

April 20, 2016

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Docket 657

**VIA PRIORITY MAIL**

Mr. Donald Cole, Acting Executive Director  
Virgin Islands Public Services Commission  
P.O. Box 40  
Charlotte Amalie  
Saint Thomas, VI 00804

**Re: Mobilite Management, LLC – Petition for Authorization to Operate as a Telecommunications Service Provider within the U.S. Virgin Islands**

Dear Mr. Cole:

Mobilite Management, LLC ("Mobilite Management"), by its undersigned counsel, hereby submits one (1) original redacted, public copy and one (1) original confidential copy of its Petition for Authorization to Operate as a Telecommunications Service Provider within the U.S. Virgin Islands ("Petition").

Mobilite Management respectfully requests that the Commission deem the financial statements submitted as **Exhibit C** confidential and exempt from public disclosure pursuant to 33 V.I. Code R. §§ 881(g)(3), and (6). Mobilite Management considers the information contained in the financial statements to be trade secret and competitively sensitive – the disclosure of which would give an undue advantage to competitors, and serve no public purpose. Accordingly, Mobilite Management requests that the financial statements be exempt from public disclosure pursuant to the applicable laws and regulations.

An additional copy of this transmittal letter is provided. Please date-stamp and return the additional copy of this letter in the self-addressed envelope provided.

Should you have any questions regarding the contents of this transmittal, please contact the undersigned.

Respectfully submitted,



Michael P. Donahue

*Counsel for Mobilite Management, LLC*

Enclosures

**PUBLIC VERSION**

**BEFORE THE  
VIRGIN ISLANDS PUBLIC SERVICES COMMISSION**

In the Matter of the Petition of )  
**Mobilitie Management, LLC** )  
For Authorization to Operate ) Case No. 657  
As a Telecommunications Service Provider )  
Within the U.S. Virgin Islands )

**PETITION**

Mobilitie Management, LLC (“Mobilitie Management,” or “Petitioner”), pursuant to the Rules of the Virgin Islands Public Services Commission (“Commission”), respectfully requests the Commission for authorization to provide telecommunications services in the U.S. Virgin Islands (the “Petition”).

In support of this Petition, Mobilitie Management states as follows:

**1. Petitioner’s Name and Contact Information:**

Mobilitie Management, LLC  
2220 University Drive  
Newport Beach, CA 92660  
Tel: (877) 999-7070  
Fax: (949) 274-7556  
Email: [solutions@mobilitie.com](mailto:solutions@mobilitie.com)  
Website: [www.mobilitie.com](http://www.mobilitie.com)

**2. Petitioner’s Representatives:**

Correspondence regarding the Petitioner’s ongoing regulatory compliance should be directed to:

Ethan Rogers, Senior Counsel  
Mobilitie, LLC  
2220 University Drive,  
Newport Beach, CA 92660  
Phone: (949) 999-5767  
Fax: (949) 274-7556  
Email: [ethan@mobilitie.com](mailto:ethan@mobilitie.com)

# PUBLIC VERSION

Correspondence concerning this Petition should be directed to:

Michael P. Donahue  
Keenan P. Adamchak  
Marashlian & Donahue, PLLC  
1420 Spring Hill Road, Suite 401  
McLean, VA 22102  
Tel: (703) 714-1319  
Fax: (703) 563-6222  
Email: [mpd@commlawgroup.com](mailto:mpd@commlawgroup.com)  
[kpa@commlawgroup.com](mailto:kpa@commlawgroup.com)

### 3. Corporate Information:

Petitioner is a Delaware limited liability company with its principal place of business at 2220 University Drive, Newport Beach, CA 92660. Please see Exhibit A attached hereto for a copy of Petitioner's Articles of Formation.

Petitioner's authorization to do business in the U.S. Virgin Islands is currently pending. Petitioner will update the Commission with a copy of its registration to do business in the U.S. Virgin Islands upon grant of such authority.

### 4. Registered Agent and Designated Office in the U.S. Virgin Islands:

CT Corporation System  
Waterfront Center, Suite A  
72 Kronprindesens Gade  
St. Thomas, VI 00802  
Tel: (212) 590-9009  
Email: [CLS-CTInternational@wolterskluwer.com](mailto:CLS-CTInternational@wolterskluwer.com)

### 5. Officers of Petitioner:

Name	Title	Contact Information
Christos Karmis	President	Mobilitie Management, LLC 2220 University Drive Newport Beach, CA 92660 Tel: (877) 999-7070 Fax: (949) 274-7556 Email: <a href="mailto:christos@mobilitie.com">christos@mobilitie.com</a>

## PUBLIC VERSION

### **6. Ownership Information:**

Petitioner is a wholly owned subsidiary of Mobilitie Holdings, Inc. (0.1%) and Mobilitie Holdings, LLC (99.9%). Both companies were incorporated and formed, respectively, in the State of Delaware, and maintain their principal place of business at 2220 University Drive, Newport Beach, CA 92660.

### **7. Description of Proposed Services:**

Petitioner requests authority to operate throughout the U.S. Virgin Islands – except in those areas subject to rural exemption pursuant to the Federal Communications Act. Specifically, Petitioner requests authority to provide local exchange service in all service areas that are open to competition.

Petitioner intends to provide facilities-based resold intrastate local exchange telecommunications services. Specifically, Petitioner will provide transport, backhaul, and broadband data and other voice and data services as well as other infrastructure used by carriers, emergency responders, public safety agencies, backhaul providers, and other companies. These services will be provided using a combination of fixed lines and microwave links to ensure resiliency.

Petitioner operates on a customer demand basis as each customer has individual needs that vary according to the size and type of the company, each customer will have a unique build-out plan and equipment requirement. Petitioner does not plan to deploy a system until it has a customer under contract. Consequently, Petitioner cannot meaningfully determine its projected income, expenses, and operations until a build-out plan has been identified by a prospective customer.

# PUBLIC VERSION

## **8. Interconnection Agreements:**

Petitioner has not entered into any interconnection agreements with other telecommunications providers operating in the U.S. Virgin Islands. Following grant of authority by the Commission, Petitioner will enter into any such agreements necessary to provide its services.

## **9. Petitioner's Financial, Managerial, and Technical Qualifications:**

Petitioner is financially, managerially, and technically qualified to provide competitive local exchange services in the U.S. Virgin Islands. Petitioner's operations in the U.S. Virgin Islands will be entirely financed by its parent company, Mobilitie Holdings, LLC. Furthermore, Petitioner will rely upon the experience and expertise of its affiliate, Mobilitie, LLC in providing its proposed service offerings. Please see Exhibit B attached hereto for documents demonstrating Petitioner's managerial and technical qualifications. Please also see Exhibit C attached hereto for documents supporting Petitioner's financial qualifications.

## **10. Complaints and Investigations:**

Petitioner is not currently, nor has it ever been, subject to any complaints or investigations in any jurisdiction.

## **11. Services in Other Jurisdictions:**

As a newly-formed company, Petitioner has not offered telecommunications services in any jurisdiction. However, Petitioner has been registered to provide telecommunications services in the States of North Dakota and Montana. Furthermore, Petitioner is currently applying or registering for authority to provide service in all fifty states, the District of Columbia, and Puerto Rico.

## PUBLIC VERSION

### **12. Affiliate Information:**

Petitioner's affiliate, Mobilitie, LLC ("Mobilitie"), has extensive experience and expertise in providing telecommunications services throughout the United States. A complete list of the jurisdictions in which Mobilitie is currently or has provided services is attached hereto as **Exhibit D**.

### **13. Public Interest Statement:**

Grant of this Petition would serve the public interest by expanding the availability of competitive telecommunications services in the U.S. Virgin Islands. Moreover, grant of this Petition will allow Petitioner to compete effectively in order to offer the latest services and technologies at levels meeting or exceeding those currently offered by telecommunications providers operating in the U.S. Virgin Islands. Petitioner plans to maintain, expand, and upgrade its network as necessary to meet the evolving needs and expectations of its customers in the U.S. Virgin Islands. Accordingly, the Commission's grant of this Petition would be in the public interest for the reasons stated above.

## PUBLIC VERSION

### Conclusion

WHEREFORE, Mobilitie Management, LLC respectfully requests that the Commission accept the foregoing Petition for filing, and grant Mobilitie Management, LLC the authority to provide telecommunications services within the U.S. Virgin Islands.

Respectfully Submitted,



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Michael P. Donahue  
Keenan P. Adamchak  
Marashlian & Donahue, PLLC  
1420 Spring Hill Road, Suite 401  
McLean, VA 22102  
Tel: (703) 714-1319  
Fax: (703) 563-6222  
Email: [mpd@commlawgroup.com](mailto:mpd@commlawgroup.com)  
[kpa@commlawgroup.com](mailto:kpa@commlawgroup.com)

*Counsel for Mobilitie Management, LLC*

Dated: April 20, 2016

# PUBLIC VERSION

## EXHIBIT A

### Corporate Documents

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# Delaware

The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "MOBILITIE MANAGEMENT, LLC", FILED IN THIS OFFICE ON THE ELEVENTH DAY OF DECEMBER, A.D. 2015, AT 7:40 O`CLOCK P.M.



  
Jeffrey W. Bullock, Secretary of State

5906000 8100  
SR# 20151321711

You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

Authentication: 10606892  
Date: 12-14-15

# PUBLIC VERSION

State of Delaware  
Secretary of State  
Division of Corporations  
Delivered 07:40 PM 12/11/2015  
FILED 07:40 PM 12/11/2015  
SR 20151321711 - File Number 5966000

## CERTIFICATE OF FORMATION OF MOBILITIE MANAGEMENT, LLC

December 11, 2015

The undersigned, for the purpose of forming a limited liability company under the Delaware Limited Liability Company Act (6 Del. C. § 18-101, *et seq.*), hereby certifies as follows:

1. **Name.** The name of the limited liability company formed hereby is Mobilitie Management, LLC.
2. **Registered Office.** The address of the registered office of the limited liability company is c/o Corporation Service Company, 2711 Centerville Road, Suite 400, Wilmington, New Castle County, Delaware 19808.
3. **Registered Agent.** The name and address of the registered agent for service of process of the limited liability company in the State of Delaware is Corporation Service Company, 2711 Centerville Road, Suite 400, Wilmington, New Castle County, Delaware 19808.
4. **Purpose.** To engage in any lawful act or activity for which limited liability companies may be organized under the Delaware Limited Liability Company Act (6 Del. C. § 18-101, *et seq.*).

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Formation as of the date first above written.

/s/ Gary Jabara  
GARY JABARA, Authorized Signatory

# PUBLIC VERSION

## EXHIBIT B

### **Management Resumes**

# PUBLIC VERSION

## CHRISTOS KARMIS

2220 University Drive, Newport Beach, CA 92660  
Phone: 949.999.5766 • Email: [christos@mobilitie.com](mailto:christos@mobilitie.com)

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### SUMMARY

Christos Karmis is President of Mobilitie and a recognized leader in the telecom industry.

Since joining Mobilitie, Christos led the development and implementation of our customized Lease-to-Suit™ telecom program with several of the largest national telecom carriers. He also currently oversees tower leasing and colocation activity on Mobilitie's telecom communication towers.

Before joining Mobilitie, Christos specialized in real estate advisory services and the telecom communications industry with Deloitte Consulting. While at Deloitte, he provided operational and network optimization strategies to several of the Big Six Telecom Carriers.

In addition, Christos is experienced with process improvement, technology optimization, and establishing Sarbanes-Oxley-compliant financial controls for network lease administration. He has also led due diligence projects for the sale of significant telecom communication assets.

Prior to joining Deloitte, Christos was an engineer for Harris Corporation specializing in digital mapping.

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### EXPERIENCE AND SELECTED ACHIEVEMENTS

**Mobilitie, LLC.**  
**President**

**September 2005 – Present**

Leads the development and implementation of our customized Lease-to-Suit™ telecom program with several of the largest national telecom carriers

Oversees tower leasing and colocation activity on Mobilitie's telecom communication towers

**Deloitte Consulting**  
**Telecommunications Consultant**

**August 2001 – August 2005**

Specialized in real estate advisory services and the telecom communications industry

Provided operational and network optimization strategies to several of the Big Six Telecom Carriers

Worked on process improvement, technology optimization, and establishing Sarbanes-Oxley-compliant financial controls for network lease administration

Led due diligence projects for the sale of significant telecom communication assets

**Harris Corporation**  
**Engineering Manager**

**May 1997 – August 1999**

Specialized in digital mapping

### EDUCATION

MBA, University of Florida - Warrington College of Business Administration, 1999 – 2001  
BS, Mechanical Engineering, Clemson University, 1992 – 1997

**PUBLIC VERSION**

**EXHIBIT C**

**Financial Information**

***CONFIDENTIAL – SUBMITTED UNDER SEPARATE SEAL***

***PURSUANT TO 33 V.I. CODE R. §§ 881(g)(3), and (6)***

# PUBLIC VERSION

## EXHIBIT D

### **Affiliate Information**

As of the date of this Petition, Mobilitie Management's affiliate, Mobilitie, LLC has provided or is currently providing telecommunications services in the following jurisdictions.

<u>State</u>	<u>Name of Authorization</u>	<u>Grant Date</u>
Alabama	CPCN (Local Exchange Carrier)	11/10/2015*
Alaska	CPCN (Local Exchange Carrier)	5/20/2011
Arizona	Certificate of Convenience and Necessity (Radio Frequency Transport Service)	1/19/2016
Arkansas	CPCN (Local Exchange & Interexchange Carrier)	7/16/2007
California	CPCN (resold and full facilities-based local exchange, and resold interexchange)	12/3/2010
Colorado	N/A (Default authority through state statute/no certificate held)	N/A*
Connecticut	CPCN (Reseller and Facilities-Based Interexchange Carrier)	5/27/2011
Delaware	CPCN (Local & Competitive Intrastate Carrier)	5/10/2011*
District of Columbia	Order Granting Application (Resold and Facilities-Based Local Exchange)	5/2/2010
Florida	Certificate to Provide Alternative Access Vendor Services	11/15/2006*
Georgia	Certificate of Authority (interexchange and local exchange)	12/22/2010
Hawaii	Certificate of Authority (facilities-based and resold intrastate telecom services)	4/8/2011
Idaho	Certification as a Wholesale Provider of Telecom Services	11/12/2014
Illinois	Certificate of Exchange Service Authority (facilities-based local exchange)	11/29/2006
Indiana	Certificate of Territorial Authority (facilities-based local and interexchange)	6/13/2007
Iowa	Telecom Service Provider Registration	3/15/2007
Kansas	Certificate of Convenience & Authority (local exchange)	8/27/2007
Kentucky	Telecommunications Carrier Registration (non-switched local transport authority)	3/16/2007*
Louisiana	Certificate of Authority (Competitive Access Provider)	3/9/2009*
Maine	Order approving application (facilities-based interexchange and dedicated (unswitched) telephone service)	1/12/2011*
Maryland	Letter Order approving application for authority (facilities-based local exchange and interexchange telecom services)	6/13/2007*
Massachusetts	Telecommunications Carrier Registration (Competitive Local Carrier)	1/12/2007
Michigan	Competitive Access Provider Registration	N/A*
Minnesota	Certificate of Authority (Local Niche Service)	4/25/2007
Mississippi	CPCN (facilities-based local exchange)	12/11/2014
Missouri	Certificate of Service Authority (interexchange and nonswitched local exchange)	3/26/2007*

## PUBLIC VERSION

<u>State</u>	<u>Name of Authorization</u>	<u>Grant Date</u>
Montana	Certificate of Authority (facilities-based and resold local and interexchange service)	5/30/2014
Nebraska	Order granting application for authority (facilities-based and resold local exchange and interexchange)	5/15/2007
Nevada	CPCN	4/3/2008
New Hampshire	Telecommunications Carrier Registration	10/21/2014*
New Jersey	Order granting application for authority (facilities-based and resold local exchange and interexchange)	4/27/2011
New Mexico	CPCN (local exchange)	3/26/2007*
New York	CPCN (resold telephone service)	11/27/2006
North Carolina	CPCN ( local exchange and exchange access telephone service)	12/21/2010
North Dakota	Telecommunications Carrier Registration (local and long distance)	6/20/2014
Ohio	CPCN (competitive telecom services)	11/10/2010
Oklahoma	Service Provider Certificate of Operating Authority (data-only, facilities-based and resold telecom services)	1/28/2011
Oregon	Certificate of Authority (competitive provider)	1/27/2007
Pennsylvania	Certificate of Public Convenience (Competitive Access Provider)	6/13/2011
Rhode Island	CPCN (Local Exchange Service)	4/24/2007*
South Carolina	CPCN (facilities-based and resold local and interexchange)	2/9/2011
South Dakota	Certificate of Authority (local and interexchange services)	11/16/2010
Tennessee	CPCN (competing local telecom services)	12/20/2010*
Texas	Service Provider Certificate of Operating Authority (data-only, facilities-based and resold telecom services)	4/25/2007
Utah	Certificate to Provide Public Telecom Services	10/6/2010
Vermont	Certificate of Public Good to provide intrastate telecom services	6/6/2007*
Virginia	CPCN (local and interexchange services)	7/12/2007
Washington	Competitive Telecommunications Company Registration	4/13/2007
West Virginia	Certificate of Convenience & Necessity (interexchange and competitive local exchange)	5/13/2011
Wisconsin	Certification as a competitive local exchange carrier	6/20/2007*
Wyoming	CPCN (local and interexchange)	11/21/2014*

\* Mobilitie, LLC does not currently hold authority to operate, nor provides telecommunications services in the following states: Colorado, Delaware, Florida, Kentucky, Louisiana, Maine, Maryland, Michigan, Missouri, New Hampshire, New Mexico, Rhode, Island, Tennessee, Vermont, Wisconsin, and Wyoming.

State of California )  
 )  
County of Orange )

**VERIFICATION**

Christos Karmis, being duly sworn, states that he is President of Mobilitie Management, LLC, that in such capacity, he is qualified and authorized to cause this Petition to be filed; and that he has carefully examined all the statements and matters contained in the Petition; that all such statements made and matters set forth therein are true and correct to the best of his knowledge, information, and belief. Affiant further states that the Petition is made in good faith, and with the intention of presenting evidence in support of each statement in the Petition.

Executed this \_\_\_ day of April, 2016.



\_\_\_\_\_  
Name: Christos Karmis  
Title: President  
Mobilitie Management, LLC

State of California )  
 )  
County of Orange )

TO WIT:

~~Subscribed and sworn to before me this \_\_\_ day of April, 2016.~~

~~Notary: \_\_\_\_\_~~

~~Print Name: \_\_\_\_\_~~

~~Notary Public, State of California~~



**CALIFORNIA JURAT WITH AFFIANT STATEMENT**

**GOVERNMENT CODE § 8202**

- See Attached Document (Notary to cross out lines 1-6 below)
- See Statement Below (Lines 1-6 to be completed only by document signer[s], *not* Notary)

1 \_\_\_\_\_

2 \_\_\_\_\_

3 \_\_\_\_\_

4 \_\_\_\_\_

5 \_\_\_\_\_

6 \_\_\_\_\_

Signature of Document Signer No. 1

Signature of Document Signer No. 2 (if any)

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California  
 County of Orange

Subscribed and sworn to (or affirmed) before me  
 on this 18<sup>th</sup> day of April, 2016,  
 by \_\_\_\_\_  
Date Month Year

(1) CHRISTOS KARMIS  
 (and (2) \_\_\_\_\_),  
Name(s) of Signer(s)

proved to me on the basis of satisfactory evidence  
 to be the person(s) who appeared before me.

Signature \_\_\_\_\_  
Signature of Notary Public



Seal  
 Place Notary Seal Above

**OPTIONAL**

*Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.*

**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_ Document Date: \_\_\_\_\_

Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_