



April 12, 2022

Florida Public Service Commission
Office of the Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

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

Initials of person who forwarded check:

JS

SUBJECT: Gigapower, LLC - CLEC Application

REDACTED

Dear Florida Commission:

Enclosed for filing is the Application of Gigapower, LLC for a Certificate of Authority to provide telecommunications services in Florida. The application contains certain confidential information which has been redacted. An unredacted copy containing the confidential information is submitted separately with this application. Also enclosed is a cashiers check in the amount \$500.00 for the application fee.

If have any questions, please do not hesitate to contact me with inquiries.

Sincerely,

Liane Rulifson
(425) 533-3638
Liane.Rulifson@gigapower.com

RECEIVED-FPSC
2022 MAY 11 PM 2:57
COMMISSION
CLERK

COM _____
AFD _____
APA _____
ECO _____
ENG _____
GCL _____
IDM 1 Copy of Application Packet
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 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:

**Gigapower, LLC, formerly known as Infrastructure Endeavors, LLC
(See Attachment A)**

2. The Florida Secretary of State corporate registration number: **M22000002678**

3. F.E.I. Number: **88-0822930**

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 checked="" type="checkbox"/> 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.

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: Liane Rulifson
Title: Assistant Vice President
Street Address: 7277 164th Ave NE
Post Office Box: _____
City: Redmond
State: WA
Zip: 98052
Telephone No.: (425) 533-3638
Fax No.: _____
E-Mail Address: Liane.Rulifson@gigapower.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: Amy Wheelus
Title: CTIO - Gigapower
Street Address: 208 S. Akard St
Post Office Box: _____
City: Dallas
State: TX
Zip: 75202
Telephone No.: (404) 229-8468
Fax No.: _____
E-Mail Address: Amy.Wheelus@gigapower.com
Company Homepage: www.gigapower.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: Amy Bruns
Title: CFO - Gigapower
Street Address: 208 S. Akard St
Post Office Box: _____
City: Dallas
State: TX
Zip: 75202
Telephone No.: (469) 387-0821
Fax No.: _____
E-Mail Address: Amy.Bruns@gigapower.com

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

Street address: 208 S. Akard St
City: Dallas
State: TX
Zip: 75202
Telephone No.: (404) 229-8468
Fax No.: _____
E-Mail Address: Amy.Wheelus@gigapower.com

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

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

Gigapower is a startup entity and does not currently hold any certifications in any state nor has it operated as a telecommunications service provider in any state.

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

Gigapower anticipates filing similar applications in additional states.

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

Gigapower has not held a certification to provide telecommunications services in the state of Florida or any other state at this time.

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

Gigapower has never been denied the authority to operate as a telecommunications company.

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

Gigapower has never incurred any regulatory penalties for violations of telecommunications statutes.

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

Gigapower has not been involved in any civil court proceedings alone or 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

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.

[Please refer to the biographies enclosed with this application. \(Attachment A\)](#)

- (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.

[Please refer to the biographies enclosed with this application. \(Attachment A\)](#)

- (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.

Because Gigapower LLC is a newly created startup entity, it does not have existing audited financial statements. In lieu of audited statements, Gigapower submits a confidential forecasted proforma financial statement.

Please see Attachment B for redacted version of the proforma. The unredacted version of the proforma will be sent under separate cover.

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:

Available upon request at our corporate office:
208 S Akard St
Dallas TX 75202

Please note that Gigapower is in the initial stages of starting up and does not have pricing available at this time.

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: Amy E. Wheelus
Title: CTIO
Telephone No.: (404) 229-8468
E-Mail Address: Amy.Wheelus@gigapower.com

Signature:  Date: 4/11/2022

ATTACHMENT A



AMY E. WHEELUS

Chief Technology and Information Officer
Gigapower, LLC.

STRATEGIC TECHNOLOGY EXECUTIVE
Aligned Technical & Business Leadership

TECHNOLOGY TRANSFORMATION
Large-Scale Network Business Operations
Evolving Market Dynamics – Customer Needs
Prioritized Solutions – Value Creation – Adoption Speed

In her career at AT&T, Amy has done everything from building buildings to launching new businesses

NEXTGEN TECHNOLOGY

Cloud/Edge Computing – Machine Learning/AI – Software Defined Networking
Wireless & IoT Networking – 5G – Digital Transformation – Agile SDLC – DevOps

AMY WHEELUS is a natural leader who thrives on the challenges of using technology to enable organizations and people to accomplish extraordinary feats. She starts with the “end in mind” and makes timely decisions from a mix of carefully analyzed facts and an intuitive sense of the bigger picture. Amy thinks strategically while delivering operational results. She takes hold of a situation, forges quick personal connections, and speaks with conviction. People listen and follow her as she conveys authenticity and inspires loyalty. Amy believes in the meritocracy of ideas brought forth from a diverse group of people.

Amy was recently named Chief Technology and Information Officer for Gigapower, LLC., a wholesale fiber based broadband infrastructure service provider. She is responsible for the technology and network strategy for Gigapower. She leads a team of engineers, architects, and technologists reporting to the CEO and is responsible for end-to-end delivery of technology and network.

Previously she served as VP of Architecture & Strategic Technology Planning for the Consumer business unit of AT&T serving 370 million consumers after serving as the VP of Broadband & Video Systems, a product CIO equivalent role. In these roles, she drove the technology transformation of AT&T’s Consumer Technology Platform by radically simplifying and modernizing the software systems and operating model. Amy also served as VP, Network Cloud and led the team that delivered the Network Cloud that hosted AT&T’s 5G Packet Core and the world’s first standards-based Mobile 5G Millimeter Wave Call. Prior to the Network Cloud initiative, as AVP of Domain 2.0 Technology Realization, she orchestrated the AT&T network transformation that launched the telecommunications industry shift to virtualized network functions and software defined networking. Earlier, Amy rose through the ranks of AT&T Labs and Network Operations with responsibilities including program management, transport planning, and building engineering.

Amy received an MBA from Emory University and a Bachelor of Industrial Engineering from the Georgia Institute of Technology. She serves on the ISYE Advisory Board at Georgia Institute of Technology and on the Advisory Board of the AT&T Center for Virtualization at Southern Methodist University. She is the Board Chair of Tech Titans, a forum that connects the regional technology community of North Texas. Amy serves on the Advisory Board of Advocates for Women in Technology and is an active STEM mentor. Amy graduated from the KPMG Executive Leadership Institute for Women and is a member of AT&T’s Executive Women’s Leadership Program. In 2021, she was recognized by the *Dallas Business Journal* as one of the top Women in Technology in North Texas. She was previously recognized in 2019 as a “Rising Star in Telecom” by *FierceTelecom*, an industry publication.



AMY BRUNS

Chief Financial Officer
Gigapower, LLC.

STRATEGIC FINANCIAL EXECUTIVE
Cross-Functional Finance Leadership

CROSS-FUNCTIONAL FINANCIAL LEADERSHIP
Large-Scale Network Capital Planning
Future-Proofing Financial Methodologies
Corporate Valuation – Responsive Results

In her career, Amy has moved between Finance and Business teams, providing unique financial perspective.

BUSINESS ACUMEN

Finance – Accounting – Audit – Financial Reporting
Marketing – Corporate Strategy – Pricing – Capital Planning

AMY BRUNS is a savvy leader with deep experience in accounting and finance from multiple perspectives. She is able to translate financial concepts to business leaders and business concepts to financial leaders. Her experience working across and within multiple areas of large corporations has afforded her a broad viewpoint and perspective which she leverages to make complex and critical financial decisions.

At Gigapower, Amy flexes her numerous skills across her responsibilities in financial planning and reporting, development and management of budgets, pricing assessments, and corporate strategy. She leverages her extensive experience in telecommunications network planning and construction business units to ensure Gigapower achieves the best possible contract pricing and finance terms, positively impacting Gigapower's bottom line.

In addition to her corporate responsibilities, Amy also has extensive treasurer and executive board experience as a volunteer for several 501 3c entities. Some of her external responsibilities have included Treasurer for Komen Race for the Cure (2007 and 2008), Treasurer and Board Member for HPISD Armstrong PTA (2010-2011), National Charity League (2017-2019), and Youth Men's Service League (2016-2018).

Amy holds a Masters of Business Administration from the University of the Incarnate Word and a Bachelor of Science in business administration and accounting from the University of South Dakota. She is a CPA in the state of Texas.



LIANE RULIFSON

Assistant Vice President, Program Management
Gigapower, LLC.

INITIATIVE EXECUTION LEADER
Cross-Functional Program Leadership

PRODUCT AND IMPLEMENTATION SPECIALIST
Large-Scale Network Implementations
Telecom Innovations
Product Solutioning

Liane has a variety of business experience that spans technology, program management, and product.

PRODUCT AND PROGRAM LEADER
Product Realization – Program Management – Operations

LIANE RULIFSON is a senior leader responsible for end-to-end service management, program execution and market launch for our wholesale fiber build. Orchestrating cross-functional execution (agile and waterfall) across service applications, network and IT systems for best in class go to market experience.

Previously, Liane led AT&T's West region (1200 stores, 5K employees) marketing and operations team delivering \$19B in wireless and entertainment revenue with over 2% growth in wireless service revenue in 2020. She Managed cross-channel performance for company owned, authorized dealer, national retail; care, digital, and home delivery channels.

During her 17 years with AT&T, Liane developed a deep understanding of the technology that drives our business. She has extensive experience driving results across technology teams focused on Wireless Data (consumer and business), devices and services within the AT&T Labs and AT&T Technology organizations. She holds three patents related to innovations in telecommunications transmission.

As AVP – Product Realization and Architecture, she and her team drove technology projects across the Consumer, Business, and IoT Mobility product space from concept to design, to partner selection and evaluation, to product testing, delivery, lifecycle management and end of life.

Additionally, Liane has experience architecting and implementing mobility solutions from apps and cloud solutions, to mobility features and network infrastructure. She led the service delivery team supporting Apple for a three-year period and has held key positions with Mobile Product Realization, delivering a successful portfolio of Smartphone devices and services with BlackBerry, Microsoft PPC/Smartphone, Symbian, and Palm.

Liane is a graduate of AT&T's General Managers' Accelerated Development Program (GM ADP) – a year-long, intensive experience designed to advance business acumen and increase strategic perspective as preparation for future leadership opportunities. Liane earned her MBA from the Michael G. Foster School of Business at the University of Washington, and holds a BA in Political Science from Washington State University.

Liane currently lives in Seattle, Washington, with her husband Greg and two children (Quinn and Campbell). Liane and her family are active in a variety of community organizations and love to explore the Pacific Northwest.

ATTACHMENT B

GigaPower LLC Florida Pro Forma Financials (5YR View)

CONFIDENTIAL INFORMATION

Fiber Build & Penetration	FY '22	FY '23	FY '24	FY '25	FY '26	FY '27
<i>(figures in 000s)</i>						
Loc Identified						
Loc Passed						
Gross Adds						
EOP Subscribers						
Income Statement	FY '22	FY '23	FY '24	FY '25	FY '26	FY '27
<i>(figures in \$M)</i>						
Revenue						
CoA						
CoS						
Prop Taxes & Other						
Cost to Serve						
Gross Profit						
SG&A						
Program & Startup						
EBITDA						
Dep & Amort						
EBIT						
Interest Exp						
Pre-Tax Income						
Income Taxes						
Net Income						

Cash Flow Statement	FY '22	FY '23	FY '24	FY '25	FY '26	FY '27
<i>(figures in \$M)</i>						
Net Income						
Depreciation						
Change in WC						
Change in Other LT Assets & Liabilities						
Cash Flow from Operating Activities						
Capital Expenditures						
Free Cash Flow						
Issuance/(Repayment) of LT Debt						
Net Change in Cash						
Balance Sheet	FY '22	FY '23	FY '24	FY '25	FY '26	FY '27
<i>(figures in \$M)</i>						
Cash						
A/R						
PPE (net)						
Total Assets						
A/P						
Deferred Income Taxes						
LT Debt						
Total Liabilities						
Total Equity						
Total Liabilities & Equity						