## COLE. RAYWID & BRAVERMAN, L.L.P.

ATTORNEYS AT LAW

SECOND FLOOR

IGIO PENNSYLVANIA AVENUE, N.W.

WASHINGTON. D.C. 20006-3458

(202) 659-9750

DEPOSIT TREAS, REC.

DATE

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DEC 20 '96 December 20, 1996

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WHITEH'S E MANTADONESS JOSEPH MERKHER HEMAN FOR

LISA A LEVENTHAL JAMES W. TOMLINSON ADMITTED IN VIRGINIA ONLY

JOHN P. COLE. JR

JOSEPH R REFER

BURT A BRAVERMAN ROBERT L. JAMES

JOHN D. SEIVER

WESLEY R HEPPLER

DAVID M SILVERMAN JAMES F IRELAND, III

ROBERT G SCOTT, JR

THERESA A ZETERBERG FREDERICK W GIROUX

JOHN DAVIDSON THOMAS

MARIA T BROWNE ROBERT N. WALTON THOMAS SCOTT THOMPSON SANDRA GREINER NAVID C. HAGHIGHI\*

SUSAN WHELAN WESTFALL

STEVEN J. HORVITZ CHRISTOPHER W SAVAGE

PAUL GLIST

ANN FLOWERS

Florida Public Service Commission Division of Administration 2540 Shumard Oak Boulevard Gerald Gunter Building Tallahassee, FL 32399-0850

961508-TX

Re:

ALEC Application for Atlantic Telecommunication Systems, Inc.

Dear Madam or Sir:

Enclosed for filing please find an original and twelve (12) copies of the Application Form for Authority to Alternative Local Exchange Service on behalf of Atlantic Telecommunication Systems, Inc. ("ATSI"). Also enclosed please find ATSI's check in the amount of \$250.00, which is the required filing fee associated with this application.

Upon advice of the Commission staff, and given that ATSI has yet to execute an interconnection agreement, ATSI's ALEC application does not include price lists. Price lists will be submitted to the Commission once ATSI executes an interconnection agreement.

COLE, RAYWID & BRAVERMAN, L L F

Florida Public Service Commission December 20, 1996 Page -2-

Kindly date-stamp as received the enclosed "Stamp & Return" copy, and return it to the undersigned in the FedEx envelope provided.

Any questions regarding this application may be directed to the undersigned.

Sincerely yours,

John C. Dodge

Enclosures

## FLORIDA ALEC APPLICATION 12/11/96

- 1. This is an application for (check one):
  - (X) Original authority (new company)
  - ( ) Approval of transfer (to another certificated company)

Example, a certificated company purchases an existing company and desires to retain the original certificate authority.

( ) Approval of assignment of existing certificate (to a noncertificated company)

Example, a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.

( ) Approval for transfer of control (to another certificated company)

Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of applicant:

Atlantic Telecommunication Systems, Inc.

 A. National mailing address including street name, number, post office box, city, state, zip code, and phone number.

> 5849 Okeechobee Boulevard Suite 201 West Palm Beach, Fl. 33417 561-471-1864

	B. Florida mailing address i zip code, and phone nun		treet name, number, post office box, city, state		
	5849 Okeechobee Boule	vard			
	Suite 201				
	West Palm Beach, FL : 561-471-1864	13417			
	C. Physical address of alter name, number, post office	native locate box, cit	al exchange service in Florida including stre y, zip code and <u>phone number</u> .		
	5849 Okeechobee Boule	værd			
	Suite 201 West Palm Beach, FL :	22117			
	561-471-1864	53477			
4.	Structure of organization:				
	( ) Individual	(X)	Corporation		
	( ) Foreign Corporation	8	Foreign Partnership		
	( ) General Partnership	()	Limited Partnership Other, Please explain:		
	( ) Joint Venture		Olici, Ficus Capitalis		
5.	If incorporated, please provide proof from the Florida Secretary of State that the applicant has authority to operate in Florida.				
	Corporate Charter Number: HS	9683			
	Please see Exhibit C.				
6.	Name under which the applicant will do business (d/b/a):				
	Atlantic Telecommunication Sy	stems, Inc			
7.	If applicable, please provide proof of fictitious name (d/b/a) registration.				
	N/A				
	Fictitious name registration nun	nber:			
FOR	M PSC/CMU (07/95)				
	uired by Chapter 364.337 F.S.				
51832		-2-			

8. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

N/A

 State whether any of the officers, directors, or any of the ten largest stockholders have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, please explain.

> None of the officers, directors, or any of the ten largest stockholders of Atlantic Telecommunication Systems, Inc. have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, nor might such actions result from pending proceedings.

10. Please provide the name, title, address, telephone number, internet address, and facsimile number for the person serving as ongoing liaison with the Commission, and if different, the liaison responsible for this application.

Jerry Stabler, President
Atlantic Telecommunication Systems, Inc.
5849 Okeechobee Boulevard
Suite 201
West Palm Beach, FL 33417
(V) 561-471-1864
(F) 561-640-1720
(Email) allcom.com
John C. Dod
Its Attorney
Cole, Raywi
1919 Pennsy
Washington,
(V) 202-659
(F) 202-452-669
(Email) jdod

John C. Dodge
Its Attorney
Cole, Raywid & Braverman
1919 Pennsylvania Ave., N.W., Ste. 200
Washington, D.C. 20006
(V) 202-659-9750
(F) 202-452-0067
(Email) jdodge%crb@mcimail.com

 Please list other states in which the applicant is currently providing or has applied to provide local exchange or alternative local exchange service.

N/A

51832.1

12. Has the applicant been denied certification in any other state? If so, please list the state and reason for denial.

-3-

The applicant has not been denied certification in any other state.

FORM PSC/CMU (07/95) Required by Chapter 364.337 F.S. 13. Have penalties been imposed against the applicant in any other state? If so, please list the state and reason for penalty.

No penalties have been imposed against the applicant in any other state.

14. Please indicate how a customer can file a service complaint with your company.

A customer can file a service complaint with Atlantic Telecommunication Systems, Inc. by telephoning, writing, faxing, or emailing the company at the above-listed number and addresses. Any such complaints will be kept on file at the company for one (1) year, along with a narrative description of the resolution reached by the company.

- 15. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide alternative local exchange service in Florida.
  - Financial capability.

Regarding the showing of financial capability, the following applies:

The application should contain the applicant's financial statements for the most recent 3 years, including:

- 1. The balance sheet.
- Income statement.
- Statement of retained earnings.

Please see Exhibit D for Applicant's 1993, 1994, and 1995 financial statements and associated certificate of their accuracy.

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial capability.

The financial ability of Atlantic Telecommunication Systems Inc. to provide local exchange telephone services is derived from the financial resources of its existing operations and affiliated companies.

Atlantic Telecommunication Systems, Inc. fully intends to be a strong and viable competitor in the local exchange business, and is prepared to provide all necessary financial support during the inevitable start-up period following entry into the business.

 Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.

Please see the answer to Question 15A, above, and documents supporting Atlantic Telecommunication Systems, Inc.'s financial capability in Exhibit E.

 Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.

Please see the answer to Question 15A, above, and documents supporting Atlantic Telecommunication Systems, Inc.'s financial capability in Exhibit E.

 Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

Please see the answer to Question 15A, above, and documents supporting Atlantic Telecommunication Systems, Inc.'s financial capability in Exhibit E.

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.

If available, the financial statements should be audited financial statements.

If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should attest that the financial statements are true and correct.

Managerial capability.

Atlantic Telecommunication Systems, Inc., through its directors, and by means of access to the managerial experience of its affiliated entities, has the requisite managerial ability to render

FORM PSC/CMU (07/95) Required by Chapter 364.337 F.S. local exchange telephone services. A summary of the relevant experience of these individuals is included as Exhibit F.

## C. Technical capability.

Atlantic Telecommunication Systems, Inc. has extensive experience in the provision of telecommunications services to 1300 customers in Florida and throughout the United States. This experience provides a solid background in areas such as the leasing of facilities used for transmitting communications signals, installation and maintenance of on-site and customer premises equipment, as well as experience in areas such as billing and customer service. This experience will be brought to bear on the efforts of Atlantic Telecommunication Systems, Inc. to provide local exchange services.

The fact that Atlantic Telecommunication Systems, Inc. is committed to providing only the highest-quality telephone service to its customers affects the technical means by which the firm will offer its services. Atlantic Telecommunication Systems, Inc. will deploy the most reliable and cost-effective technology available, including leased and resold facilities, for providing telephone services in light of the actual switching and processing technology deployed by the telecommunications affiliates of Atlantic Telecommunication Systems, Inc.

51832.1

## 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 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 2. 775.082 and s. 775.083".

Official:

12/19/96 Date

Title:

President

561-471-1864

Telephone Number

Address:

5849 Okeechobee Boulevard

Suite 201

West Palm Beach, FL 33417

## LIST OF EXHIBITS

Exhibit A	List of Officers, Directors and Legal Counsel
Exhibit B	Articles of Incorporation and Amendments
Exhibit C	Certificate of Good Standing to Do Business in Florida
Exhibit D	Annual Reports for 1993, 1994 and 1995 and Certificate of Accuracy
Exhibit E	Documentation in Support of Applicant's Financial Capability
Exhibit F	Summary of Experience of Key Personnel
Exhibit G	Proposed Price Lists

Exhibit A

List of Officers, Directors, and Legal Counsel of
Atlantic Telecommunication Systems, Inc.

## Officen:

Jerry Stabler, President Amy Stabler, Vice President

Atlantic Telecommunication Systems, Inc. 5849 Okeechobee Boulevard Suite 201
West Palm Beach, FL 33417
(V) 561-471-1864

## Legal Counsel:

John C. Dodge Its Attorney Cole, Raywid & Braverman 1919 Pennsylvania Ave., N.W., Suite 200 Washington, D.C. 20006 (V) 202-659-9750 (F) 202-452-0067 Exhibit B
Articles of Incorporation of
Atlantic Telecommunication Systems, Inc.
and Amendments

ARTICLES OF INCORPORATION FILED

OF SEE FEB 17 PM 2:45

ATLANTIC ANSWERING SERVICE, INCLAHASSEE, FLORIDA

#### ARTICLE I

NAME

The name of this Corporation shall be ATLANTIC ANSWERING SERVICE, INC.

### ARTICLE II

## PURPOSE, POWERS AND NATURE OF BUSINESS

This corporation is hereby authorized to carry on all or any part of the several businesses enumerated in this Article II, and enumeration of such businesses expresses the purpose of this corporation, to wit:

To perform all functions and have all powers customarily associated with an answering service including theanswering of telephones and taking and relaying messages, telephonically or by other means of communication for a fee and all business incidental thereto.

To manage, purchase or otherwise acquire and to hold, own, mortgage, pledge, rent, lease, sell, assign, transfer or otherwise dispose of, and to invest in, trade in, deal in and with goods, wares, merchandise, real and personal property, and services of every class, kind, and description; except that it is not to conduct a banking, safe deposit, trust, insurance, express, railroad, canal, telegraph, telephone or cemetary company, a building and loan association, mutual fire insurance association, cooperative association, fraternal benefit society, state or fair exposition.

To purchase, hold, sell, improve, and lease real estate, and to mortgage and encumber the same, and to erect, manage, care for and maintain, extend and alter buildings thereon, within or without the State of Florida.

To acquire the good will, rights and property and to undertake the whole or any part of the assets and the liabilitys

of any person, firm, association or corporation, to pay for the same in cash, the stock of this corporation, bonds or otherwise, to hold, or in any manner dispose of the whole or any part of the property so purchased; to conduct in any lawful manner the whole or any part of any business so acquired and to exercise all of the powers necessary to or covenient in and about the conduct of such business, within or without the State of Florida.

To enter into, make or perform contracts of every kind for any lawful purpose, with any person, firm, association, or corporation, town, city, county, body politic, state, territory, government or colony or dependency thereof, within or without the state of Florida.

The objects and purposes specified herein shall be regarded as independent objects and purposes, and, except as otherwise excepts shall in no way be limited or restricted by reference to or inference from the terms of any other clause or paragraph of these Articles of Incorporation.

In addition to any and all of the purposes, object and powers set forth above, this Corporation shall be authorized to conduct and engage in any lawful business and shall have all powers necessary and covenient to affect its purposes. The foregoing shall be construed both as objects and purposes and the enumeration thereof shall not be held to limit or restrict in any manner the general powers conferred upon this Corporation by the laws of Plorida.

### ARTICLE III

## DURATION

This Corporation shall have perpetual existence.

## ARTICLE IV

## CAPITAL STOCK

There will be only one class of stock in this Corporation.

The maximum number of shares of stock that the Corporation is authorized to have outstanding at any time is one

thousand (1,000) shares of a par value of one dollar (\$1.00) per share.

### ARTICLE V

## PRINCIPAL OFFICE

5154

The initial principal office and place of business of this Corporation shall be located at 2154 Okeechobee Blvd., West Palm Beach, Palm Beach County, Plorida, with the privilege of establishing offices and places of business at other places in the United States of America or in the State of Plorida or abroad. The permanent post office address of this Corporation shall be the same as the principal place of business set forth above.

#### ARTICLE VI

#### INITIAL REGISTERED OFFICE AND AGENT

The street address of the initial registered office of this Corporation is 325-C Clematis Street, West Palm Beach, Palm Beach County, Plorida 33401. The initial registered agent of the Corporation at the address is JOHN B. POWELL, IV.

#### ARTICLE VII

#### INITIAL BOARD OF DIRECTORS

This Corporation shall have one (2) directors initially. The number of directors may be either increased or decreased from time to time by By-Laws adopted by the Board of Directors, but shall never be less than one (1) nor more than five (5). The names and addresses of the initial directors of the Corporation are:

Jerold Stabler

11372 Torchwood Court West Palm Beach, PL.

Sidney Bernstein

3154 Okeechobee Blvd. Suite 2 P West Palm Beach, PL.

## ARTICLE VIII

The name and address of the person signing these Articles of Incorporation as Incorporator is JOHN B. POWELL, IV,

325-C Clematis Street, West Palm Reach, Palm Beach County, Plorida.

IN WITNESS WHEREOF, the undersigned Incorporator has executed these Articles of Incorporation this 31 day of January, 1986.

John P. Powell, IV

STATE OF PLORIDA ) ) SS COUNTY OF PALM BEACH)

BEFORE ME, the undersigned authority, authorized to take acknowledgements in the State of Florida and County of Palm Beach, personally appeared JOHN B. POWELL, IV, known to me and known by me to be the person who executed the foregoing Articles of Incorporation, and he has acknowledged before me that he has executed these Articles of Incorporation.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal in the State and County aforesaid, this 31st day of January, 1986.

Share III Debug Son Notary Public My Commission Expires:

Notary Public, State Of Florida At Large My Commission Expires Jan. 19. 1988

## ACCEPTANCE OF REGISTERED AGENT

I the undersigned, hereby accept the designation of Registered Agent for service of process of ATLANTIC ANSWERING SERVICE; INC.

John F. Powell, IV Esquire

Sworn to and subscribed before me this 31 day of January, 1986.

Notary Public O

My Commission Expires:

Notary Public, State Of Florida At Large My Commission Expires Jan. 10, 1988 Busset 9, SMICO Microsia Compris of America



## Assembled and Restated Artistes of Incorporation

4

## ATLANTIC TELECOMMUNICATION SYSTEMS, INC.

The undereigned hereby certify that, at a duty called meeting of the Shareholders held on December 10 1996, at which the number of votes cast was sufficient, the undersigned agreed to, and hereby amend and restate, the Articles of Incorporation of a corporation formed under the laws of the State of Florida.

## ARTICLE I. CORPORATE MANE

The name of this Corporation is: Atlantic Telecommunication Systems, Inc.

## ASTICLS II. MAILING ADDRESS OF CORPORATION

The mailing address of this Corporation is:

5849 Okeschobes Blvd., Suite 201 West Palm Beach, Florida 33417

## ARTICLE III. CAPITAL STOCK

The aggregate number of shares of stock that this

Corporation is authorized to issue and have outstanding at any
one time is One Thousand (1,000) shares of common stock having a
par value of \$1.00 per share. The Board of Directors of this

Corporation shall have the power to divide and issue the Common

Stock into one or more series and to determine the limitation and
relative rights of each such series, consistent with the laws of
the State of Florida. Shares of one series may be issued as a

share dividend in respect of shares of another series.

## ARTICLE IV. COMMICDISHT AND TRIM OF RELETINGE

This Corporation commenced its corporate existence on January 31, 1986. This Corporation shall have perpetual existence.

## ARTICLE V. MODISTRASD OFFICE AND SEGISTRASD AGENT

The street address of the registered office of this Corporation in the State of Florida and the Corporation's registered agent at that office shall be:

> Jerold Stabler 5849 Okeschobee Blvd., Suite 201 West Palm Beach, Florida 33417

## AMERICAS VI. BOARD OF BIRECROSS

This Corporation shall have two (2) directors. The number of directors may be increased or decreased from time to time as provided in the By-Laws, but shall never be less than one (1).

## ARTICLE VII. INCOMPORATOR

The names and street addresses of the persons signing these Amended and Restated Articles of Incorporation are:

Jerold Stabler
Amy Stabler
5849 Okeechobee Blvd.
Suite 201
West Falm Beach, Florida 33417

## AMPICLE VIII. I

These Articles of Incorporation may be amended in the manner prescribed by law, except that upon the issuance of shares, every amendment must be approved by the Board of Directors of the Corporation before it is submitted to the shareholders of the Corporation for their approval.

## ARTICLE IZ. IMPROVIPICATION

Except as may otherwise be provided in the Bylaws of this Corporation, this Corporation shall indeanify its incorporators, officers and directors to the fullest extent permitted by law either now or hereafter in effect.

IN WITHERS WHEREOF, the undersigned have executed the foregoing Amended and Restated Articles of Incorporation as of December 11, 1996.

## CERTIFICATE ACCEPTING DESIGNATION AS AN AGENT UPON WHOM SERVICE OF PROCESS WITHIN THIS STATE MAY BE SERVED

The following is submitted pursuant to Sections 48.091 and 607.0501 of the Florida Statutes:

Raving been appointed registered agent of Atlantic
Telecommunication Systems, Inc. in its Amended and Restated
Articles of Incorporation, at the place designated in such
Amended and Restated Articles of Incorporation, the undersigned
hereby agrees to act in this capacity and affirms that it is
familiar with, and accepts, the obligations of such position.

Dated: December 4, 1996

ALL CONTRACTOR STREET, STREET, SALES



FLORIDA DEPARTMENT OF STATE
Sandra B. Mortham
Secretary of State

December 2, 1996

CORPORATE ACCESS
TALLAHASSEE, FL

Re: Document Number H99683

The Articles of Amendment to the Articles of Incorporation of ATLANTIC ANSWERING SERVICE, INC. which changed its name to ATLANTIC TELECOMMUNICATION SYSTEMS, INC., a Ficrida corporation, were filed on November 21, 1996.

Should you have any questions regarding this matter, please telephone (904) 487-6050, the Amendment Filing Section.

Thelma Lewis
Corporate Specialist Supervisor
Division of Corporations

Letter Number: 098A00052967

FILED

# ARTICLES OF AMENDMENT 96 NOV 21 PM 2: 52 TO ARTICLES OF INCORPORATION CONTROL OF TALLAHASSEE. FLORIDA ATLANTIC ANSWERING SERVICE, INC.

- 1. The name of the Corporation is: ATLANTIC ANSWERING SERVICE, INC.
- 2. Article I of the Articles of Incorporation of ATLANTIC ANSWERING SERVICE, INC. is hereby amended to read in its entirety as follows:

## ARTICLE I. CORPORATE NAME

The name of this corporation is:

## ATLANTIC TELECOMMUNICATION SYSTEMS, INC.

3. The foregoing amendment was unanimously adopted by the sole Director of the Corporation on November 12, 1996 and was approved on November 12, 1996 by written consent of the sole Shareholder of the Corporation sufficient for the approval of the foregoing amendment.

IN WITHESS WHEREOF, I have executed these Articles of Amendment this 12th day of November, 1996.

JERRED STABLER PREVIDENT/SECRETARY

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Exhibit C
Atlantic Telecommunication Systems, Inc. Authority To Do Business In Florida



Bepartment of State

I certify that the attached is a true and correct copy of the Articles of Incorporation of ATLANTIC ANSWERING SERVICE, INC., a corporation organized under the Laws of the State of Florida, filed on February 17, 1986, as shown by the records of this office.

The document number of this corporation is H99683.

Given under my hand and the Great Seal of the State of Florida, at Tailahussee, the Capital, this the 20th day of February, 1986.



CR2C022 (10-85)

George Firestone Secretary of State

MANUAL OF MANUAL MANUAL

Exhibit D

Atlantic Telecommunication Systems, Inc. Annual Report, 1993, 1994, 1995
and Certificate of Accuracy

## Certificate of Accuracy of Financial Statements

By my signature below, I, the undersigned officer, attent to the truth and accuracy of the information contained in the attached financial statements of the Atlantic Telecommunication Systems, Inc. for years 1993, 1994, and 1995.

Officer:

\_12-13-96\_

Title:

President

561<u>-471</u>-18<u>64</u>

Telephone Number

Address:

5849 Okeechobee Boulevard

Suite 201

West Palm Beach, Fl. 33417

## ATLANTIC ANSWERING SERVICE, INC.

FINANCIAL STATEMENTS (UNAUDITED)

**DECEMBER 31, 1993** 

BLAKESBERG & COMPANT CERTIFIED PUBLIC ACCOUNTANTS 951 S. W. FOURTH AVENUE BOCA RATON, FLORIDA 33432-5803



## BLAKESBERG & COMPANY

**Certified Public Accountants** 

951 S.W. Fourth Avenue Boca Raton, Florida 33432-5803 (407) 750-8300 Fax (407) 750-8332

> To the Management of Atlantic Answering Service, Inc. West Palm Beach, Florida

MEMBER
American Institute of
Certifled Public Accountants
Florida Institute of
Certifled Public Accountants
New Jersey Society of
Certifled Public Accountants

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

We have compiled the accompanying balance sheet of Atlantic Answering Service, Inc. (an S Corporation) as of December 31, 1993, and the related statement of revenues and expenses for the year then ended, in accordance with standards established by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them. However, we did become aware of a departure from generally accepted accounting principles that is described in the following paragraph.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and the statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The Company, with the consent of its shareholder, has elected to have its income taxed under Section 1372 of the Internal Revenue Code, which provides that, in lieu of corporation income taxes, the shareholder is taxed on his proportionate share of the Company's taxable income. Therefore, no provision or liability for Federal income taxes is included in these financial statements.

Certified Public Ac

# A MATIC AMENERING SERVICE, I BALANCE SHEET DECLMBER 31, 1993

## ASSETS

CURRENT ASSETS ACCOUNTS RECEIVABLE	\$ 47,785.96	
TOTAL CURRENT ASSETS		\$ 47,785.96
FIXED ASSETS  FURMITURE AND FIXTURES  TELEPHONE EQUIPMENT  COMPUTERS  LEASEHOLD IMPROVEMENTS  ACCUMULATED DEPRECIATION	36,592.36 25,968.94 70,447.96 5,786.32 (66,539.50)	
TOTAL PIXED ASSETS		72,256.08
OTHER ASSETS GOODWILL SECURITY DEPOSITS	5,000.00 4,663.34	
TOTAL OTHER ASSETS		9,663.34
TOTAL ASSETS		\$ 129,705.38

# AMERICA SHERING SERVICE, INC. BALANCE SHEET DECLINER 31, 1993

## LIABILITIES AND STOCKHOLDER'S EQUITY

CURRENT LIABILITIES ACCOUNTS PAYABLE CUSTOMER DEPOSITS PAYROLL TAXES PAYABLE RENT SECURITY	\$ 47,619.73 31,601.88 586.27 2,200.00		
TOTAL CURRENT LIABILITIES		\$	82,007.88
LOAMS FROM SHAREHOLDER		1920	80,724.33
TOTAL LIABILITIES		-	162,732.21
STOCKHOLDER'S EQUITY CAPITAL STOCK PAID IN CAPITAL RETAINED DEPICIT CURRENT EARNINGS	100.00 64,261.00 (97,629.11) 241.28	e e e e e e e e e e e e e e e e e e e	
TOTAL STOCKHOLDER'S EQUITY			(33,026.83)
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY		\$_	129,705.38

## STEMBERT OF REVENUES AND EXPERSES FOR THE YEAR THOSE DECEMBER 31, 1993

PEE INCOME		\$ 6	62,614.94
COST OF SALES			
TELEPHONE EXPENSES	100,861.73		
Beeper' Expenses	35,731.73		
DIRECT LABOR	140,755.20		
POSTAGE AND SEIPPING	8,233.70		
ADVERTISING	24,953.90		
TOTAL COST OF SALES		3	10,536.26
GROSS PROFIT		3	52,078.68
OPERATING EXPENSES			
SALARIES - OFFICERS	13,000.00		
SALARIES AND WAGES	89,164.33		
ADVERTISING	11,138.49		
AUTO AND TRAVEL	18,354.29		
BANK CHARGES	1,288.34		
COMPUTER EXPENSES	15,633.04		
CONTRIBUTIONS	70.00		
DEPRECIATION	41,792.50		
DUES AND SUBSCRIPTIONS	2,851.04		
entertainment	718.44		
EQUIPMENT RENTAL	51,314.02		
INSURANCE	7,976.65		
OFFICERS' LIFE INSURANCE	250.00 4,699.98		
INTEREST EXPENSE	54.00		
LICENSES AND PERMITS	9,784.45		
OFFICE EXPENSE	4,785.35		
OUTSIDE SERVICES			
PAYROLL TAXES	20,794.51 420.48		
POSTAGE	3,429.77		
PROFESSIONAL PEES	39,920.76		
RENT	5,410.20		
REPAIRS AND MAINTENANCE	820.00		
SEMIMARS AND MEETINGS	5,372.42		
TAXES - OTHER TELEPHONE	2,794.34		
TOTAL OPERATING EXPENSES		3	51,837.40
NET INCOME		\$	241.28



## BLAKESBERG & COMPANY

**Certified Public Accountants** 

951 S.W. Fourth Avenue Boca Raton, Floridia 33432-5803 (407) 750-8300 Fax (407) 750-8332 MEMBER
American Institute of
Certified Public Accountants
Florida Institute of
Certified Public Accountants
New Jersey Society of
Certified Public Accountants

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

To the Management of Atlantic Answering Service, Inc. 5849 Okeechobee Blvd, Suite 201 West Palm Beach, FL 33417

We have compiled the accompanying balance sheet of Atlantic Answering Service, Inc. (an S corporation) as of December 31, 1994 and the related statement of revenues and expenses for the twelve months then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The Company, with the consent of its shareholder, has elected under the Internal Revenue Code to be an S corporation. In lieu of corporation income taxes, the shareholder of an S corporation is taxed on his proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in these financial statements.

Certified Public Accounts
March 3, 1995

# ATLANTIC ANSWERING SERVICE, INC. BALANCE SHEET DECEMBER 31, 1994

## **ASSETS**

Current Assets Cash Accounts Receivable Employee Advances	\$ 4,149.84 41,459.09 350.00
Total Current Assets	\$ 45,958.93
Fixed Assets Furniture and Fixtures Telephone Equipment Computers Lesschold Improvements Accumulated Depreciation	36,592.36 27,480.19 75,622.80 5,786.32 (101,725.07)
Total Fixed Assets	43,756.60
Other Assets Goodwill Security Deposits	5,000.00 4,663.34
Total Other Assets	9,663.34
Total Assets	\$ 99,378.87

## BALANCE SHEET DECEMBER 31, 1994

## LIABILITIES AND STOCKHOLDER'S EQUITY

Current Liabilities Accounts Payable Customer Deposits Payroll Taxes Payable Rent Security	\$ 17,576.97 36,670.29 320.78 1,575.00	
Total Current Liabilities		\$ 56,143.04
Long-Term Liabilities Loans from Shareholder	66.830.18	
Total Long-Term Liabilities		 66,830.18
Total Liabilities		122,973.22
Stockholder's Equity Capital Stock Paid in Capital Retained Earnings Current Earnings	100.00 64,261.00 (97,387.83) 9,432,48	
Total Stockholder's Equity		 (23,594.35)
Total I inhillion And Stockholder's Femily		\$ 99,378.87

### ATLANTIC ANSWERING SERVICE, INC. STATEMENT OF REVENUES AND EXPRESES FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1994

Sales	\$	<b>781,949</b> .95
Cost of Sales		48,146.95
Advertising		27,588.08
Beeper Expenses		183,128.79
Payroll - Operators		1,073.20
Postage and Shipping		98,864.12
Telephone Expenses	-	
Total Cost of Sales		358,801.14
Gross Profit		423,148,81
Operating Expenses		59,875.00
Salary - Officer		113,386.50
Selectes and Wages		10,212.62
Advertising		17,352.00
Auto and Travel Bank and Credit Card Fees		1,462.87
Commissions		620.00
		16,174.27
Computer Expenses Contributions		220.00
		35,185.57
Depreciation		2,947.00
Dues and Subscriptions Entertainment		1,431.95
		22,093.52
Equipment Rental		13,483.72
Insurance Interest Expense		6,835.62
Office Expenses		13,530.58
Outside Services		7,654.25
Payroli Taxes	3	29,628.83
Postage & Shipping		6,784.83
Professional Fees		4,116.08
Rent		39,920.76
Repairs and Maintenance		3,994.63
Taxes - Other		3,092.32
Telephone		3,713.41
Total Operating Expenses		413,716.33
Net Income	\$	9,432.48

# ATLANTIC ANSWERING SERVICE, INC. FINANCIAL STATEMENTS

**\*OR THE TWELVE MONTHS ENDED DECEMBER 31, 1995** 

BLAKESBERG & COMPANY CERTIFIED PUBLIC ACCOUNTANTS 951 S.W. FOURTH AVENUE BOCA RATON, FLORIDA 33432-5803



951 S.W. Fourth Avenue Boca Raton, Florida 33432-5803 (407) 750-8300 Fax (407) 750-8332 MEMBER
American institute of
Certified Public Accountants
Florida Institute of
Certified Public Accountants
New Jersey Society of
Certified Public Accountants

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

To the Management of Atlantic Answering Service, Inc. 5849 Okeechobee Blvd, Suite 201 West Palm Beach, FL 33417

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Certified Public Accountants March 9, 1996

### BALANCE SHEET DECEMBER 31, 1995

### **ASSETS**

Current Assets Cash Accounts Receivable Employee Advances	\$ 1,604.85 71,828.87 115.85	
Total Current Assets		\$ 73,549.57
Fixed Assets Furniture and Fixtures Telephone Equipment Computers Leasehold Improvements Accumulated Depreciation	43,647.46 40,012.78 82,565.14 5,786.32 (124,330,23)	
Total Fixed Assets		47,681.47
Other Assets Goodwill Customer List Security Deposits	10,000.00 109,132.94 4,663.34	
Total Other Assets		123,796.28
Total Assets		\$ 245,027.32

# BALANCE SHEET DECEMBER 31, 1995

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current Liabilities Notes Payable - Current Accounts Payable Customer Deposits Payroll Taxes Payable Rent Security	\$ 50,275.15 56,580.68 43,243.29 485.98 1,275.00		
Total Current Liabilities		\$	151,860.10
Long-Term Liabilities Loans from Shareholders Note Payable - Long Term	21,759.33 128,041.43		
Total Long-Term Liabilities			149,800.76
Total Liabilities			301,660.86
Stockholders' Equity Capital Stock Paid in Capital Retained Deficit Current Earnings Distributions	100.00 64,261.00 (87,955.51) 14,002.15 (47,041.18)		
Total Stockholders' Equity			(56,633,54)
Total Liabilities And Stockholders' Equity		<u></u>	245,027.32

### STATEMENT OF REVENUES AND EXCENSES FOR THE WELVE MONTHS ENDED DECEMBER 31, 1995

Sales	\$ 1,030,256.62
Cost of Sales	
Advertising	60,679.65
Becper Expenses	16,698.17
Payroll - Operators	283,559.31
Telephone Expenses	146,644.55
Outside Services	967.36
Total Cost of Sales	508,549.04
Gross Profit	521,707.58
Operating Expenses	93,900.00
Salaries - Officers	
Salaries and Wages	113,581.89
Advertising	16,335.17
Auto Expenses	12,072.53
Bank and Credit Card Fees	1,222.45
Computer Expenses	27,707.74
Contributions	200.00
Seminars and Meetings	1,157.00
Depreciation	22,605.00
Dues and Subscriptions	1,751.75 3,463.36
Entertainment	16,417.24
Insurance	7,566.53
Interest Expense	27,000.14
Lensing Expense	20,349.72
Office Expenses	10,745.39
Outside Services	39,504.39
Payroll Taxes	8,056.87
Postage and Shipping	21,051.02
Professional Fees	41,663.61
Rent	8,738.58
Repairs and Maintenance	888.41
Taxes - Other	3,520.10
Telephone	8,206.54
Travel Expense	
Total Operating Expenses	507,705.43
Net Income	\$ 14,002.15

Exhibit E

Documentation in Support of Applicant's Financial Capability



December 4, 1996

To Whom It May Concern:

Re: Atlantic Telecommunication Systems Inc. (Formerly D/B/A Atlantic Answering Services Inc.)

We refer to the representations made by Atlantic Telecommunication Systems Inc., (ATSI) concerning its financial ability to conduct certain telecommunication business.

Subject only to satisfactory documentation we are pleased to commit such reasonable capital to Atlantic Telecommunications Systems Inc., as the company might require to conduct the telecommunication businesses it has referenced. We understand that allocations will be made at the discression of ATSI.

Please contact us with any questions.

truly yours,

Barbara Berestein

Assistant Vace President

Financial Services Manager



### BLAKESBERG & COMPANY Certified Public Accountants

951 S.W. Fourth Avenue Boca Raton, Florida 33432-5803 (407) 750-8300 Fax (407) 750-8332

November 27, 1996

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

Certified Public Accountants New Jersey Society of

**Certified Public Accountants** 

MEMBER

American Institute of Certified Public Accountants

Florida Institute of

To Whom It May Concern:

RE: Atlantic Telecommunication Systems, Inc. 5849 Oksechobee Boulevard West Palm Beach, Florida 33417

Please be advised that my above captioned client, its principals and affiliates have substantial resources available to undertake whatever expansion that may be required.

Very Truly Yours,

William J. Blakesberg Certified Public Account Exhibit F
Summary of Experience of Key Personnel

#### JEROLD STABLER, PRESIDENT AND CEO

Mr. Stabler established Atlantic Answering Service, Inc. in 1981. Atlantic Answering Service is committed to offer its clientele the most advanced technology in the telecommunications industry.

Prior to establishing Atlantic Answering Service, Inc., Mr. Stabler owned and operated several cable television companies in both Florida and Maine. His twenty-five years of experience in the cable television business included the management of cable television business for large multiple systems such as TelePrompTer and Warner Communications.

Mr. Stabler is on the Board of Directors of both Southern Telemessaging Association (STA), and the Association of Telemessaging Services International (ATSI), and evolving all-in-one resource for telemessaging professionals.

Besides being President and CEO of Atlantic Answering Service, Inc. and serving on several Boards of Directors, Mr. Stabler is actively involved in the High Technology Industry Council's telecommunications study.

Exhibit G Proposed Price Lists