

State of Florida




Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD
TALLAHASSEE, FLORIDA 32399-0850

-M-E-M-O-R-A-N-D-U-M-

DATE: May 1, 2023

TO: Adam J. Teitzman, Commission Clerk, Office of Commission Clerk

FROM:  Penny Mallow, Public Utility Analyst II, Office of Industry Development & Market Analysis

RE: Docket No. 20230040-TX-Application for certificate to provide local telecommunications service by LiveWire Telecom, LLC.

Attached is LiveWire Telecom, LLC's revised application and additional financial information. Please add to docket file. If you have questions please contact me at 413-6586.

RECEIVED-FPSC
2023 MAY -1 PM 3:13
COMMISSION
CLERK

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:

LIVEWIRE TELECOM LLC

2. The Florida Secretary of State corporate registration number:

L22000435972

3. F.E.I. Number: 88-4173690

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: Dylan Cruz
Title: President & CTO
Street Address: 701 Sailfish Rd
Post Office Box: _____
City: Winter Springs
State: FL
Zip: 32708
Telephone No.: (407) 999-0000
Fax No.: (407) 603-9303
E-Mail Address: Dylan@LiveWireTel.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: Dylan Cruz
Title: President & CTO
Street Address: 397 Wekiva Springs Rd, Suite 105
Post Office Box: _____
City: Longwood
State: FL
Zip: 32779
Telephone No.: (407) 999-0000
Fax No.: (407) 603-9303
E-Mail Address: Dylan@LiveWireTel.com
Company Homepage: LiveWireTel.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: Joseph Sirianni
Title: CEO
Street Address: 160 W Evergreen Ave, Suite 250
Post Office Box: _____
City: Longwood
State: FL
Zip: 32750
Telephone No.: (407) 988-0000
Fax No.: (407) 603-9303
E-Mail Address: PhoneJoe@LiveWireTel.com

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

Street address: 397 Wekiva Springs Rd, Suite 105
City: Longwood
State: FL
Zip: 32779
Telephone No.: (407) 888-9000
Fax No.: (407) 603-9303
E-Mail Address: Dylan@LiveWireTel.com

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

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

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

(c) **been certificated** to operate as a telecommunications company. _____
Montana (AG 2023.02.13 REVISED)

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

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

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

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.

See Exhibit A (Resumes)

(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: WWW.LIVEWIRETEL.COM/REGULATORY

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: Dylan Cruz
Title: President & CTO
Telephone No.: (407) 999-0000
E-Mail Address: Dylan@LiveWireTel.com

Signature:  Date: 04/30/23

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 A
RESUME OF PRINCIPLES

DYLAN CRUZ

701 Sailfish Rd, Winter Springs, FL 32708 – (407) 999-0000

A little about myself

I specialize in advanced design of telecommunications networks and have developed several custom solutions to modern telecommunications problems.

I have expert level knowledge of Asterisk and its associated scripting languages as well as many other switching systems. I am experienced with routing on the PSTN and have built production PSTN networks from the ground up.

I am also experienced with the regulatory side of things and have built CLEC's. I offer consulting to new companies and am very well versed with all telecommunications regulatory processes & procedures.

Work Experience

TORK CNC LLC

Title: I.T Manager

Start Year: 2018-Current

Ref Call: (407) 435-9205 (Marcos)

LiveWire Telecom, LLC

Title: President & CTO

Start Year: 2022-Current

ElectroTel Communications LLC

Title: Field Service Technician

Start Year: 2020-2022

Ref Call: (406) 782-6000 (Daniel)

Regional Telephone Corporation

Title: CTO

Start Year: 2019-Current

Ref Call: (585) 760-0000 (Joe)

Joseph P. Sirianni, Jr.

Longwood, FL 32750
(407) 988-0000

OBJECTIVE

To utilize my creative, technical, and unique skills together with my experience and expertise with a firm that can appreciate and benefit from my distinctive 'Outta Box' ideas and thinking! I bring incredible speed to concept, market, deployment, and fast resolution and problem solving solutions. I enjoy creating new products and marketing programs that yield new and/or increased revenues that realize substantial and long-term success.

"I view problems as opportunities. My ability to envision solutions quickly, effectively and efficiently is rewarding for me but always more rewarding for those affected by my solutions!"

"I don't do what I do for the quest of money, but when I do what I do, substantial financial gains are easily realized!"

PERSONAL

I have been very successfully self-employed and/or consulting since the age of 17. I have recently sold my business and am looking for something FUN to do. I have above average talent, skill and a unique style!

I just relocated out of Orlando, FL! I have also been to two other countries consulting, have established and sold business utilizing my vast experience.

I've been involved in the electronics and telecommunications industries since the age of sixteen. For most of that time I have been self-employed or consulting. I have created, launched, and sold businesses in three countries to date.

I excel in finding unique and cost effective solutions for everyday situations. I have greatly enhanced existing competitive alternatives and have been able to bring new products and services to the market place by utilizing and combining various technologies and unique marketing concepts for unique and difficult technical challenges.

ACHIEVEMENTS:

I pioneered The TeleTRACK System in late 1989, the first full featured one number follow me service. TeleTRACK included call screening and substantial cost reduction features for the end user. In 1990 I was the first person to petition a state Public Service Commission to resell local phone service (dial tone). My tariff application was approved on the first filing attempt in 1991. For both of these accomplishments, I was featured in Rochester's Business to Business and two other national telecom trade magazines.

In 1990 I launched the first pay-per-call and pay-per-minute services in Rochester. I was the only local service provider of this type for over five years. During this period I innovated unique solutions and developed many new custom services, applications, and products.

I wrote my own software applications for these premium voice-processing services. In 1990 my company was the first premium service in the country to incorporate automated advertisement placement and offer a direct off-premise connection option. I integrated both MCI National 900 Service and local 976 services on the Rochester Telephone Network (Now Frontier). These features are only just now becoming widely available in this industry. As a result of these innovations I was put on the first cover of Business Strategies magazine in Rochester.

I am recognized as a customer service guru. In addition to creating the Network Control Center, paperwork, and procedures for RCI Long Distance (then a division of Rochester Telephone, now Global Crossing) in 1985, I reached new levels of customer satisfaction for my patrons using the services and products that I created in my business Call Processing Systems, Ltd. I was featured in several newspapers for my par excellence standards.

I sold my business in 1996 and moved to Canada to start a similar business. I sold that new venture in mid 1998. Since then I have been in London. I have done product inception, design, and sales engineering consulting for Cable & Wireless, and two other smaller telephone companies.

I did not enjoy living in London and have returned to America. I have followed the changes in the communications industry. I since have revamped, customized and evolved the products that I originally designed and have licensed my new concepts to two firms in the United States.

SKILLS:

My initial skills revolved around 'In field component level repair' of analog circuitry as well as in house repairs and technical upgrades. I have a very diverse technical and architectural knowledge of The Communications Industry. I require very detailed and efficient accounting, tracking and filing procedures therefore I establish these myself.

EXPERIENCE:

1977 CBS Electronics, Rochester. Age 15

Sold and installed automotive CB radios. Sales for other electronics including VHF/UHF antenna systems. (Pre cable/satellite days).

1978 Wilmac Corp., State Street, Rochester.

Performed on-site service with in-field component level repair of miniature dictation equipment for lawyers, doctors and other companies.

1981 The Telephone Store, West Ridge Road, Rochester.

Installed privately owned residential and business telephone systems. I attended Mitel School then installed, serviced, and programmed Mitel SX-100 and SX-200 communications switches.

1983 RCI Corp., (Now Global Crossing)

Trained at Digital Switch Corporation in Dallas, Texas and became certified on the DEX-400 and DEX-600 switches. I created color-coded flow charts of the switches hierarchy, which DSC and RTC later incorporated into their manuals. Served as the local RCI Switch Technician then became (NCC) Network Control Center designer and supervisor. I designed the reporting paperwork and procedures to monitor remote switches in other cities. I also traveled to other cities to configure switches and train technicians.

1984 The Sirious Group Inc., Security, & Communications

(Owner) I consulted with companies that resulted in unique communications and security solutions and yielded intensive costs savings to my customers. My unique system designs resulted in customers getting exactly what they needed instead of working around of the shelf products. I took great pride in accomplishing technical things other people said or thought were not possible.

1989-1998 Call Processing Systems, Ltd. Rochester

(Owner) I developed enhanced Voice Services including Live Wire, Confidential Connection, Talk Salad, Voice Mail, and TeleTRACK. I also created TeleCHOICE, a subsidiary of CPS that was the first service that the NYS PSC tariff'd as the Country's first Local Service Reseller. I was a frequent guest on several radio and TV programs including the Brother Wease morning show. Call Processing's services were so credible that my advertising was displayed on the outside back cover of the Rochester Telephone White Pages for three consecutive years. Prior to that, Rochester Telephone never allowed ads on the back cover.

Call Processing expanded into fourteen markets and worked with five local Bell Companies. Bell Atlantic engaged Call Processing to consult and design their enhanced customer services department.

In early 1996 I sold a partial interest in Call Processing Systems, Ltd. in thirteen markets excluding Rochester. In 1998 I sold the balance of CPS.

1999 The Pad and Call Processing Canada, Toronto

(Owner) I opened a nightclub called The Pad in downtown Toronto. Call Processing marketed Computer Telephony Voice Services. I sold the Nightclub and CPS the same year and moved to England.

2000 Call Processing UK, London

(Owner) Call Processing designed Computer Telephony Voice Services, marketing and advertising campaigns for several companies for two years.

2002 Rochester Technical Consulting, Inc. Communications Consulting

(Owner) Intensive broad spectrum Consulting services ranging from Invoice Auditing to System design and Integration. RTC discovers money DURING and AFTER other consulting/auditing are currently or have reviewed invoices, services, etc.

2004 Regional Telephone Corporation

(Owner) NY State CLEC covering every LATA in the state besides Fishers Island and offering Wholesale & Enterprise advanced service offerings.

2022 LiveWire Telecom, LLC

(CEO) Aspiring nationwide CLEC & IXC offering advanced telecom solutions and products.

REFERENCES

Hal Kemp, (Owner of the first US Telephone Retail Store: The Telephone Store) 585-586-3811

When it first became legal to own your own phone, I installed and serviced residential/business phones.

Dan Courtney, (Formerly of Merrill Lynch) 585-244-0000

Dan was my financial consultant while I had Call Processing Systems, Ltd. Dan also accompanied me to England for the duration of time that I spent there.

Linda Carter, Chief Engineer, Frontier, 585-777-5114

Linda worked closely with me on my concepts since 1989, to help customize and bring to fruition new services and designs that I required.

Frank Chiano, Former CEO, Time Warner Rochester, 585-697-5105

Frank retired from Time Warner and joined a company that licensed an education product that I designed called Inter-Quest.

David Glogowski, Engineer Nortel Rochester, 585-230-6815

Dave & I and worked on several telecom & RF projects together.

Ron Wickersham, Alembic 707-865-1555

Ron created 'The Wall Of Sound' for the Grateful Dead, the ELF Patented Extended Low Frequency Dual Integrator. Non is and has been an inspiration to me as to all that is good in the world and that there IS good in the world! (In this case, GREAT!)

Mark Sawtell, Director, Solarnet Media, Ltd., UK, 011-44-7768-976-547

Mark and I launched several Internet products in Canada, then he enlisted me to move to the UK and I duplicated what I launched in the US and Canada.

EXHIBIT B
3 YEAR PROJECTED FINANCIALS

LiveWire Telecom, LLC - 3 Year Financial Projections

	<u>Apr-Dec 23</u>	<u>Jan-Dec 24</u>	<u>Jan-Dec 25</u>
Ordinary Income/Expense			
Income			
Service	400,000.00	450,000.00	550,000.00
Total Income	<u>400,000.00</u>	<u>450,000.00</u>	<u>550,000.00</u>
Gross Profit	<u>400,000.00</u>	<u>450,000.00</u>	<u>550,000.00</u>
Expense			
Fair Share Plan (FSP)	-9,000.00	-19,000.00	-22,000.00
Automobile Expenses	-1,500.00	-2,500.00	-4,000.00
Bank Service Charges	-150.00	-200.00	-300.00
ASR & LNP Costs	-3,000.00	-3,000.00	-3,000.00
Regulatory Consulting	-10,000.00	-20,000.00	-25,000.00
Cell Phone, Data & Voice	-2,000.00	-2,000.00	-2,000.00
Insurance Expenses	-2,200.00	-2,200.00	-2,200.00
OSS/BSS System	-7,500.00	-7,500.00	-8,750.00
Network & Facility Expenses	-24,000.00	-28,500.00	-30,000.00
Payroll Expenses			
Wages	-100,000.00	-110,000.00	-120,000.00
Payroll Admin Fees	-1,300.00	-1,300.00	-1,300.00
Taxes	-7,692.00	-8,415.00	-9,087.00
Worker's Comp	-720.00	-720.00	-720.00
Total Payroll Expenses	-109,712.00	-120,435.00	-131,107.00
Professional Fees	-2,000.00	-2,000.00	-2,000.00
Regulatory Fees	-2,000.00	-3,000.00	-4,400.00
Office Rent & Utilities	-22,800.00	-22,800.00	-22,800.00
Sub-Contractor Expense	-10,000.00	-15,000.00	-20,000.00
Total Expense	<u>205,862.00</u>	<u>248,135.00</u>	<u>277,557.00</u>
Net Ordinary Income	194,138.00	201,865.00	272,443.00
Net Income	194,138.00	201,865.00	272,443.00

Form 3PF1

No historical data available. Projections based on previous industry experience, customer interest and market value projected in telecommunications
All values are at best guess.

Projections prepared by Dylan Cruz, President & CTO, AR/AP/Financials