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02 SEP 13 AM 11:01

Lance J.M. Steinhart, P.C.
Attorney At Law
1720 Windward Concourse
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Alpharetta, Georgia 30005

ORIGINAL

Also Admitted in New York
and Maryland

Telephone: (770) 232-9200
Facsimile: (770) 232-9208

September 4, 2002

VIA OVERNIGHT DELIVERY

Florida Public Service Commission
Attn: Walter D'Haeseleer
Competitive Markets & Enforcement
2540 Shumard Oak Blvd.
Gunter Bldg.
Tallahassee, Florida 32399-0850
(850) 413-6600

deposit information to forward
initials of person who forwarded check
LJM

DISTRIBUTION CENTER
02 SEP 13 AM 10:35

Re: Trans National Communications International, Inc.

Dear Mr. D'Haeseleer:

020980-TX

Enclosed please find one original and six (6) copies of Trans National Communications International, Inc.'s (Trans National) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

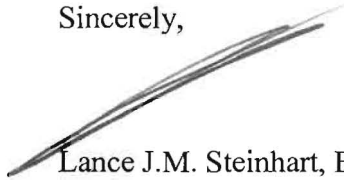
I also have enclosed a check in the amount of \$802.50 payable to the Florida Public Service Commission to cover the following:

- \$250.00 re-certification fee
- \$500.00 fine
- \$ 50.00 fee for 2002 ALEC RAF report
- \$ 2.50 late payment due for the 2001 ALEC RAF report

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding this matter, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.
Attorney for Trans National Communications International, Inc.

Enclosures
cc: Brian Twomey

RECEIVED & FILED



FPSC-BUREAU OF RECORDS

DOCUMENT NUMBER-DATE

09740 SEP 13 08

FPSC-COMMISSION CLERK

TCS Corporate Services, Inc. 01-00
1720 Windward Concourse
Suite 250
Alpharetta, GA 30005
(678) 775-2244

BANK OF AMERICA
NATIONAL ASSOCIATION
ACWORTH, GA 30101
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1384 - 2000 INTUIT INC * 728 1-800-433-8810

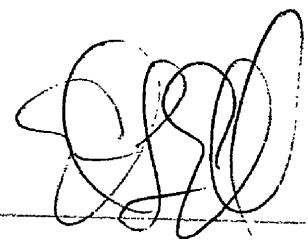
PAY TO THE
ORDER OF Florida PSC

\$**802.50

Eight Hundred Two and 50/100*****

Florida PSC

DOLLARS  



MEMO Trans National Re-Certification

MP

**** FLORIDA PUBLIC SERVICE COMMISSION ****

DIVISION OF REGULATORY OVERSIGHT
CERTIFICATION SECTION

APPLICATION FORM
for
AUTHORITY TO PROVIDE
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Page 12).

Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.

Use a separate sheet for each answer which will not fit the allotted space.

Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250.00 to:

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

If you have questions about completing the form, contact:

Florida Public Service Commission
Division of Regulatory Oversight
Certification Section
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6480

APPLICATION

1. This is an application for \checkmark (check one):

- Original certificate (new company).
- Approval of transfer of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.
- Approval of assignment of existing certificate: Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.
- Approval of transfer of control: Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

Trans National Communications International, Inc.

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

4. Official mailing address (including street name & number, post office box, city, state, zip code):

2 Charlesgate West

Boston

MA

02215

5. Florida address (including street name & number, post office box, city, state, zip code):

None

6. Structure of organization:

- | | |
|---|--|
| <input type="checkbox"/> Individual | <input type="checkbox"/> Corporation |
| <input checked="" type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Other _____ | |

7. If individual, provide:

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

8. If incorporated in Florida, provide proof of authority to operate in Florida:

(a) The Florida Secretary of State corporate registration number:

9. **If foreign corporation**, provide proof of authority to operate in Florida:

(a) The Florida Secretary of State corporate registration number:

F97000002666

10. **If using fictitious name-d/b/a**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

(a) The Florida Secretary of State fictitious name registration number:

11. **If a limited liability partnership**, provide proof of registration to operate in Florida:

(a) The Florida Secretary of State registration number:

12. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) The Florida registration number: _____

14. Provide **F.E.I. Number**(if applicable): 04-3284489

15. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Provide explanation.

No

(b) an officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

No

16. Who will serve as liaison to the Commission with regard to the following?

(a) The application:

Name: Lance J.M. Steinhart

Title: Regulatory Counsel

Address: 1720 Windward Concourse

City/State/Zip: Alpharetta, Georgia 30005

Telephone No.: (770) 232-9200 Fax No.: (770) 232-9208

Internet E-Mail Address: lsteinhart@telecomcounsel.com

Internet Website Address: _____

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

Name: Brian Twomey
Title: President
Address: 2 Charlesgate West
City/State/Zip: Boston MA 02215
Telephone No.: (617) 369-1000 Fax No.: (617) 369-1110

Internet E-Mail Address: _____
Internet Website Address: www.tncii.com

(c) Complaints/Inquiries from customers:

Name: Reinier Moquette
Title: Customer Service Manager
Address: 2 Charlesgate West
City/State/Zip: Boston MA 02215
Telephone No.: (800) 800-8400 Fax No.: (617) 369-1110

Internet E-Mail Address: _____
Internet Website Address: www.tncii.com

17. List the states in which the applicant:

(a) has operated as an alternative local exchange company.

California, Georgia, Illinois, Massachusetts, Michigan, New York,
Ohio and Washington

(b) has applications pending to be certificated as an alternative local exchange company.

None.

(c) is certificated to operate as an alternative local exchange company.

California, Connecticut, District of Columbia, Florida, Georgia, Illinois,
Massachusetts, Maryland, Michigan, Minnesota, New Jersey, New York, Ohio,
Pennsylvania, South Carolina, Texas, Virginia and Washington

(d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

None

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

None

(f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

None

18. Submit the following:

A. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

See Attached biographical information.

B. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

See Attached biographical information. In addition, the company will rely upon its underlying facilities-based carriers for technical maintenance.

C. Financial capability.

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer **affirming that the financial statements are true and correct** and should include:

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

NOTE: *This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.*

Further, the following (which includes supporting documentation) should be provided:

1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.

THIS PAGE MUST BE COMPLETED AND SIGNED
APPLICANT ACKNOWLEDGMENT STATEMENT

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:

Dennis R. Bilodeau

Print Name

Vice President of Finance

Title

(617) 369-1000

Telephone No.

Dennis R. Bilodeau

Signature

8/27/02

Date

(617) 369-1110

Fax No.

Address: 2 Charlesqate West

Boston MA 02215

THIS PAGE MUST BE COMPLETED AND SIGNED

AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."

UTILITY OFFICIAL:

Dennis R. Bilodeau

Print Name

Vice President of Finance

Title

(617) 369-1000

Telephone No.



Signature

8/27/02

Date

(617) 369-1110

Fax No.

Address:

2 Charlesgate West

Boston

MA

02215

LIST OF ATTACHMENTS

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

STATEMENT OF FINANCIAL CAPABILITY

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

Brian C. Twomey
133 Summit St.
Brookline, MA
(Home) 617-233-5210
(Office) 617-369-1210

SUMMARY

Telecommunications sales, service and marketing professional with extensive experience in product development, management and integration and on-going management of multiple sales channels. Channel management experience includes outside/direct, inside/telesales (inbound and outbound), outsourced telemarketing, agents/VARs, retail. Significant experience in all phases of strategic sales/marketing planning, targeting, automating, training and on-going management of multiple channel organizations.

PROFESSIONAL EXPERIENCE

Trans National Communications International, Inc - Boston, MA. February 1998 to date

President

- Responsible for transitioning this long distance reseller to an integrated communications company.

Senior Vice President of Sales

- Took additional responsibility for inside sales channel
- Increased revenue 50% year-on-year.

Vice President of Sales

- Opened up a new agent sales channel for long distance reseller

FaxNet Corp - Boston, MA. October 1996 - February 1998

Vice President of Sales

- \$12 million start-up Corporation, developing and marketing enhanced fax services to businesses. Total of 92 employees.
- General management responsibility for all sales channels, including direct mail, outside, outbound telesales, outsourced telemarketing, agents and retail.
- Management responsibility for internal organization of 34 sales and administrative professionals. Direct management of outsourced telemarketing relationships.
- Responsible for entire sales budget of \$12 million in annual sales, 24,000 new accounts - first budget year. Current projection to attain in excess of 120% of new account goal, while maintaining initial expense budget.
- Direct management responsibility for team of 4 managers and 2 sales administrators.

WearGuard Corp - Norwell, MA. February 1995 - October 1996

General Manger/Director of Sales

- \$100 million division of Aramark Corp, selling customized uniform and safety wear.
- General management responsibility for Business Sales Division.
- P&L responsibility for sales and service organization of over 60 direct, telephone sales and account management representatives.
- Develop Division strategy, annual budget, sales/marketing/service organization plans.
- Attained annual sales growth in excess of 40% to over \$35 million, without increasing initial sales organization.
- Direct management responsibility for team of 6 sales managers, training and administrative staff.
- Major accomplishments include complete realignment of sales/service organizations including sales methodology, training, development of strategic account plans, development of vertical market sales territories/plans/goals.

Software Spectrum Inc. - Garland, TX. October 1993 - February 1995

Director of Sales & Service

- \$250 million software/hardware reseller.
- General management of organization of over 100 sales representatives, including direct, outbound sales, catalog -sales, inside sales/service, multi-level help desk personnel.
- Responsible for over \$100 million in annual sales revenues.
- Direct management of 7 sales managers, 2 product managers and 1 VAR manager.
- Major accomplishments include increasing AGP and net operating profits by over 80%, development and implementation of comprehensive sales/service training programs, as well as development and implementation of custom sales automation for all telephone and field sales representatives.

McCaw Cellular Communications - Oklahoma City, OK. January 1992 - October 1993

Director of Sales and Marketing - Southwest Region.

- P&L responsibility for all product, sales and marketing in the Southwest Region.
- Sales management includes field, telephone, retail, agents and customer service groups.
- Organization responsibility over a 6 state region consisting of over 200 sales reps, 20 managers and 9 direct reporting managers.
- Annual revenues in excess of \$250 Million.
- Major accomplishments include sales results of 107% of budgeted revenues on 103% of sales, development and implementation of centralized telephone sales, account management and service teams, and development, integration and management of multichannel sales/marketing strategic plans.

US Sprint - Kansas City, MO. May 1989 - January 1992

Assistant Vice President - Business Marketing Group

- Sales and general management of all non-direct sales channel business revenues.
- Management and service of customer base with annual revenues in excess of \$150 Million.
- Management of division of over 90 sales and service representatives.

Director - Emerging & Enabling Technologies

- Direct responsibility for all product related joint ventures, acquisitions and complementary marketing relationships.
- Management of staff of 10 corporate development specialists.

Director - Product Management

- P&L responsibility for 800 and 1+ switched and dedicated business services.
- Responsible for product direction, price, advertising and sales promotion.
- Management of staff of 8 product managers.

NYNEX / AT&T - Boston, MA. June 1980 - May 1989

Staff Director - Regional Services Planning

- Product management of intelligent network products.

Account Executive and other professional positions, 1980 - 1986.

EDUCATION

Merrimack College; North Andover, MA. Graduation 1980. B.S. Majors: Accounting, Finance.
University of New Hampshire; Durham, NH. 1982,83. Executive MBA - AT&T Sponsored.

As seen in the

Boston Business Journal

Personnel File

BY UPENDRA MISHRA



photo by Jim Spirakis

STEVEN BELKIN

BELIEVE IT

Position:

Chairman and Chief Executive Officer, Trans National Group

Education:

Bachelor's degree, Engineering, Cornell University, 1969; MBA, Harvard Business School, 1971

Age: 49

Quote:

"I like to create something out of nothing. I always remember the phrase: 'Conceive it, believe it and achieve it.' And I think that most important part of the phrase is to believe it."

Since founding Trans National in 1974, Belkin has started 27 different companies. Thirteen of them were unsuccessful and either closed or sold at a loss.

While the 14 successful ones—a dozen of which remain under the Trans National umbrella—have more than offset the losses and the hard times Belkin never forgets.

"It's all the painful and difficult experience in my life that I have learned from and grown from that has allowed me to achieve success," he said. "there is no such thing as failure. There are only lessons to be learned from these moments and the pain that people refer to as failure."

Belkin's world is black and white. For him, there are only negative experiences and positive ones. And his goal is to turn negative ones positive.

"In positive situations, you need to take time to celebrate. The negative times are learning opportunities, which, with the right

attitude and proper action, can be turned into a long-term positive experience," he said.

What motivates him is to grow personally and in business. A key component of that, he said, is applying what he knows in order to help other people grow.

"That is why I like to start new companies or invest in new companies," he said. "I like to create something out of nothing. Business excites me."

In 1989, when Belkin discovered that his secretary, Donna Janis, had a passion for horses, he encouraged her to start her own stable.

With financial backing from Belkin, Janis started B.E. Stables, which has grown from a single horse in 1989 into a buying and breeding operation with revenue of more than \$1 million in 1995.

"How can you work for Steve and not start your own business," said Janis, who continues to work for Belkin and run her horse business. "He really nudges people to make the most of their talents. He is always pushing gently, and sometimes not gently."

She said Belkin inspires great loyalty from his staff and prods them to excel.

Belkin said he tries to create an empowering and growth-inducing business environment because he knows his companies will grow and prosper only if employees are growing and prospering.

Once when Janis told her boss how some employees were afraid of approaching and talking to him because of his position in the company, Belkin decided to remedy the problem immediately.

Every year, he makes a funny birthday card for each employee. "I thought that way I would make people more comfortable and

Steven Belkin remembers that cold December night 22 years ago as if it were yesterday.

His wife, Joan, woke him up from a restless sleep. American Express was on the line, calling to collect on a \$15,000 credit card bill that was way past due.

Belkin had dug himself a deep hole trying to raise money to start a wholesale travel business and now found himself in trouble with the credit card company.

But the young entrepreneur stuck with his plan and not only got his wholesale travel business off the ground and American Express off his back, but today runs the fast-growing, \$200 million Trans National Group, a Boston-based holding company that is a textbook case study on entrepreneurship at Harvard Business School and 50 other management schools across the country.

Personnel File Steven Belkin

Continued

encourage them to come and talk to me," he said. "They also feel that I value them and that I take time to do this and that I remember each of them on their birthday.

"I want people to be relaxed," he said. "When people are relaxed, their creative juices are flowing."

Bill Weidlein, chief financial officer at Trans National, said astute business skills are just one side of Belkin's story. His people skills are another side.

"He is a very rare breed. He is not only a successful entrepreneur, but he's also loaded with human qualities," Weidlein said.

For instance, on the 20th anniversary of Trans National two years ago, Belkin and his wife took all the children then being treated at the Dana-Farber Cancer Research Institute, their parents and siblings—about 150 people—for a three-day, all-expenses-paid trip to Disney World. Weidlein's daughter was being treated at Dana-Farber at the time.

That's not all. Each year Belkin and his wife take a plane load of people from Boston to the Holocaust Museum in Washington, D.C. Among the guests are ministers, priests, rabbis, school children, politicians and others.

"It helps bring everyone together," Belkin said. "At times, I have made decisions to spend less time at business, but still take these business skills and apply them to the community. I want to give back to the community and to society. I would like to give more."

Born in 1947 in East Grand Rapids, Mich., Belkin grew up in a middle-class family that was always under financial pressure.

"My father and mother used to fight a lot. My mother used to say, 'If only we had enough money, your dad and I would not argue.' That became my motivation. I decided I would go and make a lot of money," Belkin said. "Since then, however, I have learned that having money does not make you happy. It certainly helps, but happiness is about understanding and accepting yourself and others.

Belkin said his father, Major Belkin, now 82, had a variety of

jobs and started several businesses.

"None of them worked well, but he gave me a lot of encouragement to be my own boss," Belkin said.

Belkin's father and his mother, Anita, 79, now live in Florida.

At East Grand Rapids High School, Belkin was captain of the baseball and tennis teams. Later, at Cornell University, where he earned a bachelor's degree in engineering, he was captain of the varsity tennis team. From Cornell, he went straight to Harvard Business School and graduated in 1971.

After Harvard, Belkin and four other Harvard graduates founded Innovative Management, a small-business consulting firm.

"We would consult to small businesses that were having problems or consult with venture capitalists whose investments were not doing very well," said Belkin, adding that after two years the firm was acquired by one of its venture capital clients.

Then, he worked for one year as executive vice president for United Travel Service, a Boston-based direct-mail travel company, before starting his own group travel company, Trans National Travel, in 1974. The company has since diversified into a broad family of businesses, encompassing travel, telecommunications, financial services, real estate, venture capital and overnight package delivery.

Since 1993, Trans National's venture capital arm, Trans National Ventures, has invested \$40 million in about 20 companies, with an average investment of about \$2 million. About three-fourths of the investments are in high-tech companies, mostly software makers.

"I have always tried to create a family of business entrepreneurs," Belkin said, "and I have been trying to find good entrepreneurs among our 350 employees. Now, I have more choices—invest in our employees or go outside [through the venture capital unit]. You make better decisions if you have more options."

Belkin sees himself today as more of a coach than star player. As a child, he wanted to become either a businessman or a coach. Now, he has become both.

"I like to create something out

of nothing. I always remember the phrase: 'Conceive it, believe it and achieve it.' And I think that the most important part of the phrase is to believe it," Belkin said. "Most people really don't understand how committed they need to be when things don't go the way you anticipate them to go.

"But then again, success cannot be measured in money or how many companies one has launched; it all boils down to the happiness of the individual.

"Success is happiness, and happiness is acceptance, compassion and understanding of yourself," he said. "Also, I think success is having balance in your life; you have to have balance between your work, your spouse, children, friends and exercise."

As for how Belkin's life is balanced, he works two days a week at the company, devotes two days to community service and three days a week with his family—wife Joan, and two daughters: Julie, 20, a junior at Cornell, and Amy, 17, a senior at Weston High School. He exercises daily, either playing tennis or golf or lifting weights.

He's a trustee and chairman of the executive committee of the Sports Museum of New England; a trustee of Temple Beth Elohim; active in the Anti-Defamation League, Combined Jewish Philanthropies, Grow Clinic for Children at Boston Medical Center; and a member of the Cornell University Council and the Overseers' Committee for Harvard Business School.

Belkin is also co-chairman of the Harvard Business School 25th Reunion for the Class of '71. He has helped raise a record \$15 million for the event. The previous record was set at \$7.2 million two years ago.

**STATEMENT OF FINANCIAL CAPABILITY
TRANS NATIONAL COMMUNICATIONS INTERNATIONAL, INC.**

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Applicant's stated financial capability, a copy of its Balance Sheet as of December 2000 & 2001 and Statement of Operations for the year ended December 31 2000 & 2001 is attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.