

# ISG-Telecom Consultants

**VIA USPS PRIORITY MAIL**

April 24, 2017

Florida Public Service Commission  
Division of Communications  
Certificate of Compliance Section  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0866

Re: United Commercial Telecom LLC - Application for ALEC Authority

Dear Sir,

Enclosed please find an original and one (1) copy of the Application for Authority to provide Local Exchange Service throughout the State of Florida ("Application") and the mandated \$500.00 filing fee. This Application is filed in accordance with the Rules of the Florida Public Service Commission, Chapter 25-24, Section 25-24.810, and PSC/CMU 8 (11/95).

Please acknowledge receipt of this filing by file stamping and returning a copy of this letter to the address below.

Questions concerning this Application may be addressed directly to me.

Sincerely,

Joseph Isaacs  
Regulatory Consultants to  
United Commercial Telecom, LLC

RECEIVED-FPSC  
2017 APR 28 AM 8:32  
COMMISSION  
CLERK

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

Initials of person who forwarded check

MS 4/25/17

4274 Enfield Court, Suite 1600, Palm Harbor, Florida 34683  
Regulatory Attorneys and Consultants  
Telephone: 727-738-5553 Facsimile: 727-939-2672  
<http://www.isg-telecom.com> [isaacs@isg-telecom.com](mailto:isaacs@isg-telecom.com)

**FLORIDA PUBLIC SERVICE COMMISSION**  
**OFFICE OF TELECOMMUNICATIONS**

**APPLICATION FORM**  
**FOR**  
**AUTHORITY TO PROVIDE TELECOMMUNICATIONS COMPANY SERVICE**  
**WITHIN THE STATE OF FLORIDA**

---

**Instructions**

- A. This form is used as an application for an original certificate and for approval of transfer of an existing certificate. In the case of a transfer, the information provided shall be for the transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and one copy of this form along with a non-refundable application fee of **\$500.00** to:

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

- E. A filing fee of **\$500.00** is required for the transfer of an existing certificate to another company.
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission**  
**Office of Telecommunications**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6600**

1. 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.

2. Name of company: United Commercial Telecom, LLC

3. Name under which applicant will do business (fictitious name, etc.):

same

4. Official mailing address:

Street/Post Office Box: 405 S. Dale Mabry Hwy., Suite 244

City: Tampa

State: Florida

Zip: 33609

5. Florida address:

Street/Post Office Box: Same as "4"

City:

State:

Zip:

6. Structure of organization:

Individual

Foreign Corporation

General Partnership

Other, please specify:

Corporation

Foreign Partnership

Limited Partnership

**If individual**, provide:

Name: Not applicable \_\_\_\_\_  
Title: \_\_\_\_\_  
Street/Post Office Box: \_\_\_\_\_  
City: \_\_\_\_\_  
State: \_\_\_\_\_  
Zip: \_\_\_\_\_  
Telephone No.: \_\_\_\_\_  
Fax No.: \_\_\_\_\_  
E-Mail Address: \_\_\_\_\_  
Website Address: \_\_\_\_\_

7. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: L16000216599
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
9. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is:
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
11. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Street/Post Office Box: \_\_\_\_\_  
City: \_\_\_\_\_  
State: \_\_\_\_\_  
Zip: \_\_\_\_\_  
Telephone No.: \_\_\_\_\_  
Fax No.: \_\_\_\_\_  
E-Mail Address: \_\_\_\_\_  
Website Address: \_\_\_\_\_

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

EXHIBIT "A"

MANAGERIAL & TECHNICAL EXPERTISE

13. Provide **F.E.I. Number**: 81-4768697

14. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Joseph Isaacs  
Title: Regulatory Affairs Consultant  
Street Name & Number: 4274 Enfield Ct  
Post Office Box: Suite 1600  
City: Palm Harbor  
State: Florida  
Zip: 34685  
Telephone No.: 727-738-5553  
Fax No.: n/a  
E-Mail Address: [isaacs@isg-telecom.com](mailto:isaacs@isg-telecom.com)  
Website Address: [www.isg-telecom.com](http://www.isg-telecom.com)

(b) Official point of contact for the ongoing operations of the company:

Name: Mark Schuh  
Title: Owner  
Street Name & Number: 160 International Parkway  
Post Office Box: Suite 180  
City: Lake Mary  
State: Florida  
Zip: 32746  
Telephone No.: 407-221-1027  
Fax No.: n/a  
E-Mail Address: [mschuh@unitedcommercial.net](mailto:mschuh@unitedcommercial.net)  
Website Address: [www.unitedcommercial.net](http://www.unitedcommercial.net)

(c) Where will you officially designate as your place of publicly publishing your schedule (a/k/a tariffs or price lists)?

- Florida Public Service Commission
- Website – *Website address:* [www.unitedcommercial.net/tariffs](http://www.unitedcommercial.net/tariffs)
- Other – *Please provide address:*

**15.** List the states in which the applicant:

(a) has operated as a telecommunications company.

none

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

none

(c) is certificated to operate as a telecommunications company.

none

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

none

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

none

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

none

**16.** Have any of the officers, directors, or any of the ten largest stockholders previously 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).  Yes  No

If yes, provide explanation and list the certificate holder and certificate number.

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company.  Yes  No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

17. Submit the following:

(a) **Managerial capability:** 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 capability:** 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 Capability:** applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

1. the balance sheet,
2. income statement, and
3. statement of retained earnings.

**Note:** *It is the applicant's burden to demonstrate that it possesses adequate managerial capability, technical capability, and financial capability. Additional supporting information can be supplied at the discretion of the applicant.*

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of telecommunications company service in Florida.

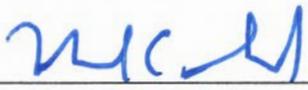
**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide telecommunications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

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 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: MARK SCHUH  
Title: OWNER  
Telephone No.: 407-221-1027  
E-Mail Address: mschuh@unitedcommercial.net

Signature:  Date: 4/24/17

**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: Not applicable \_\_\_\_\_  
Title: \_\_\_\_\_  
Street/Post Office Box: \_\_\_\_\_  
City: \_\_\_\_\_  
State: \_\_\_\_\_  
Zip: \_\_\_\_\_  
Telephone No.: \_\_\_\_\_  
Fax No.: \_\_\_\_\_  
E-Mail Address: \_\_\_\_\_

Signature: Not applicable \_\_\_\_\_ Date: \_\_\_\_\_

**Alan Ruiz**  
Managing Member, Owner

**Summary**

With over 20 years of experience in the tower industry, had held positions ranging from Site Acquisition and Market Director to Owner-Developer. Vertex Development was founded in 2004 and has developed sites throughout all of Florida. Experience working with private and public / quasi-public landowners.

**Professional Profile**

- Owner/Manager of Vertex Development, LLC (2004 – present)
- Vice President, Development, ClearShot Communications (2001 – 2004)
- Co-Founder and Vice President of Acme Towers, Inc. (1997 – 2000)
- Analyst for Andersen Consulting (1996 – 1997)
- Bachelor of Science in Finance, Magna Cum Laude, Florida International University
- University of Florida, various undergraduate coursework

**Career Highlights**

- Vertex – Developed, owned and operated sites throughout all of Florida
- ClearShot – Florida and Texas Area Manager; oversaw development of New England, Central and West Coast Markets
- Acme – Director of Marketing & Client Relationships; Operations Manager
- Manage overall site operations and coordinates collocations
- Liaise between landowners, engineers, construction managers, wireless subtenants, attorneys and municipal agents

**Contact Information**

Vertex Development, LLC  
Alan Ruiz  
405 S. Dale Mabry Highway  
Suite 244  
Tampa, FL 33609

813-335-4768 mobile  
813-436-5674 efax  
alanruiz@vertexdevelopment.net

EXHIBIT "B"

FINANCIAL STATEMENTS FOR  
PARENT COMPANY ARMS HOLDINGS, INC.  
APPLICANT DOES NOT HAVE AUDITED FINANCIALS

Mark Schuh

ARMS Holdings, Inc.

PROFIT AND LOSS

January 2015 - December 2016

TOTAL INCOME	\$6,663,253.34
COST OF GOODS SOLD	\$2,210,976.81
GROSS PROFIT	\$4,452,276.53
EXPENSES	\$2,150,086.86
NET OPERATING INCOME	\$2,302,189.67
OTHER EXPENSES	\$215,379.32
NET OTHER INCOME	\$ -215,379.32
NET INCOME	\$2,086,810.35

ARMS Holdings, Inc.

BALANCE SHEET

As of December 31, 2016

TOTAL ASSETS

Current Assets	
Bank Accounts	\$ 38,112.14
Accounts Receivable	\$ 433,069.45
Other Current Assets	\$ 225,296.78
<b>Total Current Assets</b>	<b>\$ 696,478.37</b>
Fixed Assets	\$2,422,570.03
Other Assets	\$ 410,031.87

**TOTAL ASSETS** **\$3,529,080.27**

---

LIABILITIES AND EQUITY

Liabilities	
Current Liabilities	\$331,874.11
Long-Term Liabilities	\$2,491,004.06
<b>Total Liabilities</b>	<b>\$2,822,878.17</b>
Equity	\$706,202.10

**TOTAL LIABILITIES AND EQUITY** **\$3,529,080.27**

---