois Engineering Council

## **Mark Scifres**

1207 Dorchester Dr.  
Champaign, IL 61821  
217.353.3001 office  
217.841.5041 cell  
217.373.8113 home  
mscifres@pavlovmedia.com

**Dedicated Entrepreneur and Executive focused on providing high quality Internet, Wireless Internet, Video and Phone services over a 17 year career.**

**Founder, CEO of Pavlov Media, (DMISI, Fusion Broadband) 1996 – Present**

**Pavlov Media is a Communications Service Provider that sells cable television, Internet, Wireless Internet and voice services to residents in communities.**

- Founded DMISI which became Fusion Broadband and Pavlov Media.
- Grew corporation to +15 Million in annual revenue, positive EBIDTA.
- Employee growth from 3 to 70+ employees
- Geographic growth from 1 market to over 140 markets, 34 states.
- Network deployment of over 70,000 registered users to date.
- Patent holder on specialized network processes.
- Raised \$8 million in venture capital and \$12 million in debt.
- Completed numerous acquisitions as part of a broader roll up strategy.
- Negotiated and sold long-term contracts with major customers to establish broadband service in over 45,000 apartment units.
- Negotiated wholesale agreements with major national suppliers such as AT&T Echostar, Direct TV, Time Warner, and others.
- Managed staff of 80 employees, and over 200 contracting vendors in multiple states.
- Recognized Industry leader our Private Cable Operator industry.
- Wireless Mesh deployments in Champaign, IL, New York City, including free downtown wireless project, Champaign, IL. (cite article.)

- Pavlov Media CEO - 6/01/2006
- Fusion Broadband CEO – 1/19/2005
- Fusion Broadband COO – 4/01/2004
- DMISI – Founder and CEO - 2/14/1996

## **Education**

1990-1996 University of Illinois, Champaign, IL  
General Engineering, BS

# Reference List

## Corporate References

### **Lindsey Dalrymple**

Manager, Technical Projects  
American Campus Communities  
12700 Hill Country Blvd, Suite T-200  
Austin, TX 78738  
P: 512.732.1082

### **John Griffiths**

Director—Construction Operations  
Campus Crest Group  
2100 Rexford Road #414  
Charlotte, NC 28211  
C: 252.378.5705  
E: john.griffiths@campuscrest.com

### **Matthew Williamson**

Director of Information & Technology  
Scion Group  
30 West Hubbard Street, Fifth Floor  
Chicago, IL 60610  
P: 812.333.3177  
C: 812.287.1785  
E: mew@thesciongroup.com

### **Michael Hanley**

Senior Vice President  
Campus Advantage  
110 Wild Basin Rd. #365  
Austin, TX 78746  
P: 512.472.6222  
E: mhanley@campusadv.com

### **Corey M. Wenzel CPA, MBA**

Wenzel & Associates Ltd.  
1 Sunset Hills Professional Center, Suite D  
Edwardsville, IL 62025  
P: 618.692.9047  
E: corey@wenzelcpa.com

### **Juston Trimback**

Managing Member  
HTC Properties  
2814 Stadium Dr.  
Phenix City, AL 27713  
P: 334.468.0604  
E: trimback@msn.com

### **Todd Engstrom**

Dobie Center  
2021 Guadalupe St.  
Austin, Texas 78705  
E: tengstrom@campusadv.com

Please call your Pavlov Media Sales Representative before contacting our references. We would like to be considerate and let our references know that they may be contacted.

Updated 6/2013

**PAVLOV**  
media™

*Simply Exceptional Connections*

**REDACTED**

**EXHIBIT B**

**Financial Statements**

**PUBLIC DISCLOSURE**

# Campus Communications Group, Inc.

PUBLIC DISCLOSURE

## Balance Sheet

as of 12/31/11 as of 12/31/12 as of 12/31/13

### Assets

#### Current Assets

Cash

Accounts Receivable

Inventory

Prepaid Expenses

Total Current Assets

#### Long Term Assets

Work in Process

CCG-DHC-WL Subsidiary

Fixed Assets

Intangible Assets

Total Long Term Assets

Total Assets

### Liabilities & Equity

#### Liabilities

Accounts Payable

Long Term Debt 3rd Party

Taxes Payable

Interest Payable

Unearned Revenue

Leases Payable

Other Current Liabilities

Long-Term Debt SDL

Total Liabilities

#### Equity

Common Stock

Additional Paid-in Capital - Common

Retained Earnings

Total Equity

Total Liabilities & Equity

Campus Communications Group, Inc.

PUBLIC DISCLOSURE

Summary Income Statement

12 months ending 12/31/2011 12/31/2012 12/31/2013

Revenue			
Cost of Goods Sold			
Operations			
SG & A Expense			
EBITDA			
Depreciation & Amortization			
Other Income			
Other Expense			
Net Income			



Campus Communications Group, Inc.

PUBLIC DISCLOSURE

Statement of Retained Earnings

as of 12/31/11 as of 12/31/12 as of 12/31/13

Retained Earnings - prior year

Adjustment - remove intercompany loan

Plus: Net Income

Total

Minus: Dividends

Retained Earnings - year end

---

---

---

Pavlov Media, Inc.

PUBLIC DISCLOSURE

Balance Sheet

as of 12/31/11    as of 12/31/12    as of 12/31/13

Assets

Current Assets

- Cash
- Accounts Receivable
- Inventory
- Prepaid Expenses

Total Current Assets

---

Long Term Assets

- Work in Process
- CCG-DHC-WL Subsidiary
- Fixed Assets
- Intangible Assets

Total Long Term Assets

---

Total Assets

---

---

Liabilities & Equity

Liabilities

- Accounts Payable
- Long Term Debt 3rd Party
- Taxes Payable
- Interest Payable
- Unearned Revenue
- Leases Payable
- Other Current Liabilities
- Long-Term Debt SDL

Total Liabilities

---

Equity

- Common Stock
- Additional Paid-in Capital - Common
- Retained Earnings

Total Equity

---

Total Liabilities & Equity

---

---

Pavlov Media, Inc.  
Summary Income Statement

PUBLIC DISCLOSURE

12 months ending                      12/31/2011              12/31/2012              12/31/2013

Revenue			
Cost of Goods Sold			
Operations			
SG & A Expense			
EBITDA			
Depreciation & Amortization			
Other Income			
Other Expense			
Net Income			

Pavlov Media, Inc.  
Statement of Retained Earnings

PUBLIC DISCLOSURE

as of 12/31/11 as of 12/31/12 as of 12/31/13

Retained Earnings - prior year end  
Prior Year Adjustments  
Plus: Net Income  
Total  
Minus: Dividends  
Retained Earnings - year end

---

---

---