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October 21, 2025

REDACTED

Via Overnight Delivery

Adam Teitzman, Director
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399

RECEIVED OCT 22 2025

**Re: Application of Talkie Communications, Inc. for Authority to Provide
Telecommunications Services Within the State of Florida**

Dear Mr. Teitzman:

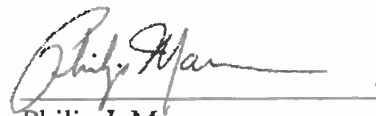
Attached for filing with the Commission are the original and one copy of the public version of the above-referenced Application of Talkie Communications, Inc. ("Applicant" or "Talkie"). Pursuant to Sections 364.183(1) and 364.183(3), Florida Statutes, Applicant respectfully requests confidential treatment of the financial information provided as Confidential Exhibit C to the Application. The attached sealed envelope contains two copies of Confidential Exhibit C that Applicant considers to be proprietary confidential business information pursuant to Fla. Admin. Code Section 25 22.006(5). A check in the amount of \$500 is enclosed for the filing fee.

Please acknowledge receipt by date-stamping the enclosed extra copy of this letter and returning it in the envelope provided (which includes the appropriate postage). Should you have any questions concerning this filing, please do not hesitate to contact the undersigned at (202) 289-6956.

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

1 redacted copy

Respectfully submitted,



Philip J. Macres
Attorney for Talkie Communications, Inc

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:

Talkie Communications, Inc.

2. The Florida Secretary of State corporate registration number:

F25000003265

3. F.E.I. Number 47-2983573

4. Structure of organization:

The company will be operating as a:

(Check all that apply):

- | | |
|---|---|
| ☐ Corporation | ☐ General Partnership |
| ☒ Foreign Corporation | ☐ Foreign Partnership |
| ☐ Limited Liability Company | ☐ Limited Partnership |
| ☐ Sole Proprietorship | ☐ Other, please specify below: |

If a partnership, provide a copy of the partnership agreement. N/A

If a foreign limited partnership, proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS). The Florida registration number is:
N/A

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

(a) This application:

Name:	Philip J. Macres
Title:	Principal
Street Address:	1250 Connecticut Avenue, NW
Post Office Box:	Suite 700 PMB 5148
City:	Washington
State:	DC
Zip:	20036
Telephone No.:	202-289-6956
Fax No.:	
E-Mail Address:	pmacres@kleinlawpllc.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:	Andre DeMattia
Title:	Co-CEO
Street Address:	99 Talbot Boulevard
Post Office Box:	
City:	Chestertown
State:	Maryland
Zip:	21620
Telephone No.:	240-538-1609
Fax No.:	
E-Mail Address:	andre.demattia@talkiefiber.com
Company Homepage:	talkiefiber.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:	Andrew DeMattia
Title:	Co-CEO
Street Address:	99 Talbot Boulevard
Post Office Box:	
City:	Chestertown
State:	Maryland
Zip:	21620
Telephone No.:	240-687-7551
Fax No.:	
E-Mail Address:	andrew.demattia@talkiefiber.com

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

Street address: Registered Agent (CSC), 1201 Hays Street
City: Tallahassee
State: FL
Zip: 32301
Telephone No.: 800-927-9801 ext. 66028
Fax No.: _____
E-Mail Address: pmacres@kleinlawpllc.com

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

(a) **operated as a telecommunications company** _____
Delaware (PSC Docket No. 19-0454) ; Maryland (Mail Log ("ML")#s 216570 and 218157, TE-11964, along with ML#219273, TE-12009; New York (Matter No. 18-00765)

(b) **applications pending to be certificated as a telecommunications company.**
n/a Talkie has none to report.

(c) **been certificated to operate as a telecommunications company.** _____
Talkie had been certificated in the following states but cancelled those certifications due to not having conducted business in those states. The following are the dates of certification and cancellation: Florida (certificated 4/16/16, cancelled 8/25/21); Kentucky (certificated 2/11/16, cancelled 6/15/21); New Jersey (certificated 10/25/19, cancelled 8/8/21); Oregon (certificated 2/22/16, cancelled 6/15/21); Texas (certificated 8/13/16, cancelled 6/19/24); Wisconsin (certificated 6/22/16, cancelled 7/9/21). While Talkie has a CLEC CPCN in New York (certificated 6/29/18), it currently has no network or subscribers in New York. Talkie is now planning to do business in Florida and has been reauthorized to transact business in Florida by the Florida Secretary of State as of 6/4/25.

(d) **been denied authority to operate as a telecommunications company and the circumstances involved.**
N/A-Talkie has not been denied authority.

(e) **had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.** See Exhibit A for an explanation

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

A civil case was filed by Verizon Maryland LLC versus Talkie Communications, Inc. in the District Court of Maryland for Worcester County on February 26, 2025. This case was about the severing of an underground cable associated with a fiber broadband construction project and the costs for the repair and/or replacement (Case Number: D-024-CV-25-007445). The case was settled out of court and dismissed with prejudice on May 23, 2025.

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. Talkie had previously registered to do business in Florida (as of 12/15/15; however, Talkie cancelled that registration on 9/7/21 due to not having conducted business in Florida by that time. Talkie is once again planning to do business in Florida and has was authorized by the Secretary of State to transact business within the State of Florida as of 6/4/25 (Document No. F25000003265).

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.

See Exhibit A. All resumes are for employees of Talkie Communications, Inc.

- (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 B. All resumes are for employees of Talkie Communications, Inc.

- (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.

Provided as **Confidential Exhibit C** are the audited financial statements of Talkie Communications, Inc. for 2022, 2023, and 2024 to demonstrate Applicant's qualifications. The financial information provided in Confidential Exhibit C demonstrates that Applicant, possesses the requisite financial resources to provide telecommunications services in the State of Florida.

Because Talkie Communications, Inc. is privately held, Applicant's financial statements are not publicly available. Therefore, Applicant requests that the financial statements provided as Confidential Exhibit C be treated as confidential and proprietary, pursuant to Rule 25 22.006(5), and not be made part of the public record.

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.talkiefiber.com

☐ 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:	Andre DeMattia
Title:	Co-CEO
Telephone No.:	844-582-5543
E-Mail Address:	andre.demattia@talkiefiber.com

Signature: Andre DeMattia Date: 10/20/2025

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: _____ Date: _____

Exhibit A

Response to Question 7e - List the state(s), and accompanying docket number(s), in which the applicant has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

On November 4, 2021, Talkie Communications, Inc. (“Talkie”) gave notice to the Federal Communications Commission (“FCC”) of its intention to default on and to not pursue RDOF support on its winning bid associated with CBG MD-039-9302001 (which is one (1) Census Block Group (“CBG”) amounting to a total of \$121,710.00, within its numerous RDOF awarded areas/CBGs), located on Smith Island, Maryland, as Talkie had uncovered significant wasteful spending and various technical barrier concerns that made the deployment of Talkie’s Fiber-to-the-Home (“FTTH”) network to this CBG infeasible.

On December 9, 2021, Talkie filed a Petition for Waiver of this default due to wasteful spending and various technical barrier concerns. As indicated in this Petition for Waiver, Smith Island is only accessible by boat and there are no bridges or other above water structures that Talkie’s fiber could be attached to so as to connect to the Island. Moreover, it is widely acknowledged that Smith Island has substantially eroded due to sea rise caused by global warming. In fact, over the past 150 years, Smith Island has lost 3,300 acres due to sea rise leaving only 900 acres of habitable land, and projections show that this erosion will continue and that by the year 2100, the island will be “almost completely underwater.” See *id.* at 5 (citing Andrew Zaleski, *Smith Island Is Sinking Into the Chesapeake Bay Thanks to Climate Change*, Newsweek, Nov. 1, 2015, available at <https://www.newsweek.com/smith-island-sinking-chesapeake-bay-thanks-climate-change-389131>). Given this concern, Maryland’s Department of Housing and Community Development offered buyouts for residents in 2012 so that they could move off the Island. In light of the above issues, Talkie believes it would have been a waste of funds for RDOF to fund the deployment of an expensive fiber-based broadband network to an island that is eroding and will eventually be underwater.

On January 28, 2022, the FCC’s Wireline Competition Bureau declared Talkie to be in default of that one (1) CBG, and referred the company to the Enforcement Bureau for enforcement action. See Public Notice (DA 22-96). On July 22, 2022, the FCC issued a Notice of Apparent Liability for Forfeiture in the amount of \$3,000.00 against Talkie (along with many other RDOF winners that had defaulted). See FCC 22-59A1 at Appendix D, para. 59. Talkie has paid this forfeiture amount and has not defaulted on any other of its RDOF awarded CBGs.

Exhibit B



ANDRÉ T. DEMATTIA

PROJECT ROLE

- Co-lead all business, technical, financial, and regulatory implementation of any awarded project, including effective management of Talkie's Fiber-to-the-Home (FTTH) business from overall network design, project and construction planning and management, permitting and deployment, to product design and marketing, network management, customer relations, and ongoing operations, as well as employee and contractor workforce development and oversight.

PROFESSIONAL PROFILE

- Co-CEO of a rapidly growing ISP that deploys FTTH to provide broadband services in rural areas.
- Extensive leadership and project management skills in deploying FTTH.
- Demonstrated ability to develop cost-effective solutions to address challenging FTTH design and technical deployment issues.
- Proficient in a range of computer systems, languages, tools, and testing methodologies.
- Achieved Best Internet Provider award for Talkie in Kent County for 2021, 2022, 2023 and 2024 along with Best Internet Provider for Best of the Chesapeake in 2023.

WORK EXPERIENCE

Talkie Communications, Inc., Co-CEO (which includes CTO responsibilities)

2012 - Present

- ⇒ Strategically create, design, and build FTTH Internet, TV and Phone business, including deploying over 3,000 miles of fiber for its network.
- ⇒ Optimize and manage business partnerships, advertising, new fiber construction, and deployment of new products and services.
- ⇒ Successfully partner and collaborate with federal and state agencies and authorities to deploy FTTH to unserved locations:
 - In 2020, the FCC announced Talkie was a winning bidder for a total of 7,749 locations within 276 Census Block Groups (CBGs) in the State of Delaware and 31,349 locations within 790 CBGs in the State of Maryland with assigned Rural Digital Opportunity Fund (RDOF) Phase I support over 10 years totaling over \$13.3 million in Delaware and \$43.7 million in Maryland, FCC authorized support on Feb. 14, 2022 (DA 22-151);
 - In 2021, the Maryland Office of Statewide Broadband (MD OSB) awarded Talkie over \$8.7 million in grants to deploy FTTH and bring high-speed broadband services to unserved communities;
 - In 2022, the MD OSB and Worcester County, MD awarded Talkie over \$29.3 million, collectively, in grants to deploy FTTH and bring high-speed broadband services to unserved communities; and
 - In 2023, the MD OSB awarded Talkie over \$6.4 million in grants to deploy FTTH and bring high-speed broadband services to unserved communities.

Verizon Communications, Operations Manager

2000 - 2016

- ⇒ Performed numerous roles, including Data Analysis Team Specialist, Supervisor of the National Provisioning Control Center, Product Manager, Vendor Manager, and Manager of the Business Intelligence Call Center.
- ⇒ Consistently received outstanding performance evaluations.
- ⇒ Finalist for Verizon's Excellence Award.
- ⇒ Developed numerous applications, e.g., Verizon DSL Information, Customer Care Database, and Data Analysis Metrics Website.

EDUCATION

University of Maryland

Virtual Basic 6 and Advanced Virtual Basic.

Pluralsite.Net Training

Windows Communication Foundation and Microsoft Workflow.

Prima Community College - A+, Net+, and CCNA certifications.





ANDREW DEMATTIA

PROJECT ROLE

- Co-lead all business, technical, financial, and regulatory implementation of any awarded project, including effective management of Talkie's Fiber-to-the-Home (FTTH) business from overall network design, project and construction planning and management, permitting and deployment, to product design and marketing, network management, customer relations, and ongoing operations, as well as employee and contractor workforce development and oversight.

PROFESSIONAL PROFILE

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- Extensive leadership and project management skills in deploying FTTH.
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- Proficient in a range of computer systems, languages, tools, and testing methodologies.
- Achieved Best Internet Provider award for Talkie in Kent County for 2021, 2022, 2023 and 2024 along with Best Internet Provider for Best of the Chesapeake in 2023.

WORK EXPERIENCE

Talkie Communications, Inc., Co-CEO (which includes CTO responsibilities)

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- ⇒ Strategically create, design, and build FTTH Internet, TV and Phone business, including deploying over 3,000 miles of fiber for its network.
- ⇒ Optimize and manage business partnerships, advertising, new fiber construction, and deployment of new products and services.
- ⇒ Successfully partner and collaborate with federal and state agencies and authorities to deploy FTTH to unserved rural locations:
 - In 2020, the FCC announced Talkie was a winning bidder for a total of 7,749 locations within 276 Census Block Groups (CBGs) in the State of Delaware and 31,349 locations within 790 CBGs in the State of Maryland with assigned Rural Digital Opportunity Fund (RDOF) Phase I support over 10 years totaling over \$13.3 million in Delaware and \$43.7 million in Maryland, FCC authorized support on Feb. 14, 2022 (DA 22-151);
 - In 2021, the Maryland Office of Statewide Broadband (MD OSB) awarded Talkie over \$8.7 million in grants to deploy FTTH and bring high-speed broadband services to unserved communities;
 - In 2022, the MD OSB and Worcester County, MD awarded Talkie over \$29.3 million, collectively, in grants to deploy FTTH and bring high-speed broadband services to unserved communities; and
 - In 2023, the MD OSB awarded Talkie over \$6.4 million in grants to deploy FTTH and bring high-speed broadband services to unserved communities.

Verizon Communications, Manager

2000 - 2016

- ⇒ Performed numerous roles, including Data Analysis Team and Staff Support, Data Analysis Team Member, and Team Leader.
- ⇒ Consistently received outstanding performance evaluations.
- ⇒ Developed numerous applications such as, Verizon DSL Information, VDI incorporates WCF, .net Remoting, SQL Server, Cobra Silverlight 4.0, and Microsoft VB.

EDUCATION

University of Maryland

Virtual Basic 6 and Advanced Virtual Basic.

Pluralsite.Net Training

Windows Communication Foundation and Microsoft Workflow.

Prima Community College - A+, Net+, and CCNA certifications.





ANNA B. GLEASON

PROJECT ROLE

- Lead financial and accounting reporting and compliance of any awarded project, including effective management of external audits for federal funding regulations.

PROFESSIONAL PROFILE

- Financial Director of a rapidly growing ISP that deploys FTTH to provide broadband services in rural areas.
- Extensive leadership and financial management skills in accounting for the telecommunications industry.
- More than 17 years of experience in the accounting industry as a CPA, with roles in both public accounting as an auditor and private industry, bringing unique insight into the organizations financial reporting and compliance functions.

WORK EXPERIENCE

Talkie Communications, Inc., Director of Finance

2024 - Present

- ⇒ Overseeing Talkie's daily accounting functions, including managing the accounting, payroll, accounts payable and accounts receivable functions.
- ⇒ Assessing Talkie's current accounting operations, offering recommendations for improvement and implementing new processes.
- ⇒ Working with Talkie's executive team to guide its financial decisions including the budget process, operational cost analysis, and developing and monitoring financial performance metrics.
- ⇒ Coordinating and preparing internal and external financial statements, including coordinating activities of external auditors for regulatory and grant compliance.

EisnerAmper LLP (formerly P&N/RBM LLP), Associate Director/Partner

2019 - 2024

- ⇒ Directed, managed, and supervised all audit and assurance services and personnel provided by the firm for the Shreveport, LA office.
- ⇒ Lead project-oriented and ongoing accounting and bookkeeping services for clients, including outsourced CFO and Controller duties. Consulted with non-attest clients regarding financial analysis and reporting procedures.
- ⇒ Performed and created financial projections and budgeting schedules for clients seeking better insight and analysis into their company's financial performance and metrics.

Heard, McElroy, & Vestal, Audit Manager

2016-2019

Phillips Energy Partners, Assistant Controller

2014-2016

Hardware Resources, Cost Accounting Manager

2012-2014

KPMG LLP, Audit Manager

2007-2012

EDUCATION

Louisiana Tech University, 2002-2006

Bachelor of Science, Accounting

Master of Professional Accountancy

Certified Public Accountant (CPA), 2011-Present





SCOTT BALLARD

PROJECT ROLE

- Lead Outside Plant (OSP) Fiber-to-the-Home (FTTH) construction teams associated with any awarded projects.

PROFESSIONAL PROFILE

- More than 30 years of experience managing, installing, repairing, servicing, and maintaining underground utilities.
- Proven ability to concurrently manage multiple tasks and construction crews to effectively resolve issues and achieve swift and safe completion of FTTH projects.
- Demonstrated and proven track record as a project manager and business leader.
- Excellent communication, supervisory, and interpersonal skills.

WORK EXPERIENCE

Talkie Communications, Inc., Director of Outside Operations

2020 - Present

- ⇒ Oversees and manages all OSP FTTH construction.
- ⇒ Supervises teams of employees and contractors in deploying over 3,000 miles of FTTH projects.
- ⇒ Manages the design, engineering, development, and timely completion of FTTH projects across multiple construction crews.
- ⇒ Ensures successful and safe project completion by using extensive knowledge of electrical codes, high voltage and secondary electrical installation, repair, and maintenance.
- ⇒ Supervises the appropriate and timely preparation and completion of miss utility tickets to ensure safe digging and avoid damaging existing underground utilities.
- ⇒ Implements white lining with foremen of construction teams to accurately identify utility locations and mark out proposed paths for new construction.
- ⇒ Coordinates and conducts pre-site surveys to assess and prepare construction sites as well as ensure all necessary safety precautions are taken.

Utiliquest, Damage Prevention Technician

2015 - 2020

Danella Engineering & Construction, Damage Prevention Technician

2011 - 2015

Blue Line Construction, Project Manager

2009 - 2010

All Phase HVAC, Co-Owner

1999 - 2008

City of Dover, DE Electrical Department, Lineman

1989-2004

EDUCATION

Kent Vo-Tech (Electrical)

1983-1985

State of Delaware Apprenticeship (Journeyman Lineman)

1983-1985

Trane HVAC (Sales and Operations)

2006

Delaware State Fire School (Firefighting, Confined Space, and CPR)

1985 - Present (Maintaining certifications and training)

Exhibit C

Exhibit C has been Redacted in Its Entirety