

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**

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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: Offramp, LLC

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

N/A

4. Official mailing address:

Street/Post Office Box: 5913 NW 31st Avenue

City: Fort Lauderdale

State: FL

Zip: 33309

5. Florida address:

Street/Post Office Box: 5913 NW 31 Avenue

City: Fort Lauderdale

State: FL

Zip: 33309

6. Structure of organization:

Individual

Foreign Corporation

General Partnership

Other, please specify: Florida limited liability company

Corporation

Foreign Partnership

Limited Partnership

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: L14000104814
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
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**: 47-1527983

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

(a) The application:

Name: David Eckmann
Title: General Manager
Street Name & Number: 5913 NW 31st Avenue
Post Office Box: _____
City: Fort Lauderdale
State: FL
Zip: 33309
Telephone No.: (305) 345-8053
Fax No.: (954) 978-8666
E-Mail Address: deckmann@INcomm-mobile.com
Website Address: Not yet established

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

Name: David Eckmann
Title: General Manager
Street Name & Number: 5913 NW 31st Avenue
Post Office Box: _____
City: Fort Lauderdale
State: FL
Zip: 33309
Telephone No.: (305) 345-8053
Fax No.: (954) 978-8666
E-Mail Address: deckmann@INcomm-mobile.com
Website Address: Not yet established

(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*: Not yet established
- 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.

None

(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.

The resumes of Richard Paul-Hus, manager, and David Eckmann, general manager, are presented in Attachment 17a.

(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.

Offramp will be using the services of its affiliate, Hypower, Inc., to construct dark fiber local loops connecting to long-haul fiber routes, which Offramp will sell to customers. Accordingly, Offramp has provided in Attachment 17b the resume of Eric Paul-Hus, senior vice president of Hypower, who will be responsible for the construction and maintenance of the dark fiber local loops.

(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.

Offramp is a newly formed company and has no financial statements as yet. The projected financial statements for the company are provided in Attachment 17c.

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: Richard Paul-Hus
Title: Manager/ Owner
Telephone No.: (954) 868-5167
E-Mail Address: rp@INcomm-mobile.com

Signature:  Date: 3/5/15

CERTIFICATE TRANSFER (N/A)

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: _____

ATTACHMENT 17A

RICHARD PAUL-HUS

Richard Paul-Hus is Manager/owner of Offramp, LLC and INcomm LLC and founder/owner of Hypower, Inc. in Fort Lauderdale, Florida. Hypower is a provider of energy and communications solutions with projects across the United States. Offramp is a dark fiber provider providing local loops connecting to the long-haul networks of other dark fiber providers. INcomm is a distributor and installer of in-building mobile reception systems using disruptive technology. Hypower was founded in 1991 and has grown to a peak of \$120 million in revenue. Richard serves on the Board of Directors for Citizens for Clean Energy; formerly on Board of Commissioners for Broward Health (one of the country's largest public health systems). Richard was Chairman of InternetCoast NAP Committee which resulted in the NAP of the Americas. Richard is a graduate of Stetson University BS BA. Richard is married to Colleen and has 4 children.

DAVID ERNEST ECKMANN

10621 London St
Cooper City, FL 33026

305.345.8053 (mobile)
deckmann@INcomm-mobile.com

SUMMARY

Finance and Strategic Planning Executive with record of success in leading teams starting up and acquiring companies and forming joint ventures. Skilled in finance, accounting, business law, negotiations. Previous roles in investment banking and engineering. Fluent in Spanish.

PROFESSIONAL EXPERIENCE

OFFRAMP, LLC, Fort Lauderdale, FL **2015 – Present**

Dark fiber provider providing local loops connecting to the long-haul networks of other dark fiber providers.

General Manager - Manages all aspects of the company's business including development of business plans, financial analysis, contract negotiation, sales, and regulatory compliance.

INCOMM LLC, Fort Lauderdale, FL **2013 – Present**

Distributor and installer of in-building mobile reception systems using disruptive technology.

Chief Operating Officer - Manages all aspects of company's business including business planning, financial analysis, sales, and contracts. Developed relationships in key market segments, and closed over \$1M of sales in first year of operation.

INDEPENDENT CONSULTANT, Cooper City, FL

2012 – 2013

Developed business plan for cloud services company. Evaluated business opportunity, developed financial projections, and structured transaction for data center commercializing its dark fiber network. Evaluated business opportunity and developed business plan resulting in formation of INcomm.

NEXTERA ENERGY, INC., Miami, FL

1984 – 2012

Ranked by Forbes as world's most admired utility. Nation's leading clean energy company.

FPL FiberNet, LLC, Miami, FL (2000 – 2012)

Subsidiary of NextEra. Telecommunications provider with revenues in excess of \$100M.

Director of Business Development - Managed business development group, mergers and acquisitions, development of business plans, pricing, negotiations, and regulatory compliance.

- One of three founders of company. Developed original business plan for FiberNet, described in UTC Journal as "arguably the most successful" utility telecommunications company.
- Founding member of consortium that established the NAP of Americas, connection point for 90% of Internet traffic between Latin America and US.
- Managed FiberNet's \$110M sale to anchor customer, SBC.
- Led purchase of Grande Communications' 3,000-mile broadband network. Structured transaction to avoid \$1M per year in rights-of-way fees.
- Streamlined contracts process to reduce annual legal expense from \$400K to \$170K.
- Lobbied successfully on Capitol Hill and at Federal Communications Commission to support competition in telecommunications and in Tallahassee to support Florida's technology sector.

Florida Power & Light Company (FPL), Miami, FL (1984 - 1999)

Subsidiary of NextEra. Largest electric utility in Florida with over 4 million customers.

Manager of Business Development – Telecommunications Department (1997 – 1999)

Managed business development, sales, and administration groups. Working closely with regulatory affairs group, developed plan under which FPL's telecommunications business was spun off to new subsidiary, FiberNet.

Principal Business Analyst – Strategic Planning Department (1995 – 1997)

Evaluated acquisitions and performed due diligence. Developed business plan for new telecommunications business and negotiated associated contracts.

Coordinator of Financial Planning, Financial Analyst – Finance Department (1984 – 1991 and 1993 – 1995)

Led financial planning group, developing FPL's capital structure targets and executing financings.

- Managed issuance of \$1B of long-term securities and refinancings generating annual savings of \$30M.
- Established leveraged leasing subsidiary, creatively structured to maximize tax benefits, and executed subsidiary's first transaction, \$60M investment with return on equity of 70%.

PREVIOUS EXPERIENCE**PHILADELPHIA CAPITAL ADVISORS**

Investment banking arm of Philadelphia National Bank, now part of Wells Fargo.

Associate - Worked on mergers and acquisitions, prepared valuations of closely held companies.

STONE & WEBSTER ENGINEERING CORPORATION and BURNS AND ROE, INC.

Major, international consulting engineering firms.

Electrical Engineer - Performed power plant design, construction, and start-up engineering.

EDUCATION**Master of Business Administration (MBA), Finance Concentration**

The Wharton School of the University of Pennsylvania

Master of Science (MSEE), Electrical Engineering

Polytechnic Institute of New York

Bachelor of Science (BSEE), Electrical Engineering and Mathematics

Duke University

ATTACHMENT 17B

Eric Paul-Hus



Years in Industry

23 Years

Years with Hypower

31 Years

Education

- Associates Science Degree – Political Science – BCC
- BS (Pre-Law) – Nova University

Licenses

- Florida Certified Utility Contractor #1223855

Affiliations

- HYPOWER INC. Quality Steering Committee Member since inception
- Associated Builders and Contractors (ABC)
- Construction Association of South Florida (CASF)
- Society for American Military Engineers (SAME)
- Citizens for Clean Energy

Hypower Inc. Power & Communications Group

General Superintendent, Power & Communications Group

Responsibility

- Responsible for the success of projects from inception to completion to ensure project quality and customer satisfaction
- System design and construction management

Experience

- Underground Distribution
- Overhead Distribution
- Outside Plant Construction
- Estimating
- Contract Management
- Outside Plant Engineering
- Fiber Optic Networks
- Disaster Recovery & Restoration
- Material Procurement
- Fast Track Projects

Project Experience

Recent Communications Experience

- Allied Fiber-Phase 2, Atlanta to Miami
 - 2013-2014
- FPL FiberNet, Fiber Network, Sarasota/Tri-county
 - 2012-2014
- Verizon / MCI, South FL
 - NAP of the Americas Fiber
 - 2013

Recent Underground Power / Duct Bank Experience

- Town of Gulfstream, Gulfstream, FL
 - Conversion of utilities for FPL, ATT Comcast from overhead to underground
 - 2013-2014

Recent Transmission & Distribution Projects

- Town of Gulfstream, Gulfstream, FL
 - Conversion of utilities for FPL, ATT Comcast from overhead to underground
 - 2013-2014

Recent Disaster Recovery & Restoration Experience

- Hurricane Irene/ Sprint
 - 2011-2012
- Tennessee Tornado Recovery
 - 2011

To whom it may concern;

I, Eric Paul-Hus, have provided a copy of my resume to Offramp, LLC. I understand that my resume will be included in the company's application to the Florida Public Service Commission for authority to provide telecommunications services within the State of Florida, and I authorize the company's use of my resume for that purpose.

Sincerely



Eric Paul-Hus

ATTACHMENT 17C

OFFRAMP, LLC FINANCIAL PROJECTIONS

BALANCE SHEET AS OF 12/31

	2015	2016	2017	2018
CASH	50,000	50,000	50,000	50,000
TOTAL ASSETS	50,000	50,000	50,000	50,000
COMMON STOCK & ADDL PAID IN CAPITAL	-	-	-	-
RETAINED EARNINGS	50,000	50,000	50,000	50,000
TOTAL EQUITY	50,000	50,000	50,000	50,000
TOTAL LIABILITIES	50,000	50,000	50,000	50,000

INCOME STATEMENT FOR YEARS ENDING 12/31

	2015	2016	2017	2018
CONSTRUCTION REVENUES	1,318,571	2,637,143	2,637,143	2,637,143
PROPERTY TAX ROW PASS THROUGH REVENUES	1,268	47,722	135,001	220,303
MAINTENANCE REVENUES	1,014	8,114	16,229	24,343
SUBTOTAL REVENUES	1,320,854	2,692,979	2,788,373	2,881,789
COST OF SALES	(1,014,286)	(2,028,571)	(2,028,571)	(2,028,571)
SALES COMMISSIONS	(65,929)	(131,857)	(131,857)	(131,857)
RIGHTS OF WAY FEES	(1,268)	(10,143)	(20,286)	(30,429)
PROPERTY TAX	-	(37,579)	(114,716)	(189,874)
MAINTENANCE AND LOCATE EXPENSE	(811)	(6,491)	(12,983)	(19,474)
EBITDA	238,560	478,337	479,960	481,583
STATE TAXES	(21,470)	(43,050)	(43,196)	(43,342)
NET INCOME	217,090	435,287	436,764	438,240

STATEMENT OF RETAINED EARNINGS FOR YEARS ENDING 12/31

	2015	2016	2017	2018
BEGINNING OF YEAR RETAINED EARNINGS	-	50,000	50,000	50,000
NET INCOME	217,090	435,287	436,764	438,240
LESS DIVIDENDS	(167,090)	(435,287)	(436,764)	(438,240)
END OF YEAR RETAINED EARNINGS	50,000	50,000	50,000	50,000