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June 4, 2020

VIA OVERNIGHT DELIVERY

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

REDACTED

RECEIVED-FPSC
2020 JUN -5 PM 12:44
COMMISSION
CLERK

Re: Light Source Communications, LLC

To Whom It May Concern:

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

A check in the amount of \$500.00 payable to the Florida Public Service Commission was submitted to the Commission Clerk on June 3, 2020.

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 call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.
Managing Attorney
Lance J.M. Steinhart, P.C.
Attorneys for Light Source Communications, LLC

Enclosures
cc: Debra Freitas

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

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:

Light Source Communications, LLC

2. The Florida Secretary of State corporate registration number:

M20000004773

3. F.E.I. Number: 47-0973992

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 Steinhart
Title: Legal Counsel
Street Address: 1725 Windward Parkway, Ste. 150
Post Office Box:
City: Alpharetta
State: GA
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: Debra Freitas
Title: CEO
Street Address: 13909 Pennsylvania Road, Ste. C
Post Office Box:
City: Riverview
State: MI
Zip: 48193
Telephone No.: 734-250-8941
Fax No.: 734-288-3534
E-Mail Address: dfreitas@lightsourcecom.net
Company Homepage: www.lightsourcecom.net

(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: Pete Empie
Title: COO
Street Address: 13909 Pennsylvania Road, Ste. C
Post Office Box:
City: Riverview
State: MI
Zip: 48193
Telephone No.: 734-250-8941
Fax No.: 734-288-3534
E-Mail Address: pempie@lightsourcecom.net

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

Street Address: c/o Incorp Services, Inc. 17888 67th Court North
City: Loxahatchee

State: FL
Zip: 33470
Telephone No.: 734-250-8941
Fax No.: 734-288-3534
E-Mail Address: _____

3. List the state(s), and accompanying docket number(s), in which the applicant has:
- (a) **operated** as a telecommunications company. GA (41183, 41184), IA (no docket no.), NE (no docket no.), NC (P1617), OK (2016-0055), TN (18-00124)

(b) **applications pending** to be certificated as a telecommunications company
SC (2020-116-C)

(c) **been certificated** to operate as a telecommunications company
See 3(a), above.

(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: www.lightsourcecom.net

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: Debra Freitas
Title: CEO
Telephone No.: 734-752-0556
E-Mail Address: dfreitas@lightsource.com.net

Signature: _____

Date: _____

5/6/2020

CERTIFICATE TRANSFER

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

Light Source Communications, LLC

Light Source Communications, LLC, (LSC), was founded in 2014 to fulfill the demand for more bandwidth and better access. LSC is designed to build, own and maintain unique long haul dark fiber networks across the United States. As providers are challenged to offer more services the need for new, diverse fiber networks will continue to increase. LSC is committed to being the premier sole-source provider of dark fiber, offering the answer to the strong market demand. Light Source is proud to offer its customers a combined 50 years of telecommunications and project management experience. Light Source Communications is headquartered in Michigan.

Pete A. Empie

Pete has 35 years of telecom experience. Pete cofounded Light Source Communications, to build sell and maintain dark fiber assets. In 2009, as Founder and CEO, of Fiber Network Consultants (FNC) Pete was awarded Project Management of the 100 million dollar, 2300 mile fiber build by Merit Network. The project exceeded expectations by coming in slightly under budget, and on time in 2013. Pete then collaborated with Western Telecommunications, Inc., to manage the network maintenance, locating, and permitting management. In 1999, Pete started Waypoint Telecom. As COO of Waypoint he built a 144 count metro dark fiber ring around Lansing, Michigan. Pete sold out the 144 fibers in 3 1/2 years, establishing IRUs with Government, Enterprise, Telecom Carriers, ISPs, and Nonprofit Organizations. In 2005, he expanded Waypoint to light a 600 mile DWDM long haul fiber route in Michigan. He established several metro rings within the State, connected the Michigan network to Chicago, and expanded to light a 1200 mile fiber ring from Chicago to St. Louis.

Pete is an Army veteran, where he worked and trained in the US Signal Corp. After serving his country Pete hired on with MCI as an engineer. From there he went to Brooks Fiber Inc., serving as 3rd level Tech Support specializing in Switching, covering 44 cities throughout the US. Following Brooks Fiber, Pete worked with TCI as a Regional Engineer, designing, and constructing private carriage fiber networks. Following that Pete established a telephony division with in International Cable and Telephone with 400% year over year growth for 3 years, specializing in fiber based Wide Area Networks.

Debra J. Freitas

Debra is a co-founder of Light Source Communications, LLC. Over the past few years she has managed a 2,300 mile fiber network including multiple IRU customers. She is an expert in operating and maintaining long haul fiber. Debra developed the vendor management protocols as well as managed the maintenance and access of the network from contract to implementation. She procured materials, worked on the negotiation of maintenance and construction agreements, and acted as the liaison between customers and fiber owners. Debra brings 12 years of project management experience working on various projects from industrial installations for General Motors Co., and DiamlerChrysler, to Rights and Royalties for academic publications, and she also owned a Professional Services Consulting company. Debra is an excellent communicator, and she brings high level sales and marketing strategies to LSC. She graduated from the University of Michigan.

Contact

pempie@lightsourcecom.net or dfreitas@lightsourcecom.net

517.420.1600

734.752.0556

ATTACHMENT B – FINANCIAL INFORMATION

FILED CONFIDENTIALLY

11:50 AM
03/26/20
Accrual Basis

Light Source Communications LLC
Balance Sheet
As of December 31, 2018

Dec 31, 18

ASSETS

Current Assets
Checking/Savings
Checking

Total Checking/Savings

Total Current Assets

Fixed Assets
Google Infrastructure
A/D Google Infrastructure
754 INFRASTRUCTURE
A/D 754 INFRASTRUCTURE
Furniture and Equipment
A/D Furniture & Equipment
Organization Costs
Accumulated Amortization

Total Fixed Assets

TOTAL ASSETS

LIABILITIES & EQUITY

Liabilities
Current Liabilities
Accounts Payable
Accounts Payable - AmEx

Total Accounts Payable

Other Current Liabilities
Deferred Lease Income
Deferred Maintenance Income

Total Other Current Liabilities

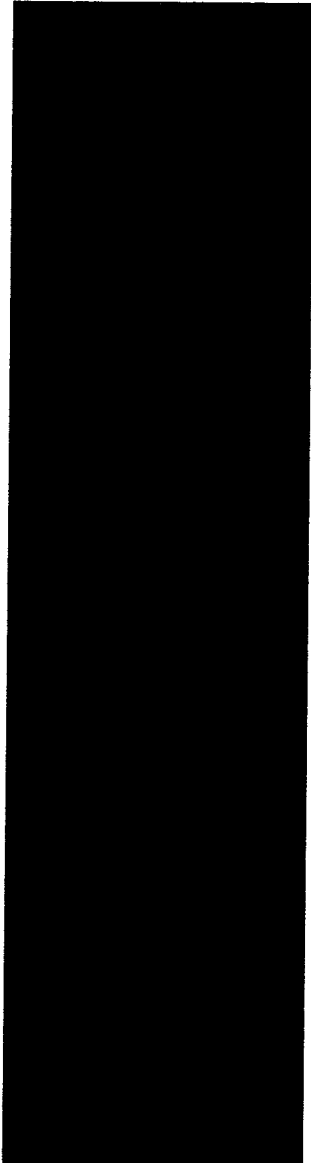
Total Current Liabilities

Total Liabilities

Equity
Member Contrib (Distrib) - SLS
Member Contrib (Distrib) - MF
Member Contrib (Distrib) - RF
Member Contrib (Distrib) - DF
Member Contrib (Distrib) - PE
Retained Earnings
Net Income

Total Equity

TOTAL LIABILITIES & EQUITY



Attachment B - Financial Information

Redacted

Light Source Communications, LLC
Statement of Assets, Liabilities and Equity - Tax Basis
December 31, 2017 and 2016

	<u>2017</u>	<u>2016</u>
ASSETS		
Current Assets		
Cash and equivalents		
Accounts receivables - trade		
Accounts receivables - Member loans		
Construction in progress		
Total current assets		
Google Infrastructure, net of accumulated depreciation		
Furnishings & equipment, net of accumulated depreciation		
Organizational costs, net of accumulated amortization		
Total Assets		
LIABILITIES AND MEMBERS' EQUITY		
Current Liabilities		
Accounts payable - Credit		
Loan Payable - Merlin		
Loan Payable - Ballenger		
Loan Payable - Fikes/Forsteat		
Deferred Maintenance Income		
Deferred Lease Income		
Total current liabilities		
Long-term Liabilities		
Deferred Lease income, net of current portion		
Members' equity		
Total Liabilities and Members' Equity		

See Accountant's Compilation Report.