



Phillips Lytle LLP

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August 25, 2021

Via FedEx

Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak, Blvd.
Tallahassee, Florida 32399-0850
Attn: Adam Teitzman

Re: Wire 3 LLC, Application for Original Authority to Provide Telecommunications Service in the State of Florida

Dear Mr. Teitzman:

We represent Wire 3 LLC ("**Wire 3**" or "**Applicant**") with respect to the above referenced matter. Wire 3 is a consumer brand focused on delivering high bandwidth data services to households using fiber optic technology. Wire 3's goal is to combine great internet and great customer service by offering a fiber optic internet product that ensures high throughput and functionality, leading to high customer satisfaction.

Pursuant to Fl. Stat. Ann. § 364.33, a company must obtain a certificate of authority ("**Certificate**") from the Florida Public Service Commission ("**Commission**") before it may provide telecommunications services to the public. Accordingly, on behalf of Wire 3, and as set forth more fully below, we submit this letter of intent and supporting documentation to the Commission for a Certificate in accordance with Fl. Stat. Ann. § 364.335 ("**Application**"). Enclosed you will find a check for the requisite filing fee in the amount of \$500.00, along with the following exhibits attached hereto and made part hereof:

- COM **Exhibit A:** Form PSC 1020 (4/18)
- AFD **Exhibit B:** Resumes of Officers/Employees of Wire 3
- APA **Exhibit C:** Pro Forma Data
- ECO
- ENG
- GCL
- IDM** *I copy of Application packet*
- CLK

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RECEIVED-FPSC
COMMISSION CLERK

KAITLIN N. VIGARS
DIRECT 518 618 1221 KVIGARS@PHILLIPSLYTTLE.COM

ATTORNEYS AT LAW



Certificate Review Process and Requirements

As noted above, a Certificate is required to provide telecommunications service to the public in Florida. Fl. Stat. Ann. § 364.33. In order to obtain a Certificate, an applicant must provide certain information to the Commission and demonstrate its managerial, technical, and financial ability to provide telecommunications service. Fl. Stat. Ann. § 364.335. For your reference, each of the requirements for an application for a Certificate are listed below and the Applicant's response thereto is included in italics.

- 1. The Applicant's official name and, if different, any name under which the applicant will do business.**

APPLICANT'S RESPONSE: *See Exhibit A.*

- 2. The street address of the principal place of business of the applicant.**

APPLICANT'S RESPONSE: *See Exhibit A.*

- 3. The federal employer identification number of the Department of State's document number.**

APPLICANT'S RESPONSE: *See Exhibit A.*

- 4. The name, address and telephone number of an officer, partner, owner, member, or manager, as well as a contact person for the applicant to whom questions or concerns may be addressed.**

APPLICANT'S RESPONSE: *See Exhibit A.*

- 5. Information demonstrating the applicant's managerial, technical, and financial ability to provide telecommunications service, including an attestation to the accuracy of the information provided.**

APPLICANT'S RESPONSE: *Resumes for Wire 3's officers and managerial staff is included herewith as Exhibit B. As demonstrated by these resumes, the Wire 3 team has a wealth of managerial and technical expertise. See Exhibit B. Although, Wire 3 itself is a new venture, its*



officers and employees have significant experience in the telecommunications field and a demonstrated track record of success. Specifically, CEO Jai Ramachandran has more than 15 years of experience in the telecommunications industry, including experience with both operations and finance, as well as 7 years of prior CEO experience. See Exhibit B. As CEO of a wealth management platform, Mr. Ramachandran led the company to a period of significant growth, reversing a trend of shrinking assets and tripling the assets under management by the platform over a 6 year period. See Exhibit B. CFO Jeff Morse is likewise well-suited for his role, bringing to Wire 3 significant finance experience, including 13 years of post-MBA experience working in investment and commercial banking. See Exhibit B. The Wire 3 team also includes Troy Mason in the role of Vice President of Operations. Mr. Mason has more than 30 years' experience in the telecommunications industry, including 20 years' experience building fiber optic networks throughout the United States. Mr. Mason has previously held supervisory and leadership roles at various telecommunications companies and has prior experience managing teams responsible for network design, engineering, and operations. See Exhibit B. The Wire 3 team also includes Victor Cypher, as Vice President of Customer Experience, overseeing Wire 3's specific focus on customer satisfaction. Mr. Cypher has prior experience deploying telecommunications infrastructure in the lodging and institutional sector, as well as the commercial and multiple dwelling unit markets. See Exhibit B. Mr. Cypher also has experience with employee training and project management. See Exhibit B. Accordingly, based on the wealth of experience of its team and their proven track record of success in prior roles, we respectfully submit that Wire 3 has the managerial and technical ability to provide telecommunications services to consumers in Florida.

In terms of financial capability, Wire 3 recently raised the initial capital necessary to fund its operations and build out its infrastructure. See Exhibit C. Additionally, as shown in its pro forma data attached hereto as Exhibit C, Wire 3 anticipates that it will double its profit margin over the first five years of operation. See Exhibit C. Wire 3 also anticipates that it will achieve a positive EBITDA in its third year of operation and between operational years three and five increase its EBITDA by roughly 700%. See Exhibit C. Accordingly, based on investments into Wire 3 and its projected financials, we respectfully submit that Wire 3 has the financial ability to provide telecommunications services to consumers in Florida.



August 25, 2021

Conclusion

Wire 3 is a new telecommunications service provider focused on offering outstanding high bandwidth data services via fiber optic technology and unparalleled customer service. As discussed herein, Wire 3 has submitted each of the materials required to obtain a Certificate from the Commission. Based on these materials and as noted above, Wire 3 has demonstrated that it has the managerial, technical, and financial expertise required to provide telecommunications services to consumer in Florida. Accordingly, pursuant to Fl. Stat. Ann. § 364.335, we respectfully request that the Commission issue a Certificate to Wire 3.

Thank you for your consideration in this matter. If you have any questions regarding this Application, please contact me directly.

Very truly yours,

Phillips Lytle LLP

By 

Kaitlin N. Vigars

KNV

EXHIBIT A

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 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:

Wire 3 LLC

2. The Florida Secretary of State corporate registration number:

M21000009743

3. F.E.I. Number: 86-1747953

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: |
| <input type="checkbox"/> 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: _____

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

(a) This application:

Name: Kaitlin N. Vigars, Esq.
Title: Associate, Phillips Lytle LLP
Street Address: 30 S. Pearl Street
Post Office Box:
City: Albany
State: New York
Zip: 12207
Telephone No.: (518) 618-1221
Fax No.:
E-Mail Address: kvigars@phillipslytle.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: Jai Ramachandran
Title: Chief Executive Officer, Wire 3 LLC
Street Address: 2587 Lehigh Station Road
Post Office Box:
City: Pittsford
State: New York
Zip: 14534
Telephone No.: (917)232-5040
Fax No.:
E-Mail Address: jai@wire3.com
Company Homepage:

(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:
Title:
Street Address:
Post Office Box:
City:
State:
Zip:
Telephone No.:
Fax No.:
E-Mail Address:

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

Street address: 2587 Lehigh Station Road
City: Pittsford
State: New York
Zip: 14534
Telephone No.: (917)232-5040
Fax No.:
E-Mail Address:

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.

(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.

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.

(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.

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: To be provided when website is developed.

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:	Jai Ramachandran
Title:	Chief Executive Officer
Telephone No.:	(917)232-5040
E-Mail Address:	jai@wire3.com

Signature:  Date: 8-17-2021

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: _____

EXHIBIT B

Jai S. Ramachandran

2587 Lehigh Station Rd, Pittsford, NY 14534 • 917-232-5040 • jai@brightonsecurities.com

PROFESSIONAL EXPERIENCE

Brighton Securities Holdings, Inc. Rochester, NY

2014 – Present

Chief Executive Officer

- Grew wealth management platform from \$700 million in Assets Under Management to nearly \$2.0 billion in 6 years, after the company had experienced back to back years of shrinking assets
- Led Brighton Securities' corporate development efforts, actively searched for and negotiated dozens of M&A opportunities, and executing on deals that have grown assets under management by nearly \$650 million
- Doubled revenue and tripled EBITDA by fueling organic growth, as well as actively pursuing inorganic growth opportunities
- Converted business from a primarily transactional business to a recurring revenue model that focuses on our clients' best interest utilizing a fee based operating model
- Created a platform poised to execute on transformational and tuck-in acquisitions
- Founding member of Brighton Securities' Investment Banking practice, a vertically integrated service offering that includes buy and sell side M&A advisory, debt and equity private placements of capital, as well as general corporate advisory

Oppenheimer & Co, Inc., New York, NY

2013 – 2014

Director, Investment Banking, Communications and Cloud Services

- Founding member of the Communications and Cloud Services Investment Banking Group focused on originating transactions within the middle-market fixed-line telecommunications, data center and cloud services sectors
- Originated three transactions that generated in excess of \$3 million of aggregate revenue within first year of platform launch
- Personally covered a universe of over 200 sector companies and established institutional relationships with a number of financial sponsors focused on the Communications sector
- Led Group associate and analyst recruiting effort

The Bank Street Group, Stamford, CT

2007 – 2012

Vice President, Investment Banking, Communications Infrastructure and Services

- Integral part of the Communications origination group and deal lead on 20 completed financing and advisory transactions valued in aggregate of over \$1.9 billion
- Coordinated analyst and associate resources as firm Staffing Manager
- Responsible for pitch books, investor presentations (coordinated with client Senior Management), confidential information memoranda, due diligence processes and financial models in a variety of sell-side and buy-side M&A transactions, restructuring advisory assignments, and private debt and equity placements
- Performed valuations of clients as well as buy-side targets using public comparables, transaction comparables, discounted cash flow, leveraged buy-out and AVP analysis

American Fiber Systems, Rochester, NY

2000 – 2006

IT and Operations Manager

- Worked directly with Sr. management as a part of the team that raised upwards of \$50 million in debt and equity at this start-up fiber optic network provider focused on providing fiber optic networking services to tier two and three markets in the US
- Integral part of the due diligence team in both the Operations and IT Departments in the acquisitions of Marietta Fiber Networks and IDACOMM

EDUCATION

Simon Graduate School of Business, University of Rochester, Rochester, NY

2006 – 2008

Masters of Business Administration

Simon Leadership Full Merit Scholarship Recipient

Concentrations: Finance, Accounting

Rochester Institute of Technology, Rochester, NY

2000 – 2003

Bachelor of Science

Information Technology – Concentration in Telecommunications Networking

ADDITIONAL

- **Licenses:** FINRA Series 7, 24, 63, & 65

JEFFREY R. MORSE

585.465.0806 | jeffmorse77@gmail.com | [LinkedIn](#)

SUMMARY

Seasoned corporate banking executive with experience advising C-level executives and financial sponsors on capital raising, mergers and acquisition advisory, and senior-secured lending across various sectors in the middle market.

EXPERIENCE

KeyBank, NA: *Senior Vice President, Middle Market*

October 2017- Present

Senior level corporate banker leading market delivery of bank-wide capabilities including debt capital markets, leveraged & syndicated finance; key intermediary in Rochester for Key's Capital Markets group, driving relationships to our industry vertical coverage & M&A product groups.

Launched financial sponsor coverage efforts developing deep relationships with middle market sponsors and generated recurring deal flow pipeline. Created & own EV, CF, LBO & collateral analysis models to streamline credit delivery and drive leading execution platform to win repeat flow from sponsors.

Designed & executed calling strategy anchored around Key's operational strengths including enterprise value lending, ABL, and preferred industrial vertical coverage teams. Jump-started increase in investment bank calling activity pitching stock buybacks, go-private transactions, and Buy / Sell side M&A ideas to publicly traded & privately held names ranging in enterprise value from \$100M to \$2B.

Drove operating income to run-rate of \$9M in 36 months (from \$1.8M) on ~ \$500M in average assets, led financings in connection with over \$500M in enterprise value; generated \$2M in fee revenue spanning transaction fees, treasury & derivatives fees in FY20. Average Return on Economic Capital of new-to-bank transactions of 33%.

Developed & mentored junior bankers on calling efforts, client & legal negotiation, and credit structuring. Coached underwriters and credit staff on model creation, including DCF/EV/CF/LBO modeling to support leveraged cash flow transactions.

Notable transactions:

Joint Lead Arranger mandate on \$600M credit facility; arranged over \$300M in senior secured financings for private equity sponsor-led buyouts and dividend recapitalizations across several verticals including industrial services and distribution, business services, and food distribution including a Lead Left syndicated transaction; Lead Left mandate & buyside advisory for \$115M leveraged financing in connection with an acquisition in the beverage distribution industry.

Brighton Securities: *Director, Investment Banking*

January 2016- October 2017

Tapped by CEO of \$2B regional RIA / BD to build and lead investment banking platform, providing mergers and acquisition advisory, debt and equity capital raising, and general corporate advisory for middle market mandates. Full ownership of sector coverage and execution including idea generation, offering material preparation, and transaction negotiation; owning relationships at the CEO and Board of Director level. Hired and mentored analysts at pre and post MBA level.

Member of Brighton's internal deal team evaluating acquisition opportunities for the firm's wealth management practice.

Developed \$200M transaction pipeline in first 18 months. Led negotiations across verticals with a focus on Technology & Communications as well as Food & Beverage, representing clients in transactions with HP, HPE, Dell, Inteliquent, GTT, Siemens, GE, Honeywell, Seneca Foods, and North American Breweries.

Bank of America Merrill Lynch: *Vice President, Commercial Banking*

August 2012- January 2016

Built client relationships and business development across Western & Central NY with approx. \$100M portfolio producing north of \$1M in annual incremental fee & NIM revenue. Focused on 'event-driven' financings, including mergers, dividends, recaps, and growth capital. Significant experience within food & beverage, commercial printers & packaging, and professional services.

Drove origination and credit structuring, led key due diligence, negotiated legal documents, and developed long term client relationships. Quarterbacked product team delivery across FX, derivatives, treasury, and credit teams.

RBS Citizens Bank: *Vice President, Commercial Banking*

June 2008- August 2012

Managed client relationships and business development in the Rochester market. Managed several private and public companies (Harris Interactive, Sutherland Global Services, Paychex, DSS).

BlackRock: *Sr Product Specialist, Investment Management*

June 2006 – January 2007

Portfolio specialist on municipal account desk, traded AA and up low and intermediate duration paper across NY, NJ, PA, FL, CA for separately managed accounts with approx. \$1.5B in liquidity.

EDUCATION

Simon Graduate School of Business, University of Rochester

2008

MBA concentration in Finance and Economics

Early Leader Scholarship Recipient

State University of New York, College at Brockport

2006

BS in Finance

Men's Lacrosse, four-year starter

Cass School of Business, City University of London

Fall 2003

Coursework: Econ of Public Policy, Macro Economics, International Economics

OTHER

Licenses:

FINRA Series 79 & 63 (Not current, U5 filed at Keybank. Readily attainable)

Civic / Boards:

Monroe County Industrial Development Corp, Director (Past)

Small Business Council of Rochester, Director (Past)

Seneca Park Zoo, Development Committee

Frequent Habitat for Humanity Leader's Build days

Simon Finance & Investment Club (SFIC) adviser

Monroe Golf Club, Finance Committee

Frequent Speaker at CPA CE events, Monroe County Bar Assoc.

Fun:

Snowboarding, NYS Rieslings, Guitars, begrudging Mets/Jets fan

Troy J. Mason

Employment:

Waveguide Fiber

07/2019-Present

Field Engineering Manager

Duties include designing and tracking all aspects of a large fiber network for a major client. Complete track and update all underground conduit applications in all upstate markets. Recommend network changes and corrections as needed to facilitate the construction of a 300-mile network in upstate New York. Promoted from Field Engineer to Field Engineering Manager in February of 2020. Responsible for the supervision of New York Field Engineers until the Covid-19 outbreak forced staff reductions.

Fibertech Networks,

Lightower Networks, Crown Castle

10/2003-04/2018

The following lists the dates and positions held through several promotions – the current position being held is:

Sr. Network Engineer

11/2016-04/2018

Working in the infrastructure department with the responsibility of designing and issuing a working MOP for the construction additional POPs within the company's fiber footprint. This included gathering information from other engineering departments along with equipment quantities, construction cost, fiber availability and designs, and real-estate information in order to distribute a completed POP entrance design and MOP for the construction of location. Was also tasked with attending all construction meetings held by implementation for my locations to ensure that the work was meeting design specifications.

Network Engineer

04/2016-11/2016

Responsible for design of the wireless network – local and long haul. Overall implementation of network, wireless transport circuit design.

Director of Network Operations Center

10/2005-04/2016

Responsible that the MTTR for lit and dark services is met. Oversee all major service issues. Oversee and approve carrier lit network design elements. Responsible for SLA reporting, all budget numbers and scheduling for 24/7 NOC. Oversee and advise on complicated circuit design. Oversee personnel responsible for maintenance, service, locates and trouble tickets regarding outside plant and lit services. Responsible for the management of 20 Network Analysts, 2 Support Engineers, and 1 Manager.

Manager of Engineering

10/2003-10/2005

Oversaw all lit circuit design and provisioning of core network designs and all installations

Sonet Network Engineer

Responsible for design of the Sonet network – local and long haul. Overall implementation of network, BPON circuit design. Extensive knowledge of Turin, Entrisphere/Erickson programming and design

Installer

Installation of lit service on BPON and Sonet platform. Installation of core POP equipment. Installation at customer site of lit services using BPON and Sonet

Underground Crew

Performed aspects of the underground construction. Including direct boring, conduit installation, manhole installation and rodding & roping.

HMP Employee Leasing Inc

09/2002-10/2003

Credit Card Division – Manager

Responsible for the development of the credit card division. In charge of hiring sales/telemarketers and overseeing all applications and equipment paperwork. Ensured timely installation of customer activations of their credit card terminals

Fibertech Networks

11/1999-09/2002

Project Manager

Responsible for design and installation of fiber plant using several aerial and underground contract firms during installation of 76 mile network in Albany, NY and 112 mile network in Providence, RI. Worked with several municipalities to resolve issues regarding applications, billing and make-ready.

Frontier

07/1998-11/1999

Operations Manager

Oversaw all service activities for the interconnect division. Responsible for supervising the dispatchers and on-call personnel. Consulted on budget numbers for the department. Supervised 25 technicians over 3 markets ensuring timely response to customer service issues

Executone

06/1987-07/1998

Cable Installer, Service Tech, Installation Mgr, Installation/Service/ Mac Manager

Hired as a cable installer and through promotions over my tenure became the Operations Manager for the Operations Department – responsible for overseeing the day to day actions of the personnel for service calls, adds/moves/changes and new installations

7688 County Road 41, Victor, NY 14564•312.972.9780•vcypher@cyphercommunications.net

Victor J. Cypher, Jr.

PROFESSIONAL EXPERIENCE

2010-Present **Cypher Communications** **Chicago, IL/Pittsford, NY**
Owner/President

- Provided information technology consulting, design and installation for the Lodging & Institution, Commercial and Multiple Dwelling Unit markets
- Member of the DIRECTV development team responsible the development of fiber infrastructure and equipment for the MDU market
- Structured cabling services included Copper, Fiber and Category Cable design and installation
- Developed and implemented the installation of structured cabling and equipment in over 300 projects nationwide
- Major Clients include Comcast, Mastec, Roomlinx, SONIFI, Commercial Satellite Systems, Wi3 and DirectPlus.

2005-2010 **EVtek, LLC** **Chicago, IL**

Owner/President

- Owner/operator of a low voltage integration company. Responsible for all aspects of company operations including, but not limited to employee training, project management, IT implementation, software development and integration.
- Responsible for the implementation, planning and successful completion of over 100 residential, commercial and multi-family projects.
- Commercial Clients include Access Media 3, Trapani Construction, Texas de Brazil Restaurants, RSC & Associates, Icon Projects, LLC, McShane Construction.

1999-2009 **Recon Development, Ltd.** **Chicago, IL**

Owner/President

- Owner of a real estate development and consulting firm. Responsible for all aspects of company operations including, but not limited to project development, project management, zoning, construction administration, building design, budget development and municipality relations.
- Responsible for the development and completion of over 800,000 square feet of commercial and multi-family residential development
- Major projects and clients include the Sheridan Grande, Back of the Yards Neighborhood Council, City of North Chicago

1995-1999 **Walken-Tinsley Interests, Inc.** **Chicago, IL**

Partner/Executive Vice President

- Executive Vice President/Partner for Walken-Tinsley Interests, Inc. Responsible for overseeing all aspects of day-to-day operations for pre-development and construction phases of multiple assisted living residences.
- Responsibilities included business development and marketing, project administration, project manager oversight, zoning implementation, facility design, site location, client relations and employee management.
- Developed and delivered over 100 (2,000,000 square feet) assisted living facilities for Assisted Living Concepts, Senior Lifestyles and Karrington Communities at a rate of 2-3 buildings per month.

1990-1995

RE/MAX Commercial Real Estate

Pittsford, NY

Partner/Broker

- Real Estate Commercial Broker Responsible for the creation of Westover Business Park.
- Responsible for over 500,000 square feet of industrial and commercial buildings.
- Major projects included Blue Cross Blue Shield of Rochester, NY Headquarters; Unisource Distribution Facility; Caldwell Manufacturing Facility; Burger King; Hooters of New York and Superior Technology Manufacturing Facility.

1985-1989

Hospitality Investments, Inc.

Philadelphia, PA

Media Director

- Media Director for Hospitality Investments, Inc. Responsible for design and implementation of all audio, video and lighting systems for several restaurants and night clubs in Philadelphia and New Jersey.

Education and Certifications

B.A. degree in Communications from the University of Villanova 1985

CEDIA Certified Instructor

SBCA MFH-2 Certified

EXHIBIT C

Financial Projections



	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	201,226	3,473,874	12,659,795	25,890,541	39,521,575
<i>Revenue Growth %</i>		1626.4%	264.4%	104.5%	52.6%
Cost of Sales	132,389	1,627,372	4,790,292	8,550,012	11,958,947
Gross Profit	68,837	1,846,502	7,869,503	17,340,530	27,562,628
<i>Gross Margin %</i>	34%	53%	62%	67%	70%
Operating Expenses	1,460,791	2,897,924	4,075,226	4,652,078	4,948,431
EBITDA	(1,391,954)	(1,051,422)	3,794,277	12,688,452	22,614,197
	-692%	-30%	30%	49%	57%