



DOCKET NO. 20190180-TX
FILED 9/9/2019
DOCUMENT NO. 08674-2019
FPSC - COMMISSION CLERK

September 6, 2019

Ms. Carlotta Stauffer, Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Boulevard
Gerald Gunter Building
Tallahassee FL 32399

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

Initials of person who forwarded check
[Handwritten initials]

**Re: SMART CHOICE COMMUNICATIONS, LLC's
Application for Authority to Provide Telecommunications Service Within the State of
Florida**

REDACTED

Dear Ms. Stauffer:

On behalf of Smart Choice Communications, LLC ("Applicant"), enclosed for filing is an original and one (1) copy of an Application for Authority to Provide Local Exchange and Interexchange Telecommunications Services within the State of Florida. Also enclosed is a check in the amount of \$500.00 to cover the requisite filing fee.

Pursuant to Sections 364.183(1) and 364.183(3), Florida Statutes, Applicant respectfully requests confidential treatment for the confidential and proprietary information included as *confidential Exhibit C* of the Application. Pursuant to Rule 25-22.006(5), Florida Administrative Code, one (1) copy of Applicant's financial information in a separate envelope marked *confidential Exhibit C* is being requested to be submitted and therefore filed and highlighted under seal.

Please date-stamp the extra copy of this cover letter and return it in the envelope provided.

Should you have any questions concerning this filing, please do not hesitate to contact me.

Respectfully Submitted,

Laura Garfinkel

Laura Garfinkel
Senior Telecommunications
Consultant
Global Strategic Accountants, LLC ("GSA")
6250 Shiloh Rd #110
Alpharetta GA, 30005
Phone: (973) 760-9218
Facsimile: (678) 304-6469
laura@gsaudits.com

RECEIVED-FPSC
2019 SEP -9 PM 1:56
COMMISSION
CLERK

cc: Jarrett Wolfe; CEO
Jenny Doran; Regulatory Manager

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):

X - **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:

SMART CHOICE COMMUNICATIONS, LLC

2. The Florida Secretary of State corporate registration number: **M1800007557**
3. F.E.I. Number: **04-3659166**
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"/> <u>X</u> 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.

The Applicant is not a partnership.

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

See Exhibit A for Applicant's Certificate of Authority to Transact Business in Florida.

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

(a) This application:

Company: **Global Strategic Accountants, LLC ("GSA")**
Name: **Laura Garfinkel**
Title: **Sr. Telecommunications Consultant**
Street/Post Office Box: **6250 Shiloh Road, Suite 110**
City: **Alpharetta**
State: **Georgia**
Zip: **30005**
Telephone No.: **973-760-9218**
Fax No.: **866-611-5443**
E-Mail Address: **laura@gsaudits.com**
Website Address: **<http://www.gsaudits.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: **Jarrett Wolfe**
Title: **Chief Executive Officer**
Street/Post Office Box: **56 West 45TH Street (2nd Floor)**
City: **Manhattan**
State: **New York**
Zip: **10036**
Telephone No.: **1-212-660-7300**
Fax No.: **1-212-702-9034**
E-Mail Address: **jarrett@smartchoiceus.com**
Website Address: **www.smartchoiceus.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: **Jenny Doran**
Title: **Regulatory Manager**
Street/Post Office Box: **56 West 45TH Street (2nd Floor)**
City: **Manhattan**
State: **New York**
Zip: **10036**
Telephone No.: **1-212-660-7300**
Fax No.: **1-212-702-9034**
E-Mail Address: **jdoran@smartchoiceus.com**
Website Address: **www.smartchoiceus.com**

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

**Street/Post Office Box: 115 North Calhoun ST Suite
City: Tallahassee
State: Florida
Zip: 32301
Telephone: 866-625-0838
Fax No: 866-625-0839
Email: Registered Agent Services
Note all correspondence by and through U.S. post**

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

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

Smart Choice Communications, LLC is a long established Company that provides best in class telecommunications Products and Services. The Company has CLEC and VoIP Certifications in multiple states to provide Services.

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

Not applicable at this time. The Company submits applications contingent upon business requirements to different states based on Company growth across and within the United States.

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

Multiple states including NY, NJ, IL, and additional states as business growth requires.

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

Applicant has not been denied requested certification in any jurisdiction, nor has any authority been permanently revoked by any authority.

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

To management's knowledge, Applicant has not incurred any regulatory penalties for violations of telecommunications statutes.

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

Applicant has not been involved in civil court proceedings with another telecommunications entity.

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.

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

Applicant has had no prior grant of certificate by the Commission.

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.

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.

Exhibit B.

- (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.

Exhibit B.

- (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.

Exhibit C.

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: _____

X Other – Please provide address:

Street/Post Office Box: **56 West 45TH Street (2nd Floor)**

City: **Manhattan**

State: **New York**

Zip: **10036**

Zip: **36532**

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.

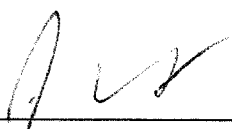
APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability to provide telecommunications 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.

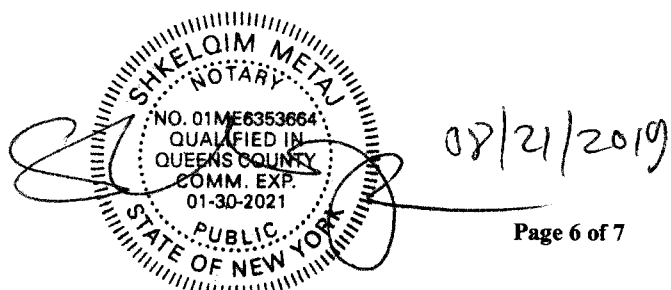
Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "**Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his or her official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 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: Jarrett Wolfe
Title: CEO & President
Telephone No.: 877-208-1158
E-Mail Address: jarrett@smartchoiceus.com

Signature:  Date: 8/21/11



THIS PAGE MUST BE COMPLETED AND SIGNED

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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.

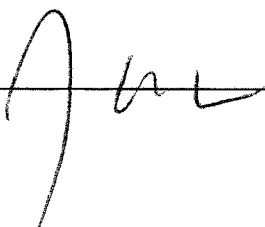
APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability to provide telecommunications 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: Jarrett Wolfe
Title: CEO & President
Telephone No.: 877-208-1158
E-Mail Address: jarrett@smartchoiceus.com

Signature:  Date: 8/27/19

CERTIFICATE TRANSFER

Not Applicable to Applicant

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 EXHIBITS

Exhibit A - Authority to Transact Business

Exhibit B - Managerial and Technical Qualifications

Exhibit C - Financial Statements

CONFIDENTIAL - FILED WITH CLAIM OF CONFIDENTIALITY

Exhibit A

Smart Choice Communications, LLC

Authority to Transact Business

APPLICATION BY FOREIGN LIMITED LIABILITY COMPANY FOR AUTHORIZATION TO TRANSACT BUSINESS IN FLORIDA

IN COMPLIANCE WITH SECTION 605.0902, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO REGISTER A FOREIGN LIMITED LIABILITY COMPANY TO TRANSACT BUSINESS IN THE STATE OF FLORIDA:

1. SMART CHOICE COMMUNICATIONS, LLC
(Name of Foreign Limited Liability Company; must include "Limited Liability Company," "L.L.C.," or "LLC.")

(If name unavailable, enter alternate name adopted for the purpose of transacting business in Florida. The alternate name must include "Limited Liability Company," "L.L.C." or "LLC.")

2. NEW YORK 3. _____
(Jurisdiction under the law of which foreign limited liability company is organized) (FEI number, if applicable)

4. _____
(Date first transacted business in Florida, if prior to registration. See sections 605.0904 & 605.0905, F.S. to determine penalty liability)

5. 56 W. 45th Street, 2nd Floor
(Street Address of Principal Office)
New York, NY 10036

6. 56 W. 45th Street, 2nd Floor
(Mailing Address)
New York, NY 10036

7. Name and street address of Florida registered agent: (P.O. Box NOT acceptable)

Name: COGENCY GLOBAL INC.
 Office Address: 115 North Calhoun Street, Suite 4
Tallahassee, Florida 32301
(City) (Zip code)

Registered agent's acceptance:

Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this application, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Kurtis Tolliver, asst. secretary
(Registered agent's signature)

8. The name, title or capacity and address of the person(s) who has/have authority to manage is/are:

<u>Title or Capacity:</u>	<u>Name and Address:</u>	<u>Title or Capacity:</u>	<u>Name and Address:</u>
<u>Managing Member</u>	<u>Jarrett Wolfe</u> <u>56 W. 45th St., Suite 44</u> <u>New York, NY 10022</u>	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(Use attachments if necessary)

9. Attached is a certificate of existence, no more than 90 days old, duly authenticated by the official having custody of records in the jurisdiction under the law of which it is organized. (If the certificate is in a foreign language, a translation of the certificate under oath of the translator must be submitted)

10. This document is executed in accordance with section 605.0203 (1) (b), Florida Statutes. I am aware that any false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.155, F.S.

J Wolfe
Signature of an authorized person
Jarrett Wolfe
Typed or printed name of signer

18 AUG 15 AM 12:42
 FILED
 SECRETARY OF STATE
 TALLAHASSEE, FLORIDA

18 DEC 12 11:55 AM
ADMICP
UNITED STATES AIR FORCE

**State of New York
Department of State } ss:**

I hereby certify, that SMART CHOICE COMMUNICATIONS, LLC a NEW YORK Limited Liability Company filed Articles of Organization pursuant to the Limited Liability Company Law on 06/26/2002, and that the Limited Liability Company is existing so far as shown by the records of the Department.



Witness my hand and the official seal of the Department of State at the City of Albany, this 14th day of August two thousand and eighteen.

A handwritten signature in black ink, appearing to read "Brendan W. Fitzgerald", is written over a horizontal line.

Brendan W. Fitzgerald
Executive Deputy Secretary of State

FILED
18 AUG 15 AM 12:12
SECRETARY OF STATE
TALLAHASSEE, FLORIDA

Exhibit B

Managerial and Technical Qualifications

Jarrett Wolfe: CEO

Technology entrepreneur, Jarrett Wolfe is the Founder and current Managing Partner of Smart Choice Communications (SCC). His successful business venture into the telecommunication industry have shown to be a tremendous success. SCC was founded in 1998 as a consulting firm, working with Telecom Carriers and Fortune 500 Companies. In infancy, Wolfe was recruited by these companies to facilitate their moves and changes with RBOCS across the country. By 2001, Verizon and SCC began a partnership to supply voice services to small and mid-sized clients. As SCC became familiar with the procedure and processes, Wolfe noticed a void that larger telecom companies neglect small businesses. Today, SCC provides voice and data, security, software, and infrastructure to clients of any size, with customized solutions tailored to their specific business needs.

Wolfe's vision was and still is the same, regardless of the client's size, they are treated the same and more importantly, get a custom solution tailored specifically to their industry's priorities. As a result, Wolfe has devoted his career to helping businesses; including not-for-profits, where he continuously donates time, money, and resources, or to helping CIOs with multi-million-dollar budgets control costs while improving technology. Smart Choice is now one of the largest national Hosted PBX business/SIP Providers, having won numerous awards.

An innovator with deep experience in the telecom industry, Wolfe's responsible for leading various strategic initiatives designed to increase the profitability of the organization.

These initiatives conceived and implemented by Wolfe have established SCC as a reputable, recognized, and outstanding company within the telecommunications industry. Wolfe is responsible for the day-to-day leadership and general management of the company. His responsibilities include developing the company's growth and productivity initiatives, forming new business and industrial partnerships, overseeing global affairs, while enhancing SCC's local presence. SCC is the one of the world's largest telecommunications company and top service provider in the nation.

Throughout his tenure with SCC, Wolfe has held a wide range of roles in the areas of marketing, new business development, product development, and product management. In this role, Wolfe has helped establish SCC as a global, award-winning Cloud Solutions Provider. Under his management, SCC has consistently achieved increased revenue, profitability, client and associate growth.

Wolfe received his B.A. degree from Baruch University and currently resides in Manhattan.

Basil Stepanov, Chief Technology Officer

As Smart Choice Communication's (SCC) Chief Technology Officer, Basil Stepanov is responsible for advancing SCC's technology mission and strategic plan. He is responsible for leading SCC's team of engineers and technicians to develop and maintain product lines and communication services. Basil's contributions include the development of key, global collaboration technologies. He also serves as a technical advisor and spokesperson for the organization. Earning his B.A. in Economics, with emphasis in Computer Science at the University of California, Santa Cruz in 2003, Basil was motivated to start immediately in the field of telecommunications.

Starting in 2003, during SCC's first few years of infancy, Basil would ultimately fulfill the roll of CTO. Basil has spent the past two decades in technology-focused roles at SCC and their sister companies. In 2011, he took on an additional role at one of SCC's sister companies as the Director of Innovation at PhastCloud.com, a business looking to change the way individuals and groups communicate with each other. Working with the wonderful engineering team at SCC, they have developed the award winning Smart PBX, Communications Solutions Product of the Year 2016, Smart Chat ++, Smart Tile, Smart Powered Lit Buildings, Smart Security, among many other technological breakthrough products that advance a full range of infrastructure design, internet solutions, and hosted voice service.

In 2012, Basil spearheaded the construction of the cutting-edge Missouri offices and network operations center. As SCC grew, he composed an R&D team, back office technical support, and project managers to oversee operations at the second location. His vision is to create the next generation of enterprise communication features that allow businesses to communicate more efficiently.

Basil has devoted his career to help corporations that seek powerful communication tools, giving them the ability to utilize customizable communication solutions with their coworkers and clients. Along with the company's award-winning PBX services, Basil's exceptional track record of technical improvement is based on his belief in commitment, quality, and diligence.

Richard Aguinaldo, Chief Financial Officer

As Smart Choice Communications' Chief Financial Officer, Richard Aguinaldo is responsible for leading all accounting and finance operations, as well as working with our CEO to establish the strategic direction of the company. He has over 20 years of experience working in growth technology companies backed by venture capital and private equity firms. Twelve of those years were specifically in telecom and hosted communications companies. Aguinaldo was VP of Finance for M5 Networks, a leader and pioneer in the Unified Communications-as-a-Service (UCaaS) field. He was able to watch M5 Networks grow exponentially before they were sold to publicly traded ShoreTel, who in turn was sold to Mitel based on the M5 service and technology standards.

Mr. Aguinaldo began his career in IT consulting with RCG Global Services before his various positions in finance. Prior to joining Smart Choice, Aguinaldo served as CFO for other high-growth software technology companies. These included Launchmetrics, a software provider for the fashion industry, TrialScope, an SaaS provider for clinical trials performed by pharmaceutical firms such as J&J, Merck, and Pfizer, and Activu, a managed-service provider for command and control centers used by the FBI, Department of Homeland Security, and other divisions. He also served as Controller for the phone service provider, MetTel. Aguinaldo holds a B.S. degree in finance and economics from Union College in Schenectady, New York. He resides in Union, New Jersey with his wife and two (2) daughters.

Elisa Caro: Director of Sales

As the Director of Sales at Smart Choice Communication (SCC), Elisa Caro supplies end-to-end, customizable telecom solutions to firms throughout the country and worldwide, continuously committed to keeping clients connected in an IP world. Starting her journey in 2009, Caro takes pride in her role at SCC because it affords her the great honor of working conjointly with clients. It has been her pleasure to work alongside with hundreds of companies to not only offer the best value and quality of service, but to also help create the perfect communications environment. Caro is keen on listening to company clients, discussing their current and future telecommunication needs. She values the customizable aspects of voice and data solutions, tailored for specific industries, neglecting a 'take it or leave it' approach. Her approach and mindset in believing there is no one-size fits all, is crucial to SCC's strategy and success.

Caro is responsible for the business, industry, and marketing strategy at SCC. She is also responsible for expanding brand awareness and allegiance to potential clients. Caro has extensive knowledge in business and industry strategy including: construction and infrastructure, sales strategy, and business development. She has successfully partnered with businesses to transform brands, launch new products, and improve B2B communications in the marketplace. Caro's responsibility of the development of the sales associates is unmatched. Leading the sales forces and their initiatives, under Caro's guidance, SCC's sales team has propelled the company through remarkable advancements and has achieved major fiscal milestones. She is the driving force in company efforts to market a unique suite of services that aid businesses with vital communications technologies in a competitive industry.

Prior to joining SCC in 2009, Caro began working in Real Estate, preparing her for a fast-paced and high-energy role. She received a B.A. in Marketing and Psychology from Hofstra University and was a member of the Sigma Sigma Sigma national honor society. Caro was born and raised in Honolulu, Hawaii and graduated from Punahou School, a college preparatory school. She lives in Manhattan and enjoys travelling, working out, and exploring all of the wonderful experiences that NYC has to offer!

Scott Talley: Director of Network Services

As Director of Network Services, Scott Talley is responsible for the overall strategy, design, engineering and operations of Smart Choice Communication's (SCC) global networks, as well as the quality, speed and efficiency in serving a variety of business industries. Talley's responsibilities also include leading field operations and technical support teams in addition to global tech support centers; in charge of planning, engineering, building and operating SCC's industry-leading voice and data networks.

Talley is a delivery-focused technology professional with over 15 years of experience working network consulting and corporate positions that leverage his project management experience. He is also involved in overseeing application development and delivery of SCC's brand management, service management, and website integration functions. Talley leads a team focused on the programmatic delivery of mobile and cloud technology around the globe. Talley currently resides in Missouri with his two children.

Ken Estes: Director of Implementation

Ken Estes is the Director of Implementation at Smart Choice Communications (SCC), where he leads global operations, engineering, product, and user experience. Ken is a critical component in SCC's product and services strategies which include strong and durable communication and collaboration solutions.

Ken is also responsible for external communications and relations strategy, as well as execution and implementation across the corporation, both domestic and international. Ken is keen on a high quality, unsurpassed user experience, ensuring SCC's reputation as a leading telecommunications product and services provider. He helped pioneer the company's cloud and data center, security services, connected solutions, and collaboration and consulting programs.

Before joining SCC in 2012, Ken served as Project Team Lead at Campbell Electric Construction, which is where he learned leadership, customer experience, and on-time project delivery skills. Ken graduated from the University of Missouri with a B.S. in Computer Engineering and Computer Science. He currently resides in Springfield, MO with his wife Melissa.

Aaron Pierce: General Counsel

Aaron Pierce represents clients in connection with a wide range of corporate, financing and entrepreneurial transactions. Pierce advises clients on issues in connection with company formation, general contract matters, corporate governance, employment matters, applications for tax-exempt status, private offerings, and compliance with securities regulations. Pierce also represents dozens of clients in the hospitality industry, including bars, clubs, restaurants and hotels, and is highly experienced in State Liquor Authority application and compliance issues and actions.

Pierce routinely prepares and negotiates intellectual property agreements, including license, coexistence and website agreements. He is also experienced in intellectual property litigation, including matters connected with trademarks, copyrights, right of publicity and anti-counterfeiting. In addition to Pierce's corporate transactional practice, he also regularly represents clients in a wide variety of commercial litigations in both state and federal court. Pierce was selected for inclusion in New York Super Lawyers – Rising Stars Edition, Thomson Reuters, 2015-2017, and was also included in New York Super Lawyers, Thomson Reuters, for 2015-2017. Pierce regularly teaches Entrepreneurial Law seminars and classes and is a faculty member at the National Academy of Continuing Legal Education, The Marino Institute of Continuing Legal Education, and Parsons School of Design.

Pierce has been intrinsically involved in the entertainment industry in New York City for 20 years and represents some of the largest venues and concert promoters in the country. He provides counsel throughout many segments of the entertainment industry, including film, music, theater, and publishing and serves as general counsel to several NYC-based artist management companies. Pierce provides consulting services to up-and-coming artists, artist managers, independent labels, film producers, and art curators.

Pierce holds a B.A. from State University of New York at Buffalo, Magna cum Laude and a received J.D. from Fordham Law School. His professional associations and memberships include the New York State Bar Association, New York County Bar Association, New York City Bar Association, American Bar Association, and New York Chamber of Commerce. Pierce's bar admissions consist of New York State, New Jersey, District of Columbia, United States District Court, Southern District of New York, and United States District Court, Eastern District of New York.

Exhibit C

Financial Statements

CONFIDENTIAL - FILED WITH CLAIM OF CONFIDENTIALITY

SMART CHOICE COMMUNICATIONS, LLC.

CERTIFYING OFFICER LETTER

COMPANY FINANCIALS

UNDER SEAL



August 26, 2019

Ms. Carlotta Stauffer, Commission Clerk

Florida Public Service Commission
2540 Shumard Oak Boulevard

Gerald Gunter Building

Tallahassee FL 32399

Dear Ms. Stauffer,

This letter is to provide you with verification that to the best of my knowledge the financial information included with this submission are true and correct. As certifying officer of the company, I can attest to this fact.

The financial information provided with this submission should be filed under seal and is marked as confidential. The financial information provided to the Commission should only and solely be used for internal Commission use and is being filed under seal in order to not be disclosed to the general public.

Should you have any questions regarding the enclosed financial information please feel free to me.

Very Truly Yours,

Jarrett Wolfe

CEO & President