



October 28, 2015

15-00101

Tennessee Regulatory Authority Chairman Herbert H. Hilliard, Executive Director Earl Taylor 502 Deaderick Street Nashville, TN 37243

Re: Local Access LLC Certificate of Public Necessity and Convenience to Provide Facilities Based Local Exchange Service

To whom it may concern:

Attached you will find the petition for a Certificate of Public Necessity and Convenience to Provide Facilities Based Local Exchange Service along with 5 copies of the petition and a check for \$50 for the filing fee. Please contact Kenny Perkins at RTC Associates LLC if you have any questions.

Thanks,

**Kenny Perkins** 

#### BEFORE THE TENNESSEE REGULATORY AUTHORITY

IN THE MATTER OF THE APPLICATION
OF LOCAL ACCESS LLC FOR A CERTIFICATE
TO PROVIDE COMPETING LOCAL
TELECOMMUNICATIONS SERVICES

### APPLICATION FOR CERTIFICATE TO PROVIDE COMPETING LOCAL TELECOMMUNICATION SERVICES

Pursuant to applicable Tennessee Statues and the Rules and Regulations of the Tennessee Regulatory Authority and Section 253 of the Federal Telecommunications Act of 1996 ("Act"), Local Access LLC ("Local Access") respectfully requests that the Tennessee Regulatory Authority ("TRA") grant to Local Access authority to provide competing local telecommunications services, including exchange access telecommunications services, within the State of Tennessee. Local Access is willing and able to comply with all applicable rules and regulations in Tennessee pertaining to the provision of competing local telecommunications services. TCA 65-4-201

In support of its Application, Local Access submits the following:

1. The full name and address of the Applicant is:

Local Access LLC 11442 Lake Butler Blvd Windermere FL 34786 Telephone: (866-841-7898)

Questions regarding this application should be directed to:

Kenny Perkins RTC Associates LLC 3075 Breckinridge Blvd Suite 425 Duluth GA 30096 Telephone: 678-436-5590

Fax: 678-681-7580 kperkins@rteteam.net www.rteteam.net

Contact name and address at the Company is:

Robert Russell 11442 Lake Butler Blvd Windermere FL 34786 Telephone: 866-841-7898

2. Organization Chart of Corporate Structure: Include any pertinent acquisition or merger information:

Please see exhibit A

#### 3. Corporate Information:

Local Access LLC is a Florida Limited Liability Company formed October 13, 2010. A copy of the Florida Good Standing is attached as exhibit B. A copy of Local Access's Authority to transact business in the State of Tennessee is provided as exhibit C. The names and addresses of the principle officers are in exhibit D. There are no officers in Tennessee. The resumes of key personnel are in exhibit E.

4. Local Access possesses the managerial, technical and financial ability to provide local telecommunications services in the State of Tennessee as demonstrated below:

#### A. Financial Qualifications:

In support of its financial qualifications, Local Access submits is most recent financial statements as exhibit F.

#### B. Managerial Ability:

As shown in exhibit E, the key personnel at Local Access have the managerial experience to successfully operate a telecommunications enterprise in Tennessee. As described in the exhibit, Local Access's management team has extensive management and business experience in telecommunications.

#### C. Technical Experience:

Local Access's services will satisfy the minimum standards established by the TRA. The company will file and maintain tariffs in the manner prescribed by the TRA and will meet minimum basic local standards, including quality of service and billing standards required of all LEC's regulated by the TRA. Applicant will not require customers to purchase CPE, which cannot be used with the Incumbent Local Exchange Carrier's systems. Local Access is certainly technically qualified to provide local exchange services in Tennessee.

#### 5. Proposed Service Area:

Local Access is already authorized to provide telecommunications services in California, Delaware, Florida, Georgia, Maryland, Massachusetts, New Jersey, New York, Texas, Virginia, and Washington DC. Additionally, Local Access has pending applications for authority in Nevada, North Carolina, Arizona, Connecticut, Oklahoma, Oregon, South Carolina, Utah, Kentucky, New Mexico, North Dakota, Alabama, New Hampshire, Nebraska, Iowa, Idaho, Louisiana, and Kansas.

The applicant proposes to offer its services throughout the State of Tennessee. The applicant offers wholesale local telecommunications services to other telecommunications providers and does not sell services to the general public.

#### 6. Repair and Maintenance:

Local Access understands the importance of effective customer service for its customers. Local Access has a toll free number for customers to call 1-866-841-7898.

Grant of the Application will further the goals of the Tennessee Legislature and further the public interest by expanding the availability of competitive telecommunications services in the State of Tennessee. In addition, since Local Access provides wholesale telecommunications to other carriers both CLEC and VOIP, it is in the public interest because services like these will provide Tennessee customers with increased efficiencies and cost savings. Authorizing Local Access to provide local exchange services will enhance materially the telecommunications infrastructure in the State of Tennessee and will facilitate economic development.

7. Small and Minority Owned Telecommunications Business Participation Plan:

Please see exhibit G – Small and minority business plan

8. Toll Dialing Parity Plan

Local Access is only providing wholesale access service to other telecommunications providers and therefore is not providing Toll Dialing Parity.

9. Applicant has served notice of this application to the eighteen (18) incumbent local exchange telephone companies in Tennessee with a statement regarding the company's intention of operating geographically:

Please see exhibit H – List of Incumbent Local Exchange Telephone Companies

Please see exhibit I – Notice to Incumbent

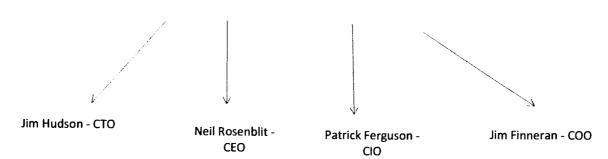
#### Conclusion:

Local Access respectfully requests that the TRA enter an order granting it a certificate of convenience and necessity to operate as a competing telecommunications service provider and authority to provide full range of local exchange on a facilities basis throughout the State of Tennessee in the service areas of the non rural ILEC that do not enjoy rural exemptions under Section 251(f) of the Telecommunications Act of 1996. For the reasons stated above, Local Access's provision of these services would promote the public interest by providing wholesale services that other telecommunications carriers can use enabling residents of Tennessee to enjoy more choice and lower prices.

Respectfully submitted this	day of	, 2015
Kenny Perkins		
RTC Associates LLC		

## EXHIBT A ORGANIZATION CHART

#### Robert Russell - President



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### EXHIBIT B GOOD STANDING FLORIDA

# State of Florida Department of State

I certify from the records of this office that LOCAL ACCESS LLC is a limited liability company organized under the laws of the State of Florida, filed on October 14, 2010, effective October 13, 2010.

The document number of this limited liability company is L10000107257.

I further certify that said limited liability company has paid all fees due this office through December 31, 2015, that its most recent annual report was filed on January 11, 2015, and that its status is active.

Given under my hand and the Great Seal of the State of Florida at Tallahassee, the Capital, this the Second day of September, 2015



Ken Deform Secretary of State

Tracking Number: CU8007775153

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication

## EXHIBIT C CERTIFICATE OF AUTHORITY

### EXHIBIT D MANAGERS INFORMATION

### Managers of Local Access LLC

Robert M Russell – 11442 Lake Butler Blvd Windermere FL 34786

### EXHIBIT E RESUMES

#### Robert Russell, President

Robert Russell is the President of Local Access LLC. As President, he is responsible for the overall strategic, technical, operational and financial success of Local Access LLC. His primary responsibilities involve strategic planning, enhancement of internal and customer facing technology systems and networks, and assurance that the operational and financial resources at Local Access are running in an efficient and effective manner.

Before co-founding Local Access, Mr. Russell led Draper Communications, owned by DCI Voice Solutions, as its CEO. DCI Voice Solutions offered a wide range of telecommunications services with its primary focus on domestic U.S. and international termination. Under Mr. Russell's leadership, DCI Voice Solutions expanded to having personnel in fourteen states and three countries, and its revenue grew more than 300 percent.

Prior to his appointment with DCI Voice Solutions, Mr. Russell was the CEO of Draper Communications and DelMarva Online, LLC (DMV), an Internet Service Provider (ISP). Mr. Russell led DMV from a small, local ISP servicing Salisbury, MD to become the largest privately held ISP on the east coast. Mr. Russell led the acquisition of seven other ISPs and expanded DMV's service area to encompass the entire U.S., as well as Canada and several Trust Territories.

Previous to his tenure with Draper Communication, Russell served General American Transportation Corporation (NYSE: GMT) as Group GM of Regional Operations and was responsible for their Midwest manufacturing, warehousing, JIT, and pre-assembly support facilities. Russell joined General American after graduating from the Florida State Business School in 1992.

#### Neil Rosenblit, CEO

An entrepreneur and visionary, Mr. Rosenblit has been involved in the start up and growth of several multi-million dollar organizations, including DCI Voice Solutions and Blitz Telecom Consulting Services, where he has held primary responsibility for sales, marketing, agent relations, client development, revenue retention, corporate affairs, and business development. Mr. Rosenblit has been in the telecommunications industry for more than fourteen years, overseeing and managing the launch of services including colocation, e-commerce applications, voice origination, voice termination, internet access, and implementation of proprietary call routing applications. Mr. Rosenblit has more than 23 years of experience in building and managing highly trained sales organizations and has extensive experience in developing and managing the sales strategy that is being deployed by Local Acess which includes carrier, wholesale, and retail.

#### Jim Finneran, COO / CO

Mr. Finneran is the Chief Operating Officer and Compliance Officer for Local Access LLC. For the past 22 years, Mr. Finneran has been involved with the negotiation and

implementation of more than 1,000 contracts and agreements which have an aggregated value of more than \$1 billion. Mr. Finneran's contract expertise spans local, state, and federal governments, as well the private sector both in the U.S. and internationally. Mr. Finneran has also had extensive training and experience with government regulations and corporate best practices policies, therefore he holds the dual role responsibility of government compliance. Mr. Finneran is responsible for managing the firm's Subpoena Compliance Group and its multiple third-party legal firms. At various times, Mr. Finneran has lead a number of privately held businesses as a CEO, was honored as an Ernst and Young Entrepreneur of the Year, and has guided multiple firms to their listing on the Inc. 500. Mr. Finneran graduated in 1987 from Salisbury University with a degree in Information Technology

#### Jim Hudson - CTO

As Chief Technology Officer, Mr. Hudson is responsible for software development of all back-office systems, including billing, order management, quoting, invoice tracking, provisioning, inventory, and workflow. In addition, he oversees network management systems and internal IT infrastructure. Mr. Hudson has more than 15 years of experience in information technology, including software implementation, programming, client server network architecture and design, LAN/WAN configuration and management, and hardware implementation and management

Prior to joining Local Access, Mr. Hudson oversaw the development of the Blitz Telecom Consulting VoIP network and wasresponsible for managing more than a billion minutes of local voice calls nationwide each month. Mr. Hudson developed and deployed multiple internal monitoring systems overseeing the firm's Network Operations Center and personnel, managing vendor relations, outsourcing, and software services division.

Mr. Hudson joined Draper Communications in 1999 as the Director of Web Services. Hudson managed the hosting and programming divisions of Draper's DelMarVa Online ISP before assuming the role of CTO at Draper's subsidiary DCI Voice Solutions in 2005. At DCI, Mr. Hudson was responsible for running the company's engineering and support departments, managing domestic and international termination vendors, deploying VoIP origination services, and developing technology strategies to augment the product line.

Prior to his tenure with DCI, Mr. Hudson worked at Marriott International (NYSE: MAR) as a data integrity specialist focusing on business continuity. Hudson graduated suma cum laude from Salisbury University with two bachelors degrees, one in 1994 in History and English and another in 1996 in Communications. He also attended graduate school at University of Maryland.

#### Patrick Ferguson - CIO

Patrick Ferguson is the Chief Information Officer for Local Access LLC. As CIO, he is responsible for the overall network operations, engineering, network planning, facilities, and strategic and operational technology resources. For the last 17 years, Mr. Ferguson has been in the network and telecommunications industry providing design, technical, procurement and project management for small, medium, and large-scale TCP/IP based networks, VoIP networks, and local and long distance networks.

Prior to joining Local Access LLC, Mr. Ferguson designed and managed Blitz Telecom Consulting's VoIP local exchange service. Mr. Ferguson oversaw the growth of the Blitz telecom service where it became one of the largest local access services in the U.S.

Prior to working with Blitz Telecom Consulting, Mr. Ferguson was responsible for deploying the infrastructure and software systms for DCI Voice Solutions, including multiple locations in the U.S. and U.K. DCI Voice Solutions operated various switching platforms, including both traditional TDM (Nortel DMS-GSP) as well as NG VoIP switches. He was responsible for all of the design and building of DCI Voice Solutions voice and data networking technologies and infrastructure.

In 1995, Mr. Ferguson joined Delmarva Online, LLC as a Unix System Administrator, and he was quickly promoted to the Senior System Administrator role, where he managed the complete design and development of a large national ISP. While at Delmarva Online, LLC Mr. Ferguson assumed the role of Network Operations Manager, as well as continuing to oversee the ISP IT infrastructure, where he was tasked with the design and technical operations of their large-scale broadband TCP/IP network.

Mr. Ferguson has several certifications, including Cisco CCENT, CCNA, and CCDA, as well as Innovatia Nortel DMS certifications.

## EXHIBIT F FINANCIAL STATEMENTS



### STATE OF TENNESSEE Tre Hargett, Secretary of State

Division of Business Services William R. Snodgrass Tower 312 Rosa L. Parks AVE, 6th FL Nashville, TN 37243-1102

Local Access LLC **STE 425** 3075 BRECKINRIDGE BLVD DULUTH, GA 30096-4981

September 18, 2015

10/13/2010

B0148-2928

### Filing Acknowledgment

Please review the filing information below and notify our office immediately of any discrepancies.

SOS Control #:

000814572

Filing Type:

Limited Liability Company - Foreign

Filing Date: Delayed Effective Date: 09/18/2015 8:48 AM

Status:

10/01/2015 12:00 AM

**Duration Term:** 

Active Perpetual

Managed By:

Manager Managed

**Document Receipt** 

Receipt #: 002239409

\$300.00 \$300.00

Payment-Check/MO - RTC-CIS, INC, DULUTH, GA

Registered Agent Address:

INCORP SERVICES, INC.

**STE 317** 

216 CENTERVIEW DR

BRENTWOOD, TN 37027-3226

Principal Address:

Date Formed:

Image # :

11442 LAKE BUTLER BLVD WINDERMERE, FL 34786-7813

Formation Locale: FLORIDA

Annual Report Due: 04/01/2016

Filing Fee:

Fiscal Year Close: 12

Congratulations on the successful filing of your Application for Certificate of Authority for Local Access LLC in the State of Tennessee which is effective on the date shown above. Please visit the Tennessee Department of Revenue website (apps.tn.gov/bizreg) to determine your online tax registration requirements. If you need to obtain a Certificate of Existence for this entity, you can request, pay for, and recieve it from our website.

You must file an Annual Report with this office on or before the Annual Report Due Date noted above and maintain a Registered Office and Registered Agent. Failure to do so will subject the business to Administrative Dissolution/Revocation.

Secretary of State

Processed By: Wesley Notestine

## EXHIBIT G MINORITY BUSINESS PLAN

#### Local Access, LLC

## SMALL AND MINORITY-OWNED TELECOMMUNICATIONS BUSINESS PARTICIPATION PLAN

Pursuit to T.C.A. §65-5-212, as ame	nded,	Local Access, LLC	submits this
small and minority-owned Telecommunications business participation plan along with its Application for a Certificate			
of Public Convenience and Necessity to	resell intrastate and local ex	change services in Ten	nessee.
I. PURPOSE			
The purpose of §65-5-212 is to prov	ide opportunities for small	and minority-owned bu	sinesses to provide
goods and services to Telecommunication	ns service providers.	Local	Access, LLC
is committed to the goals of §65-5-212 at	nd to taking steps to suppor	t the partication of sma	ll and
minority-owned Telecommunications but	sinesses in the Telecommu	nications industry.	
Local Access, LLC	will endeav	or to provide opportuni	ties for small and
minority-owned Telecommunications business to compete for contracts and subcontracts for goods and services. As			
part of its procurement process,	Local Access	LLC	_will make efforts to identify
and inform minority-owned and small businesses that are qualified and capable of providing goods and services to			
Local Access, LLC of such opportunities.			
Local Access, LLC	representati	ves have already contac	cted the Department of
Economics and Community Development, the administrator of the small and minority-owned Telecommunications			
assistance program, to obtain a list of qualified vendors. Moreover,			
Local Access, LLC	will seek to	increase awareness of	such opportunities
so that companies not otherwise identified will have sufficient information to participate in the procurement process.			
II. DEFINITIONS			
As defined in §65-5-212.			
Minority-Owned Business. Minority-owned business shall mean a business which is solely owned, or at			
lease fifty-one percent (51%) of the assets or outstanding stock of which is owned, by an individual who			

personally manages and controls dailty operations of such business, and who is impeded from normal entry

into the economic mainstream because of race, religion, sex or national origin ans such business has annual

gross receipts of less than four million dollars (\$4,000,000).

Small Business. Small Business shall mean a business with annual gross receipts of less than four million dollars (\$4,000,000).

#### III. ADMINISTRATION

Local Access, LLC	plan will be overseen and administered by the individual
named below, hereinafter referred to as the Adminis	strator, who will be responsible for carrying out and promoting
Local Access, LLC	full efforts to provide equal opportunities for small and
minority-owned businesses. The Administrator of t	he Plan will be:
Robert Russell	
Local Access, LLC	
11442 Lake Butler Boulevard	<del></del>
Windermere FL 47	86-0000
Telephone: 866-841-7898	
Facisimile:	

The Administrator's responsibilities will include:

- (1) Maintaining an updated Plan in full compliance with §65-5-212 and the rules and orders of the Tennessee Regulatory Authority.
- (2) Establishing and developing policies and procedures necessary for the successful implementation of the Plan.
- (3) Preparing and submitting such forms as may be required by the Tennessee Regulatory Authority, including the filing of required annual updates.
- (4) Serving as the primary liaison to and cooperate with the Tennessee Regulatory Authority, other agencies of the State of Tennessee, and small and minority-owned businesses to locate and use qualified small and minority-owned businesses as defined in §65-5-212.
- (5) Searching for and developing opportunities to use small and minority-owned businesses and encouraging such businesses to participate in and bid on contracts and subcontracts.
- (6) Providing records and reports and cooperate in any authorized surveys as required by the Tennessee Regulatory Authority.
- (7) Establishin a record-keeping system to tracl qualified small and minority-owned businesses and efforts to use such businesses.

(8) Providing information and educational activities to persons within		
Local Access, LLC and training such persons to seek out, encourage, and promote		
the use of small and minority-owned businesses.		
In performance of these duties, the Administrator will utilize a number of resources, including:		
Chambers of Commerce		
The Tennessee Department of Economic and Community Development		
The United States Department of Commerce		
Small Business Administration		
Office of Minority Business		
The National Minority Supplier Development Counsel		
The National Association of Women Business Owners		
The National Association of Minority Contractors		
Historically Black Colleges, Universities, and Minority Institutions		
The efforts to promote and ensure equal opportunities for small and minority-owned businesses are		
owned businesses are primarily spelled out in the Administrator's duties above. Additional efforts to provide		
opportunities to small and minority-owned businesses will include offering, where appropriate and feasible,		
small and minority-owned businesses assistance with technical, insurance, bonding, licensing, production, and		
deadline requirements.		
IV. RECORDS AND COMPLIANCE REPORTS		
Local Access, LLC will maintain records of qualified small and minority-owned		
business and efforts to use the goods and services of such businesses. In additional,		
Local Access, LLC will maintain records of educational and training activities		
conducted or attended and of the internal procurement procedures adopted to support this plan.		
Local Access, LLC will submit records and reports required by the Tennessee		
Regulatory Authority concerning the Plan. Moreover, Local Access, LLC will		
cooperate fully with any surveys and studies required by the Tennessee Regulatory Authority.		

Local Access, LLC

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## EXHIBIT H LIST OF INCUMBENT PROVIDERS

### INCUMBENT LOCAL EXCHANGE CARRIERS (ILECs) JUNE 30, 2006

Company Name	Address		Zip	Phone
Ardmore Telephone Company, Inc.	PO Box 549	,		256-423-2131
BellSouth Telecommunications, Inc.	333 Commerce Street	Nashville, TN	37201	615-214-4066
CenturyTel of Adamsville	PO Box 4065	Monroe, LA	71211	318-362-1583
CenturyTel of Claiborne, Inc.	PO Box 4065	Monroe, LA	71211	318-362-1583
CenturyTel of Ooltewah-Collegedale, Inc.	PO Box 4065	Monroe, LA	71211	318-362-1583
Frontier Communications of Tennessee	300 Bland Street, P.O. Box 770	Bluefield, WV	24701	304-325-1216
f/k/a Citizens Communications of Tennessee				
Frontier Communications of the Volunteer State	300 Bland Street, P.O. Box 770	Bluefield, WV	24701	304-325-1216
f/k/a Citizens Communications of the Volunteer State				
Concord Telephone Exchange (TDS Telecom)	PO Box 22995	Knoxville, TN	37933	865-671-4753
Crockett Telephone Company, Inc. (TEC)	C/O TSI Processing Center PO Box 24207	Jackson, MS	39225	731-677-8181
Humphrey's County Telephone Company	PO Box 22995	Knoxville, TN	37933	865-671-4753
Loretto Telephone Company, Inc.	PO Box 130	Loretto, TN	38469	931-853-4351
Millington Telephone Company, Inc.	4880 Navy Road	Millington, TN	38053	901-872-3311
Peoples Telephone Company, Inc. (TEC)	C/O TSI Processing Center PO Box 24207	Jackson, MS	39225	931-289-4221
Embarq Communications, Inc.	14111 Capital Blvd.	Wake Forest, NC	27587	512-867-1071
Tellico Telephone Company (TDS Tlecom)	PO Box 22995	Knoxville, TN	37933	865-671-4753
Tennessee Telephone Company (TDS Telecom)	PO Box 22995	Knoxville, TN	37933	865-671-4753
United Telephone Company	PO Box 38	Chapel Hill, TN		931-364-2289
West Tennessee Telephone Company (TEC)	C/O TSI Processing Center PO Box 24207	Jackson, MS	39225	731-742-2211

### EXHIBIT I NOTICE TO INCUMBENT PROVIDERS

### BEFORE THE TENNESSEE REGULATORY AUTHORITY

IN THE MATTER OF THE APPLICATION OF LOCAL ACCESS LLC FOR A CERTIFICATE TO PROVIDE COMPETING LOCAL TELECOMMUNICATIONS SERVICES	) ) )
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NOTICE OF FILIN	IG
TO: ALL INCUMBENT LOCAL EXCHANGE CARRI	ERS (ILECS)
PLEASE TAKE NOTICE, that in accordance with the To	ennessee Regulatory Authority Rules
for the Provision of Competitive Intrastate Telecommuni	cations Services, you are hereby given
notice that on, 2015, Local Access L	LC filed an Application for a
Certificate of Public Convenience and Necessity to Provi	ide Competing Local
Telecommunications Services.	
This, 2015	
	Local Access LLC
By: _	
	Kenny Perkins Authorized Agent