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March 1, 2019

VIA OVERNIGHT DELIVERY

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

COM ___
AFD ___
APA ___
ECO ___
ENG ___
GCL ___
IDM 1
CLK ___

REDACTED

Re: Blue Casa Telephone, LLC

To Whom It May Concern:

Enclosed please find one original and one (1) copy of Blue Casa Telephone, LLC's Application for Authority to Provide Telecommunications Company Service Within the State of Florida.

I also have enclosed a check in the amount of \$500.00 payable to the Florida Public Service Commission to cover the cost of filing these documents. Please note: Financial Information, Attachment B, is redacted. CONFIDENTIAL financial information is attached hereto in a separate sealed envelope marked "CONFIDENTIAL AND PROPRIETARY".

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope. If you have any questions regarding this matter, please do not hesitate to contact Kali Reeves at kreeves@telecomcounsel.com or 770-232-9145. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.
Managing Attorney
Lance J.M. Steinhart, P.C.
Attorneys for Blue Casa Telephone, LLC

RECEIVED-FPSC
2019 MAR -4 AM 9:04
COMMISSION
CLERK

Enclosures
cc: Jeff Compton

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 of authority 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:
Blue Casa Telephone, LLC

2. The Florida Secretary of State corporate registration number:
M17000002789

3. F.E.I. Number: **27-4658235**

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

Foreign Limited Liability Company

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:

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

(a) This application:

Name: Lance J.M. Steinhart
Title: Legal Counsel
Street Address: 1725 Windward Concourse, Ste. 150
Post Office Box:
City: Alpharetta
State: Georgia
Zip: 30005
Telephone No.: 770-232-9200
Fax No.: 770-232-9208
E-Mail Address: info@telecomcounsel.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: Stefanie Edwards
Title: VP Operations
Street Address: 114 E. Haley Street, Suite A
Post Office Box:
City: Santa Barbara
State: California
Zip: 93101
Telephone No.: 805-886-2862
Fax No.:
E-Mail Address: sedwards@bluecasa.com
Company Homepage: <http://www.bluecasa.com/en/>

(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: Jeff Compton
Title: President/CEO
Street Address: 114 E. Haley Street, Suite A
Post Office Box:
City: Santa Barbara
State: California
Zip: 93101
Telephone No.: 805-886-2862
Fax No.:
E-Mail Address: jcompton@bluecasa.com

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

Street Address: 114 E. Haley Street, Suite A
City: Santa Barbara
State: California
Zip: 93101
Telephone No.: 805-886-2862
Fax No.: _____
E-Mail Address: jcompton@bluecasa.com

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

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

California

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

None at this time, preparing to file for IXC/CLEC in AL, AR, GA, KY, LA, MI, MS, NC, SC, TN, and TX

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

California

(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

4. 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.

(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.

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.

5. 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 documentation 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.
- (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.
- (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.

6. 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: <http://www.bluecasa.com/en/>

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:	Jeff Compton
Title:	President
Telephone No.:	(805) 886-2862
E-Mail Address:	jcompton@bluecasa.com

Signature:  Date: 1-3-19

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: _____

LIST OF ATTACHMENTS

ATTACHMENT A - MANAGEMENT & TECHNICAL CAPABILITY INFORMATION

ATTACHMENT B – FINANCIAL INFORMATION

ATTACHMENT A - MANAGEMENT & TECHNICAL CAPABILITY INFORMATION

JEFF COMPTON

President and CEO

JEFF: THIS IS JUST A TEMPLATE. PROVIDE ME, PLEASE, WITH A COMPREHENSIVE BIO THAT EMPHASIZES YOUR EXPERIENCE IN MANAGING TELECOM COMPANIES

Mr. Compton manages all aspects of BCT's telecommunications operations, including planning, marketing, sales, and day-to-day management. Mr. Compton has a Bachelor of Science Business Management degree from the University of Phoenix. Mr. Compton has worked in the telecommunications industry for 21 years, and for the past 8 years has served as the CEO/President of Blue Casa Telephone, LLC, an ETC and CLEC providing residential general market and Lifeline telephone service and broadband, as well as small and medium size business customers. His areas of expertise include strategic planning, operation and administration of local exchange carriers, financing, program development, and general business management.

Mr. Compton began his telecommunications carrier as a Manager Network Operations for FirstWorld Communications, a fiber overbuilder in Anaheim California where he was responsible for building out the physical equipment layout, turning up the electronics, and the copper wire connections in a colocation network encompassing 48 colocations within ATT (SBC at the time) and Verizon central offices. Mr. Compton was responsible for all aspects of planning, project management and completion of the colocation network.

Mr. Compton was one of the original 10 employees of Telscape Communications where his first assignment in network operations was to construct Telscape's central offices. Mr Compton's responsibilities included; planning the physical building and environmental systems backups including power, air conditioning, earthquake safety, and fire suppression requirements, telecommunication switch installation and dial tone turnup. After the switch installation's successful completion, Mr. Compton was assigned coordinate the provisioning of service with ATT, Verizon and competitive local exchange providers. During Mr. Compton's tenure in managing the provisioning process he was active in the SBC User Forum and Change Management Process groups and was Chairman and Vice-Chair of the User Forum. Mr. Compton has been active in the regulatory community for over a decade during which Mr. Compton has acted as an expert witness in facilities base carrier operations during the UNE proceedings of 2001-2003 at the state and federal level. Mr. Compton undertook regulatory responsibilities at Telscape between 2002 – 2009.

Mr. Compton was responsible for setting up Telscape Communication's billing tax compliance processes in which was audited by the CPUC during Mr. Compton's tenure and found to be in compliance with tax and surcharge collection and remittance. Mr. Compton has studied telecom tax and compliance issues for over a decade and continues to work to stay at the forefront of best practices and compliance guidelines.

Mr. Compton has had long-standing relations with Neustar, NECA, USAC, the FCC and many state PUC's/PSC/'s. As VP Regulatory for Telscape Communications, a facilities based carrier, Mr. Compton was responsible for regulatory reporting,

compliance, and communication with all regulatory agencies and Commissions. As an independent consultant, Mr Compton has worked for many CLEC's to help resolve regulatory and industry issues of compliance and dispute.

During the recent failure of Blue Casa Communications, Inc., Mr. Compton stood at the forefront of the confusion and ensured that no customers lost dial tone during the winding down of the Blue Casa Communications, Inc. business. Again, taking steps that cost the new Blue Casa Telephone, LLC, entity significant extra resources and money; however, ensuring that customers did not lose dialtone.

Mr. Compton has been a leader in telecommunications community outreach. In 2005(?) when the California Lifeline program went through certification changes Mr. Compton led the change with customer Lifeline assistance kiosks at Telscape's retail locations, championed extra phone calls and letters to communicate changes with Lifeline participants so they did not lose their Lifeline services even though the extra services provided were not reimbursed by the Lifeline fund.

For Mr. Compton, outreach goes beyond making money. For example, one morning Mr. Compton got an email notification from a community based organization in Santa Ana that an apartment fire had destroyed an apartment building displacing over 20 families. Mr. Compton grabbed a stack of prepaid phone cards and went to the apartment site in Santa Ana and worked with the Red Cross to get prepaid phone cards distributed with the families assistance packages. Mr. Compton did not ask for recognition, did not stay around for television interviews, and did not mention it again

until writing it in this application. Mr. Compton's sole motivation was to ensure that families would be able to stay connected to family, work and school contacts during a traumatic time of their life.

Mr. Compton was a founding Board member and President of the Norco Regional Conservancy, a 501.c.3 working to preserve the open space and rural environment in the Norco California region, for 5 years. Mr. Compton was appointed by the Norco city council to serve on the Economic Development Advisory Council where he served from 2009-2010 and was selected as chairperson by its members. Mr. Compton was selected by the Fire Chief of the Norco Fire Department to serve on the Fire Department task for on Emergency Response and Cost Structure where he was selected as Chairperson by his peers and led the group to changes that decreased response time to disparate areas of the city and reduced costs at the same time.

With these unique qualifications, he provides vision and direction for BCT.

HOWARD BRAND

DIRECTOR

Over the past 30 years, Howard Brand has established himself as a successful and accomplished entrepreneur and executive, with a focus in manufacturing, production and operations. During this time period, Mr. Brand has been successful in the acquisition, repositioning and divestiture of many private companies.

Mr. Brand is a strong, hands on operator who has acquired and operated companies as small as \$1,000,000 and as large as \$27,000,000 in annual sales managing as many as 600 employees and executives.

His key management strengths and skills include;

- Rapid assessment and improvement of plant operating efficiencies
- Excellent negotiation capabilities
- Strong understanding of company and product strategic positioning
- Excellent people skills
- A well balanced focus between customer satisfaction and the company “bottom line”
- Strong understanding of the importance of financial “back office” operations and management reporting tools and capabilities (Howard has an MBA).
- Creative financial structuring skills and modeling capabilities.
- Turnaround and Crisis Management

Collectively, he has attained broad industry experience in scrap metal recycling, business services, consumer goods, finance, investment banking, healthcare and manufacturing.

Mr. Brand is the President of HNB Capital LLC, a Los Angeles based investment banking firm, specializing in acquisitions and debt based corporate finance. Mr. Brand is a director of Color Labs Enterprises, Chatsworth Data, IOG Products and Gameworks Entertainment. Mr. Brand is

still actively involved with Olympia Medical Center and Downey Regional Medical Center. Mr. Brand has acted as an expert witness for Great American Appraisal in matters related to the scrap metal recycling industry. Mr. Brand provides management oversight through active participation on the Board of Directors. Mr. Brand helps management by, among other things, providing guidance to management in developing various corporate management tools (such as dashboards, SWOT analysis, metric reviews and budgeting).

Mr. Brand is a native of California and grew up in Los Angeles. Mr. Brand is 58 years old. He holds a BA in Economics from UCLA and a MBA from the University of West Los Angeles. Below are capsule descriptions of the various companies Mr. Brand owns and/or operates, at present, or has owned or operated in the past twenty-five years.

ATTACHMENT B – FINANCIAL INFORMATION

FILED CONFIDENTIALLY