



**FPL**  
**Energy Services™**  
A NEXTERA ENERGY INC. COMPANY

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**Juno Beach, FL 33408-0420**  
**(561) 691-7263**  
**(561) 691-7135 (Facsimile)**  
**E-mail: david.lee@fpl.com**

December 21, 2023

**-VIA HAND DELIVERY -**

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

RECEIVED-FPSC  
 2023 DEC 21 PM 1:25  
 COMMISSION CLERK

**Re: FPL Energy Services, Inc.’s Application for Authority to Provide Telecommunications Service Within the State of Florida**

Dear Mr. Teitzman:

I enclose for filing the two copies of the completed application of FPL Energy Services, Inc. for Original Authority to Provide Telecommunications Service within the State of Florida (“Applications”), as well as the required filing fee of \$500.00. Included with the filing are Exhibits A and B, which are respectively the biographies of the FPL Energy Services, Inc. employees demonstrating managerial and technical capabilities and a statement regarding the financial ability of FPL Energy Services, Inc.

Please date stamp the second copy of the Application and return it in the stamped envelope enclosed. If you have any questions regarding this letter of the attached Application, please contact me at (561) 691-7263.

Sincerely,

/s/ David M. Lee  
 David M. Lee  
 Senior Attorney

Attachments

FPL Energy Services, Inc.

700 Universe Boulevard, Juno Beach, FL 33408

# 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

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#### 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:

FPL Energy Services, Inc.  
\_\_\_\_\_

2. The Florida Secretary of State corporate registration number:

K25207  
\_\_\_\_\_

3. F.E.I. Number: 65-0064000  
\_\_\_\_\_

4. Structure of organization:

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

- |                                                    |                                                       |
|----------------------------------------------------|-------------------------------------------------------|
| <input checked="" type="checkbox"/> Corporation    | <input type="checkbox"/> General Partnership          |
| <input type="checkbox"/> Foreign Corporation       | <input type="checkbox"/> Foreign Partnership          |
| <input 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. N/A

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

\_\_\_\_\_  
\_\_\_\_\_

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

(a) This application:

Name: Inna Weintraub  
Title: Director of Regulatory Strategy and Analysis  
Street Address: 700 Universe Boulevard  
Post Office Box: \_\_\_\_\_  
City: Juno Beach  
State: Florida  
Zip: 33408  
Telephone No.: 561-694-3591  
Fax No.: \_\_\_\_\_  
E-Mail Address: Inna.Weintraub@fpl.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: William H. Davidson  
Title: Director, Strategic Initiatives  
Street Address: 700 Universe Boulevard  
Post Office Box: \_\_\_\_\_  
City: Juno Beach  
State: Florida  
Zip: 33408  
Telephone No.: 561-640-2588  
Fax No.: \_\_\_\_\_  
E-Mail Address: William.Davidson@nexteraenergy.com  
Company Homepage: www.nexterainfrastructuresolutions.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: Lauren Romero  
Title: Senior Manager, Fiber Development and Project Manager  
Street Address: 700 Universe Boulevard  
Post Office Box: \_\_\_\_\_  
City: Juno Beach  
State: Florida  
Zip: 33408  
Telephone No.: 772-353-1863  
Fax No.: \_\_\_\_\_  
E-Mail Address: Lauren.Romero@nexteraenergy.com

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

Street address: 700 Universe Boulevard  
City: Juno Beach  
State: Florida  
Zip: 33408  
Telephone No.: 844-437-5533  
Fax No.: \_\_\_\_\_  
E-Mail Address: solutions@nexteraenergy.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

(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.

N/A

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If denied provide explanation.

N/A

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(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.

Troy W. Rice, Vice President - NextCity Networks, LLC

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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.

**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.

Please see the attached Exhibit A, Biographies Demonstrating Managerial and Technical Capabilities.

- (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.

Please see the attached Exhibit A, Biographies Demonstrating Managerial and Technical Capabilities.

- (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.

Please see the attached Exhibit B, Statement Regarding Financial Ability.

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: \_\_\_\_\_

Other – Please provide address: Although the applicant has website (www.nexterainfrastructuresolutions.com), pricing will be provided directly to customers at their request. The applicant anticipates that it primarily will provide customized service under customer contracts pursuant to section 364.02(2) of the Florida Statutes.



**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: Troy W. Rice  
Title: President, FPL Energy Services, Inc.  
Telephone No.: 561-681-3090  
E-Mail Address: Troy.W.Rice@nexteraenergy.com

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

12/19/23

**EXHIBIT A**  
**Biographies Demonstrating Managerial and**  
**Technical Capabilities**

## **SENIOR LEADERSHIP**

### **Francisco Arbide - Executive Director of Commercial Sales & Operations**

Franc leads the NextEra Infrastructure Solutions team, which includes FPL Energy Services, Inc., providing an array of cutting-edge services, including advanced metering, sustainable energy, fiber solutions and state-of-the-art street lighting. Catering to municipalities, public utilities and home builders, our offerings extend to regulated street lighting and reliable backup generation options.

In his previous role, Franc set a standard in sustainable lighting solutions, teaming up with over 100 municipalities across Florida. He spearheaded the transition to eco-friendly LED lighting, culminating in the successful transformation of more than 200,000 streetlights.

Franc also spent 14 years at WhiteFence, a leading digital marketing firm promoting utilities and home-based services. Wearing multiple hats throughout his career, his roles ranged from in-house counsel to Chief Executive Officer. In these capacities, Franc showed adept negotiation skills, striking lucrative agreements with major home utilities and real estate investment trusts.

Franc is an alumnus of the prestigious Duke University School of Law, where he secured his Juris Doctor degree. He also holds a bachelor's degree in business administration, with a focus on finance, from the University of Miami. His invaluable education and multi-faceted experiences position him as a thought leader in the infrastructure solutions landscape.

### **William Davidson - Director of Strategic Initiatives**

William provides expert guidance to the team on legal, regulatory and executive oversight matters. Additionally, he is responsible for identifying and coordinating cross-selling opportunities for all NIS products. Prior to joining FPL Energy Services, Inc., William worked in the business development team of NextEra Energy Resources, where he led the direction and coordination of internal project approvals for over \$6 billion of capital and 5 gigawatts of wind, solar and battery capacity in 2021 alone.

William served as in-house counsel for the NYC Office of Emergency Management from 2009-2014 and worked in regulatory affairs for Florida Power and Light Company (FPL) before joining NextEra Energy in 2014. He is licensed to practice law in both Florida and New York, having obtained a Juris Doctor degree from the Benjamin N. Cardozo School of Law. William also holds a bachelor's degree in history from Williams College.

### **Avin Sundar - Director of Sales and Business Development**

Avin has more than 12 years of experience as a subject matter expert on regulatory finance, ratemaking, project valuation and utility-level mergers and acquisitions. In his current role, he is responsible for developing pricing and deal structures for the Smart Lighting Programs. Sundar's experience in valuing regulated investments for impacts to ratepayers, pricing power purchase agreements (PPAs) and tariffs, as well as his expertise in utility mergers and acquisitions at FPL, make him an asset to his team.

Avin earned a bachelor's degree in business administration, with a focus on finance, from Florida Atlantic University. His strong educational background, coupled with his extensive industry experience, enables him to effectively navigate complex financial and regulatory matters. His expertise in these areas is an

invaluable asset to the organization, and his contributions continue to drive the success of the Smart Lighting Program.

#### **Lauren Whetstone - Director of Sales and Business Development**

Lauren Whetstone plays an instrumental role in devising pricing and deal structures for the company's fiber program. Prior to joining the company, Lauren was a litigation shareholder at an international law firm based in Florida, where she focused on complex commercial litigation and securities transactions. Lauren's comprehensive professional experience includes driving business outcomes for a diverse range of clients and litigating a variety of matters in state and federal courts and arbitration forums, including contract disputes, business torts, products liability for manufacturers, securities class actions, shareholder and partnership disputes, corporate formation, and real estate matters.

Lauren holds a Juris Doctor degree, a bachelor's degree in finance, and a bachelor's degree in public relations, all awarded cum laude from the University of Florida.

#### **Brad Gunter - Director of Commercial Sales and Operations**

Brad Gunter is the director of the commercial engineering, construction and operations. In this role, he oversees the development, design, engineering, permitting, installation, maintenance and monitoring of energy and fiber solution assets for commercial clients. The technologies he manages include backup generators, UPS and battery storage, HVAC and controls, lighting and fiber.

Brad has over 35 years of experience in the energy and construction industry and has been with NextEra Energy for over 24 years, holding numerous positions with various responsibilities, such as energy efficiency, project development, project (construction) management, business development and sales.

He earned a bachelor's degree in mechanical engineering from Old Dominion University and an MBA from the College of William & Mary. Brad holds a Professional Engineering License in 12 states, including Florida, and has numerous industry-related certifications. Notably, he is a Certified Energy Manager and a Certified LEED Accredited Professional. He has also passed the Florida General Contractors exam and is working toward state licensure. With his extensive experience and expertise, Brad is an invaluable asset to the company and its customers.

#### **Lauren Romero - Manager of Strategy and Business Development**

Lauren has worked for NextEra Energy since 2007, with experience in wholesale power, gas and renewable energy credits, solar thermal, solar photovoltaic, distributed generation and battery storage projects. Today she currently leads development, engineering and early-stage construction for NextCity Networks and FPL Energy Services. Inc. She is a Six Sigma Green Belt with strengths in project management. Lauren holds a bachelor's degree in business administration from Florida Atlantic University and master's degree in information technology from Florida Institute of Technology.

#### **Patrick Campbell – Sales Engineer**

Result-oriented and highly motivated Telecommunication Network Engineer with a Master of Science in Telecommunication Network Engineering and a solid background in Management Information Systems (MIS). Over a decade of experience in the telecommunications industry, delivering innovative solutions,

optimizing network infrastructure, and successfully managing complex projects. Adept at merging assets from various companies into cohesive management systems while maintaining a keen eye for detail and adherence to data standardization. Proven ability to streamline processes, eliminate inefficiencies, and improve overall system performance. Strong technical knowledge complemented by excellent leadership, problem-solving, and communication skills.

He holds a Master of Science, Telecommunication Network Engineering Florida International University and a Bachelor of Arts Management Information Systems from Florida Atlantic University.

**Exhibit B**  
**Statement Regarding Financial Ability**

### **Our Financial Strength**

FPL Energy Services, Inc. ("FPLES") is a direct wholly-owned subsidiary of Florida Power & Light Company ("FPL"). Although FPLES does not publish its own financial statements, select financial information for FPLES and FPL is provided in the Consolidated Financial Statements of NextEra Energy, Inc.'s annual report or the Condensed Consolidated Financial Statements of NEE's quarterly report. As of December 31, 2022, 75 banks participate in Florida Power & Light Company's and NEECH's revolving credit facilities.

### **Financing**

Due to our size, credit standing and available liquidity, we are one of the few companies in the energy industry that has the flexibility to initially fund the development and construction of a project using our balance sheet and not obligated to obtain external financing at these stages. Our standard approach is to utilize internally generated funds to contribute equity to the project during the construction period and then obtain limited or non-recourse financing at or after the project's commercial operation date. However, as an option, we always reserve the right to secure construction financing prior to commercial operation if market conditions are beneficial and advantageous.

The names that our company has been known by, are: NextEra Energy, Inc. (Parent company of FPL, formerly FPL Group, Inc.); FPL Group, Inc. (former name of parent company, founded in 1984); and FPL Energy Services, Inc. (founded in 1988).

### **Annual Reports**

Our annual reports may be accessed online at: <http://www.investor.nexteraenergy.com/reports-and-filings/annual-reports>.

### **Ratings**

	<b>S&amp;P</b>	<b>MOODY'S</b>	<b>FITCH</b>
<b>NextEra Energy, Inc.</b>			
Issuer Credit Rating	A-	Baa1	A-
Outlook	Stable	Stable	Stable
<b>Florida Power &amp; Light Company</b>			
Issuer Credit Rating	A	A1	A
Outlook	Stable	Stable	Stable
<b>NextEra Energy Capital Holdings, Inc.</b>			
Issuer Credit Rating	A-	Baa1	A-
Outlook	Stable	Stable	Stable

### **Company Organizational Structure**

See Next for a high level Organizational Chart. FPLES rolls up to FPL.

