

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA**



FILED

05-31-12
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Fireline Network Solutions, Inc. d/b/a Fireline Broadband for a
Certificate of Public Convenience and Necessity to Provide
Limited Facilities-based and Resold Local Exchange and
Interexchange Services in the State of California

A.12-04-013
(Filed April 13, 2012)

**FIRELINE NETWORK SOLUTIONS, INC. D/B/A FIRELINE BROADBAND
SUPPLEMENT TO APPLICATION**

Patrick D. Crocker
Crocker & Crocker
The Kalamazoo Building
107 W. Michigan Ave, 4th Floor
Kalamazoo, MI 49007
Tel: (269) 381-8893
Fax: (269) 381-4855
Email: Patrick@crockerlawfirm.com

May 31, 2012

1. The Application seeks authority in the service territories of “AT&T California, Verizon and TelePacific...” The California Public Utilities Commission (“CPUC”) issues CPCNs to competitive telecom companies based on the service territories of the state’s incumbent local exchange carriers (“ILECs”). There are four ILECs in whose service territory the Commission has approved local exchange competition, and TelePacific is not one of them.

Applicant requests that the California Public Utilities commission issue the CPCN in the following service areas: AT&T California, Frontier/Citizens, Verizon California and Verizon West Coast.

2. CPUC regulations specify that Applicants for CPCNs submit each of the following certifications. (Certifications need not be notarized, but should be attested to under penalty of perjury.) If you are unable to certify to the below statements, then we will need to have your detailed explanation as to why not.
 - a. To the best of Applicant’s knowledge, neither Applicant, any affiliate, officer, director, partner, nor owner of more than 10% of Applicant, or any person acting in such capacity, whether or not formally appointed, has been sanctioned by the Federal Communications Commission or any state regulatory agency for failure to comply with any regulatory statute, rule, or order.
 - b. No affiliate, officer, director, partner or person owning more than 10% of Applicant, or anyone acting in such a capacity, whether or not formally appointed, held one of these positions with a telecommunications carrier that filed for bankruptcy, or has been found either criminally or civilly liable by a court of appropriate jurisdiction for a violation of § 17000, *et seq.*, of the California Business and Professions Code, or for any actions which involved misrepresentations to consumers and, to the best of Applicant’s knowledge, is not currently under investigation for similar violations.

Attached hereto as Exhibit A, please see an executed copy of the certifications.

3. The map attached as Exhibit B to the Application does not depict the entire service territories of AT&T California or Verizon California, not to mention the other two ILECs in whose service territories the Commission has authorized local exchange competition. Please submit a map that depicts the entire service territories of the ILECs in whose service territories the Applicant seeks authority to provide local exchange service.

Attached hereto as Exhibit B, please see an updated map.

4. The balance sheet and income statement submitted as Exhibit C to the Application does not indicate whether they constitute an audited financial statement. The CPUC does not accept unaudited financial statements as evidence of Applicants' financial qualification. An *audited* financial statement demonstrating the availability of sufficient cash flow to meet the rules' requirement would be acceptable. Failing the availability of an audited financial statement, the Commission will accept any of the following financial instruments to satisfy the applicable unencumbered cash requirements:
 - a. Cash or cash equivalent, including cashier's check, sight draft, performance bond proceeds, or traveler's checks;
 - b. Certificate of deposit or other liquid deposit, with a reputable bank or other financial institution (if relying on bank deposits, please provide at least three consecutive monthly statements showing the availability of the required cash);
 - c. Preferred stock proceeds or other corporate shareholder equity, provided that use is restricted to maintenance of working capital for a period of at least twelve (12) months beyond certification of the Applicant by the Commission;
 - d. Letter of credit, issued by a reputable bank or other financial institution, irrevocable for a period of at least twelve (12) months beyond certification of the Application by the Commission;

- e. Line of credit or other loan, issued by a reputable bank or other financial institution, for a period of at least twelve (12) months beyond certification of the Applicant by the Commission, and payable on an interest-only basis for the same period;
- f. Loan, issued by a qualified subsidiary, affiliate of Applicant, or a qualified corporation holding controlling interest in the Applicant, irrevocable for a period of at least twelve (12) months beyond certification of the Applicant by the Commission, and payable on an interest-only basis for the same period;
- g. Guarantee, issued by a corporation, co-partnership, or other person or association, irrevocable for a period of at least twelve (12) months beyond certification of the Applicant by the Commission; or
- h. Guarantee, issued by qualified subsidiary, affiliate of Applicant, or a qualified corporation holding controlling interest in the Applicant, irrevocable for a period of at least twelve (12) months beyond certification of the Applicant by the Commission.

Please submit either an audited financial statement showing free cash of \$100,000 or more, or one of the instruments described above with your Supplement to the Application.

Attached hereto as Exhibit C, please find a copy of Applicant's Line of Credit with Chase Bank.

5. Please explain what deposits, if any, are required to be provided to other telecommunications carriers in order to provide the telecommunications services for which the Application seeks authorization to provide. Stating that you are not aware of any, or that you are prepared to pay them if required, is not sufficient. For each required deposit, please indicate the carrier requiring the deposit, the amount, and when it was (or is expected to be) paid. Your audited financial statement or cash equivalent identified above must show the immediate availability of \$100,000 *plus* the deposits described in this paragraph.

Applicant has provided no deposits to other telecommunications carriers in order to provide telecommunications services for which Applicant seek authority under this Application.

6. The biographies submitted as Exhibit F to the Application are not very informative regarding Applicant's managerial and technical competence to operate a telecommunications company. If Mr. Hendrie is the only director of Fireline Network Solutions, you might wish to supplement his biography to emphasize his technical and managerial experience, with a focus on any experience he may have in managing a telecommunications company. If there are other directors of the company, you should provide their biographies, as well, focusing on their technical and managerial experience in the telecommunications market. The other two biographies found in Exhibit F to the Application do not reflect substantial technical or managerial expertise in telecommunications; if there are other employees, partners, or principals of the firm whose biographies demonstrate such expertise, it would be in your client's interest to submit them. If there are no other employees, partners or principals of the firm, then you should provide more information about each person named in Exhibit F to demonstrate the firm's technical and managerial competence to operate a telecommunications company.

Attached hereto as Exhibit D, please find a copy of Applicant's updated biographical data.

Dated: May 31, 2012

Respectfully submitted,

Fireline Network Solutions, Inc.
d/b/a Fireline Broadband

/s/ Patrick D. Crocker
Patrick D. Crocker
Crocker & Crocker
The Kalamazoo Building
107 W. Michigan Ave, 4th Floor
Kalamazoo, MI 49007
Tel: (269) 381-8893
Fax: (269) 381-4855
Email: Patrick@crockerlawfirm.com

EXHIBIT A

CERTIFICATION

I, **Dave Hendrie, President of Fireline Network Solutions, Inc. d/b/a Fireline Broadband** ("the Company"), hereby certify, under the penalty of perjury, that to the best of my knowledge, neither the Company, nor any affiliate, officer, director, partner, or owner of more than 10% of the Company, or any person acting in such capacity, whether or not formally appointed, has been sanctioned by the Federal Communications Commission or any state regulatory agency for failure to comply with any regulatory statute, rule, or order.



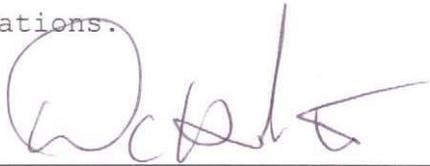
Dave Hendrie, President

5/24/12

Date

CERTIFICATION

I, **Dave Hendrie, President of Fireline Network Solutions, Inc. d/b/a Fireline Broadband** ("the Company"), hereby certify, under the penalty of perjury, that no affiliate, officer, director, partner or person owning more than 10% of the Company, or anyone acting in such a capacity, whether or not formally appointed, held one of these positions with a telecommunications carrier that filed for bankruptcy, or has been found either criminally or civilly liable by a court of appropriate jurisdiction for a violation of § 17000, *et seq.*, of the California Business and Professions Code, or for any actions which involved misrepresentations to consumers and, to the best of the Company's knowledge, is not currently under investigation for similar violations.

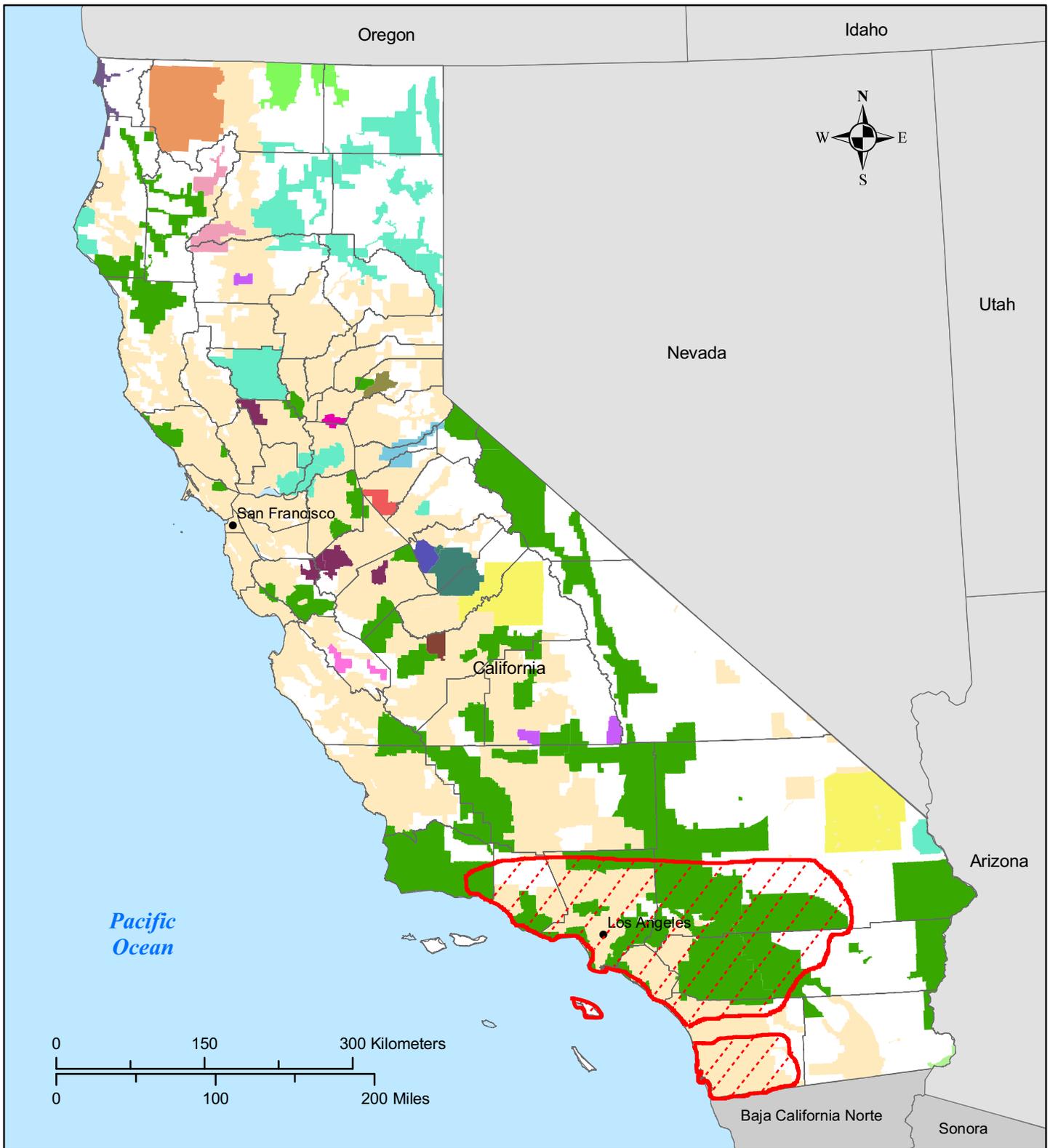


Dave Hendrie, President

Date 5/24/14

EXHIBIT B

ILEC Territories In California and Fireline Network Solutions Footprint - Jan. 2012



ILEC Territories

AT&T California	Frontier/Citizens	Pinnacles	TDS Telecom	unfiled territory
Cal-Ore	Global Valley Networks	Ponderosa	Verizon California	
Calaveras	Happy Valley	Sierra	Verizon West Coast	
Ducor	Hornitos	Siskiyou	Volcano	
Foresthill	Kerman	SureWest	Winterhaven	Fireline Network Solutions

Disclaimer: The map is based on the most current information provided on the CPUC's website. Fireline Network Solutions, Inc. does not warrant its accuracy.
 Source: Fireline Network Solutions, Inc 2012 Service Coverage; CPUC's ILEC Territories 2008 map

EXHIBIT C

May 24, 2012

California Public Utilities Commission
C/O Patrick D. Crocker
Crocker & Crocker
107 W Michigan Avenue, 4th FL
Kalamazoo, MI 49007

To whom it may concern,

We are pleased to inform you that Fireline Network Solutions Inc. DBA Fireline Broadband has an available business line of credit with a limit over \$100,000 which is available for them to use at their request for the next 24 months. Once an amount is requested monthly payments of interest only will be required. Funds are available for distribution within one business day of request.

I can be reached at 626-577-6229 with any questions. I look forward to working with you on behalf of Fireline Network Solutions, Inc. DBA Fireline Broadband.

Very Truly yours,



Sergio Aguilar
AVP / Relationship Manager
Municipal Advisor
860 E Colorado BLVD 2nd Floor
Pasadena, CA 91107
562-712-7783

EXHIBIT D

ORGANIZATION AND QUALIFICATION TO TRANSACT BUSINESS

Fireline Network Solutions, Inc., Management Profiles

Dave C. Hendrie – Founder and President

As founder of Fireline Network Solutions, Mr. Hendrie's primary focus has been to create a world class Internet Service Provider that provides businesses with affordable communications primarily in underserved areas. With more than 20 years experience in the telecom and data communication industry, Mr. Hendrie has extensive working knowledge in ATM, IP, infrastructure aggregation, telecommunications construction, and fiber-optic planning and deployment. He implemented many core telecommunications competencies in building Fireline Network Solutions internal infrastructure. Competencies include FCC licensed microwave, ATM (T1 through OC-768), IPv4, IPv6, Layer2 switching, Layer3 routing, dynamic routing protocols such as BGP, OSPF and EDP as well as optical muxing via CWDM and DWDM passive and active filters. Aggregation platforms include Lucent, Nortel, Juniper, Cisco, Extreme, Adtran, and Copper Mountain. Mr. Hendrie has established peering relationships with over 2000 networks and has customers in every major vertical market. Fireline Network Solutions is one of the largest privately owned Internet Service Providers in California. Mr. Hendrie has experienced firsthand, the requirements of building a successful communications company.

Earlier in his career, Mr. Hendrie was the Network & Telecommunications Director for Daewoo Motor America, where he directed the implementation of a nationwide voice and data communications infrastructure across 650 Daewoo Motor Dealerships using ATM and thin client computing. This included multi-million dollar contract negotiations with Data General, off-site data recovery, and a complete disaster recovery plan with a standby facility in Arizona. Under his leadership, Daewoo experienced a 100% service uptime.

Prior to accepting the position at Daewoo, Mr. Hendrie independently wrote software that managed wireless communications for the transportation industry. The software allowed dispatchers to track their drivers and shipments wirelessly, without the need for driver intervention.

Mr. Hendrie attended UCLA for Computer Science and ITT Technical Institute for Electronics in Communications.

Garabed Yegavian – Director of Information Technology

Mr. Yegavian has over 17 years of network engineering, Data, VOIP and Network Operations experience in the Telecommunications Industry. Yegavian is responsible for Fireline Network Solutions internal and external network infrastructure, engineering and expansion plans.

Prior to joining Fireline Network Solutions, Inc., served as Senior Network Engineer at US Telecom where he led the development and implementation of a voice and data communications network for several major projects including the Hilton Hotel and The Alisal Guest Ranch. Prior to that, he was Senior Survey Engineer at Pacific Bell responsible for analyzing, supporting and evaluating communications platforms.

Mr. Yegavian received his Bachelor of Science Telecommunications Technology from Mt. Sierra College in Monrovia, Ca.

Jennifer Rojanavanij – Director of Human Resources and Sales Development

With over 15 years experience at three global brand companies, Ms. Rojanavanij has extensive experience working in communications, electronics, medical and action sport industry. Since joining Fireline Network Solutions, she has been responsible for all aspects of Human Resources including training and development, in addition to direct sales and agent program of all product divisions.

Prior to joining Fireline Network Solutions, Ms. Rojanavanij held senior management positions at Times Mirror Company, Billabong USA and Samsung America. She served as Director of Human Resources and Retail Sales at Billabong USA where she managed the retail division growth and development in the consumer market. Ms. Rojanavanij was a Director at Samsung America, a division that focused on mergers and acquisitions of both start-up and established companies in the telecommunications, Internet and high-tech consumer product market.

Ms. Rojanavanij received her Bachelor of Arts degree in Sales and Marketing from California Polytechnic University and her Master's Degree from Chapman University. She is in the process of completing her Juris Doctorate at Loyola Marymount School of Law.

Angel A. Barragán – Director of Marketing and Operations

Mr. Barragán has over 18 years experience in marketing, sales, finance, planning, information systems, retention, administration and operations. While at Fireline Network Solutions, he is responsible all aspects of product research, product development, product management and product marketing. Mr. Barragán oversees sales operations, including a strategic sales support division that provides marketing support for enterprise sales. In addition, Mr. Barragán leads operation efforts, including acquisitions for the company across Los Angeles, Ventura, Kern, San Bernardino, Orange, Riverside and San Diego Counties.

Prior to joining Fireline Network Solutions, Inc., Mr. Barragán was a member of the senior marketing team for impreMedia, the largest Spanish-language multimedia company in the

country. He was responsible for market share penetration in the top 5 Spanish-language markets in the United States - Los Angeles, Houston, San Francisco, Chicago, and Miami. Mr. Barragán provides consulting services for medium to large organizations in various industries including radio, print, broadcasting and online communications. Prior to that, he was the Director of Sales and Marketing for DirecTv where he managed direct sales, affinity partnerships, and outside agent programs.

Mr. Barragán holds a Bachelor of Arts degree in Psychology and a Master of Business Administration Loyola Marymount University in Los Angeles, California.

Krista MacNevin Jee – General Counsel

Ms. Jee has several years of legal practice experience. She possess deep knowledge of municipal law, including land use, contract, environmental, code enforcement, franchises, state and federal compliance and drafting municipal codes. Ms. Jee graduated magna cum laude from Whittier College, School of Law in 1998 and was admitted to practice law in the State of California the same year. While attending Whittier College, School of Law Ms. Jee served as Editor of the Whittier Law Review. She graduated magna cum laude from California State Polytechnic University.