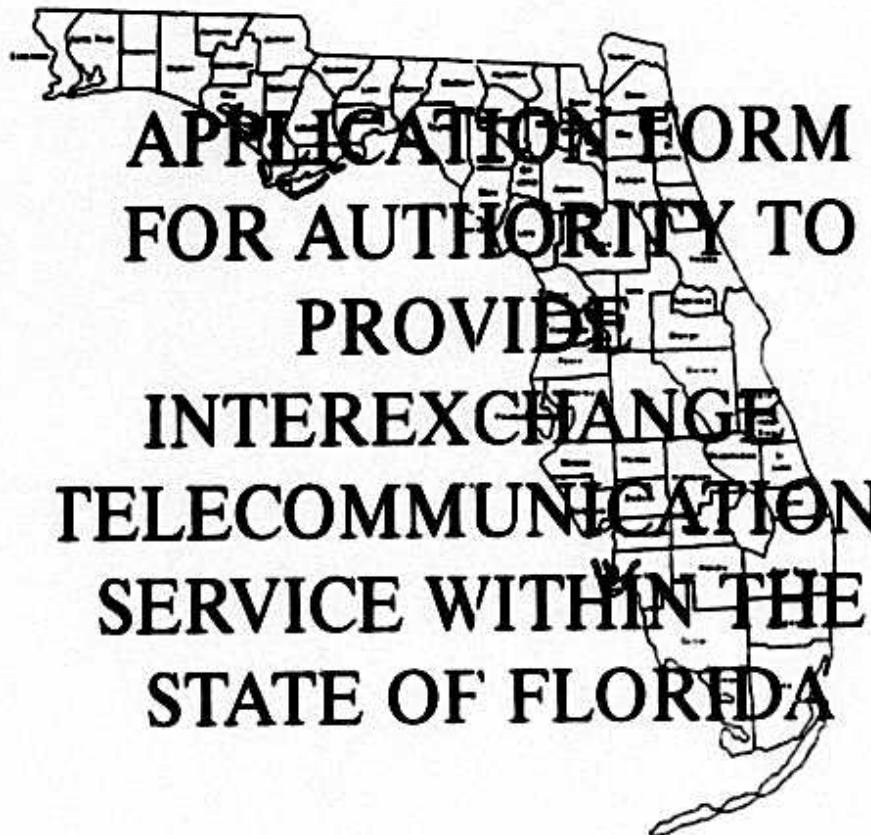


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**APPLICATION FORM
FOR AUTHORITY TO
PROVIDE
INTEREXCHANGE
TELECOMMUNICATION
SERVICE WITHIN THE
STATE OF FLORIDA**

DOCUMENT NUMBER - DATE

00925 JAN 26 5

FPSC - RECORDS/REPORTING

**** FLORIDA PUBLIC SERVICE COMMISSION ***

DIVISION OF COMMUNICATIONS
BUREAU OF SERVICE EVALUATION

APPLICATION FORM
for
AUTHORITY TO PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

- A. This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Appendix A).
- B. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. If you have questions about completing the form, contact:
- E. 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 Communications
Bureau of Service Evaluation
2540 Shumard Oak Blvd.
Gunter Building
Tallahassee, Florida 32399-0850
(904) 413-6600

Florida Public Service Commission
Division of Administration
2540 Shumard Oak Blvd.
Gunter Building
Tallahassee, Florida 32399-0850
(904) 413-6251

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

- Original Authority (New company).
- Approval of Transfer (To another certificated company).
- Approval of Assignment of existing certificate (To an uncertificated company).
- Approval for transfer of control (To another certificated company).

2. Select what type of business your company will be conducting (check all that apply):

- Facilities based carrier - company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.
- Operator Service Provider - company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.
- Reseller - company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
- Switchless Rebiller - company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
- Multi-Location Discount Aggregator - company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers. Then offers the resold service by enrolling unaffiliated customers.

3. Name of corporation, partnership, cooperative, joint venture or sole proprietorship:
 FaciliCom International, L.L.C.
4. Name under which the applicant will do business (fictitious name, etc.):
 FaciliCom International, L.L.C.
5. National address (including street name & number, post office box, city, state and zip code).
 1401 New York Avenue, N.W., Suite 800
 Washington, D.C. 20005
6. Florida address (including street name & number, post office box, city, state and zip code):
 Not Applicable
7. Structure of organization;
- | | |
|---|--|
| <input type="checkbox"/> Individual | <input type="checkbox"/> Corporation |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership |
| <input checked="" type="checkbox"/> Other, <u>Limited Liability Company</u> | |
8. If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners.
- (a) Provide proof of compliance with the foreign limited partnership statute (Chapter 620.169 FS), if applicable.
- (b) Indicate if the individual or any of the partners have previously been:
- (1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.
- (2) 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.

9. If incorporated, please give:

- (a) Proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: M96000000447

- (b) Name and address of the company's Florida registered agent. Corporation Service Company
1201 Hays Street
Tallahassee, FL 32301
- (c) Provide proof of compliance with the fictitious name statute (Chapter 865.09 FS), if applicable.

Fictitious name registration number: _____

- (c) Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

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

(2) 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.

10. Who will serve as liaison with the Commission in regard to (please give name, title, address and telephone number):

- (a) The application; Ms. Linda Jacobsen
Manager, Regulatory Affairs
- (b) Official Point of Contact for the ongoing operations of the company;
Mr. Christopher S. King, Chief Financial Officer
- (c) Tariff; Ms. Linda Jacobsen

** both are located at National Address:
1401 New York Avenue, N.W., Suite 800
Washington, D.C. 20005
(202) 496-1100

- (d) Complaints/Inquiries from customers;
Mr. Harvey Stolze, Customer Service Manager

** Mr. Stolze is also located at the National Office.
11. List the states in which the applicant:

- (a) Has operated as an interexchange carrier.

** Please see
Attachment A
for responses
to all parts
of Question 11.

- (b) Has applications pending to be certificated
as an interexchange carrier.

- (c) Is certificated to operate as an
interexchange carrier.

- (d) Has been denied authority to operate as an
interexchange carrier and the circumstances
involved.

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

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

12. What services will the applicant offer to other
certificated telephone companies:

- () Facilities. () Operators.
() Billing and Collection. () Sales.
() Maintenance.
(x) Other: Resale Services

13. Do you have a marketing program? No

14. Will your marketing program:

- Pay commissions?
- Offer sales franchises?
- Offer multi-level sales incentives?
- Offer other sales incentives?

n/a

15. Explain any of the offers checked in question 14 (To whom, what amount, type of franchise, etc.).

n/a

16. Who will receive the bills for your service (Check all that apply)?

- Residential customers. Business customers.
- PATS providers. PATS station end-users.
- Hotels & motels. Hotel & motel guests.
- Universities. Univ. dormitory residents.
- Other: (specify) _____.

17. Please provide the following (if applicable):

- (a) Will the name of your company appear on the bill for your services, and if not who will the billed party contact to ask questions about the bill (provide name and phone number) and how is this information provided?

Yes

- (b) Name and address of the firm who will bill for your service.

n/a

18. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide interexchange telecommunications service in Florida.

A. Financial capability. ** Please see Attachment B.

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
2. income statement
3. statement of retained earnings.

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

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

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

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

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 affirm that the financial statements are true and correct.

B. Managerial capability.

**** Please see Attachment C.**

C. Technical capability.

**** Please see Attachment C.**

19. Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485 (example enclosed).

20. The applicant will provide the following interexchange carrier services (Check all that apply):

MTS with distance sensitive per minute rates

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

MTS with route specific rates per minute

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

MTS with statewide flat rates per minute (i.e. not distance sensitive)

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

MTS for pay telephone service providers

Block-of-time calling plan (Reach out Florida, Ring America, etc.).

800 Service (Toll free)

WATS type service (Bulk or volume discount)
 Method of access is via dedicated facilities
 Method of access is via switched facilities

Private Line services (Channel Services)
(For ex. 1.544 mbs., DS-3, etc.)

Travel Service
 Method of access is 950
 Method of access is 800

900 service

Operator Services
 Available to presubscribed customers
 Available to non presubscribed customers (for example to patrons of hotels, students in universities, patients in hospitals.
 Available to inmates

Services included are:

Station assistance
 Person to Person assistance
 Directory assistance
 Operator verify and interrupt
 Conference Calling

21. What does the end user dial for each of the interexchange carrier services that were checked in services included (above).

22. Other:

**** APPLICANT ACKNOWLEDGEMENT 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 its 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:** A non-refundable application fee of \$250.00 must be submitted with the application.
5. **RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's Rules and Orders relating to my provision of interexchange telephone service in Florida. I also understand that it is my responsibility to comply with all current and future Commission requirements regarding interexchange service.
6. **ACCURACY OF APPLICATION:** By my signature below, I the undersigned owner or officer of the named utility in the application, attest to the accuracy of the information contained in this application and associated attachments. I have read the foregoing and declare that to the best of my knowledge and belief, the information is a true and correct statement.
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:

Walter J. Burmeister
Signature

1/22/97
Date

Walter J Burmeister
President
Title

202 496 1100
Telephone No.

**** APPENDIX A ****

CERTIFICATE TRANSFER STATEMENT

I, (TYPE NAME) _____,
(TITLE) _____, of (NAME OF COMPANY)
_____, and current
holder of certificate number _____, have reviewed
this application and join in the petitioner's request for a
transfer of the above-mention certificate.

UTILITY OFFICIAL:

Signature

Date

Title

Telephone No.

5. **TRAFFIC RESTRICTIONS:** Please explain how the applicant will comply with the EAEA requirements contained in Commission Rule 25-24.471 (4) (a) (copy enclosed).
Company will only provide intraLATA toll services to end users with whom they have a prior and ongoing relationship or who dial the appropriate access code.

6. **CURRENT FLORIDA INTRASTATE SERVICES:** Applicant has () or has not (X) previously provided intrastate telecommunications in Florida. If the answer is has, fully describe the following:

- a) What services have been provided and when did these services begin?
- b) If the services are not currently offered, when were they discontinued?

UTILITY OFFICIAL:

Walter J Burmeister
Signature

1/22/97
Date

Walter J Burmeister
President
Title

202 496 1100
Telephone No.

**** APPENDIX D ****

FLORIDA TELEPHONE EXCHANGES

AND

EAS ROUTES

Describe the service area in which you hold yourself out to provide service by telephone company exchange. If all services listed in your tariff are not offered at all locations, so indicate.

In an effort to assist you, attached is a list of major exchanges in Florida showing the small exchanges with which each has extended area service (EAS).

**** FLORIDA EAS FOR MAJOR EXCHANGES ****

<u>Extended Service Area</u>	<u>with</u>	<u>These Exchanges</u>
PENSACOLA:		Cantonment, Gulf Breeze Pace, Milton Holley-Navarre.
PANAMA CITY:		Lynn Haven, Panama City Beach, Youngstown-Fountain and Tyndall AFB.
TALLAHASSEE:		Crawfordville, Havana, Monticello, Panacea, Sopchoppy and St. Marks.
JACKSONVILLE:		Baldwin, Ft. George, Jacksonville Beach, Callahan, Maxville, Middleburg Orange Park, Ponte Vedra and Julington.
GAINESVILLE:		Alachua, Archer, Brooker, Hawthorne, High Springs, Melrose, Micanopy, Newberry and Waldo.
OCALA:		Belleview, Citra, Dunnellon,

Forest Lady Lake (B21),
McIntosh, Oklawaha,
Orange Springs, Salt Springs and
Silver Springs Shores.

DAYTONA BEACH:

New Smyrna Beach.

TAMPA:

Central	None
East	Plant City
North	Zephyrhills
South	Palmetto
West	Clearwater

CLEARWATER:

St. Petersburg, Tampa-West and
Tarpon Springs.

ST. PETERSBURG:

Clearwater.

LAKELAND:

Bartow, Mulberry, Plant City,
Polk City and Winter Haven.

ORLANDO:

Apopka, East Orange, Lake Buena
Vista, Oviedo, Windermere,
Winter Garden,
Winter Park, Montverde, Reedy
Creek, and Oviedo-Winter
Springs.

WINTER PARK: Apopka, East Orange, Lake Buena Vista,
Orlando, Oviedo, Sanford, Windermere,
Winter Garden, Oviedo-Winter Springs
Reedy Creek, Geneva and Montverde.

TITUSVILLE:

Cocoa and Cocoa Beach.

COCOA:

Cocoa Beach, Eau Gallie,
Melbourne and Titusville.

MELBOURNE:

Cocoa, Cocoa Beach, Eau Gallie
and Sebastian.

SARASOTA:

Bradenton, Myakka and Venice.

FT. MYERS:

Cape Coral, Ft. Myers Beach, North Cape
Coral, North Ft. Myers, Pine Island, Lehigh
Acres and Sanibel-Captiva Islands.

NAPLES:

Marco Island and North Naples.

WEST PALM BEACH:

Boynton Beach and Jupiter.

FORM PSC/CMU 31 (11/95)

Required by Commission Rule Nos. 25-24.471, 25-24.473, and 25-
24.480(2).

POMPANO BEACH:

Boca Raton, Coral Springs,
Deerfield Beach and Ft.
Lauderdale.

FT. LAUDERDALE:

Coral Springs, Deerfield Beach,
Hollywood and Pompano Beach.

HOLLYWOOD:

Ft. Lauderdale and North Dade.

NORTH DADE:

Hollywood, Miami and Perrine.

MIAMI:

Homestead, North Dade and
Perrine

**** APPENDIX E ****

**** GLOSSARY ****

ACCESS CODE: The term denotes a uniform four or seven digit code assigned to an individual IXC. The five digit code has the form 10XXX and the seven digit code has the form 950-XXXX.

BYPASS: Transmission facilities that go direct from the local exchange end user to an IXC point of presence, thus bypassing the local exchange company.

CARRIERS CARRIER: An IXC that provides telecommunications service, mainly bulk transmission service, to other IXC only.

CENTRAL OFFICE: A local operating unit by means of which connections are established between subscribers' lines and trunk or toll lines to other central offices within the same exchange or other exchanges. Each three (3) digit central office code (NXX) used shall be considered a separate central office unit.

CENTRAL OFFICE CODE: The term denotes the first three digits (NXX) of the seven (7) digit telephone number assigned to a customer's telephone exchange service.

COMMISSION: The Florida Public Service Commission.

COMPANY, TELEPHONE COMPANY, UTILITY: These terms may be used interchangeably herein and shall mean any person, firm, partnership or corporation engaged in the business of furnishing communication service to the public under the jurisdiction of the Commission.

DEDICATED FACILITY: The term denotes a transmission circuit which is permanently for the exclusive use of a customer or a pair of customers.

END USER: The term denotes any individual, partnership, association, corporation, governmental agency or any other entity which (A) obtains a common line, uses a pay telephone or obtains interstate service arrangements in the operating territory of the company or (B) subscribes to interstate services provided by an IXC or uses the services of the IXC when the IXC provides interstate service for its own use.

EQUAL ACCESS EXCHANGE AREAS: EAEA means a geographic area, configured based on 1987 planned toll center/access tandem areas, in which local exchange companies are responsible for providing equal access to both carriers and customers of carriers in the most economically efficient manner.

EXCHANGE: The entire telephone plant and facilities used in providing telephone service to subscribers located in an exchange area. An exchange may include more than one central office unit.

EXCHANGE (SERVICE) AREA: The territory, including the base rate suburban and rural areas served by an exchange, within which local telephone service is furnished at the exchange rates applicable within that area.

EXTENDED AREA SERVICE: A type of telephone service furnished under tariff provision whereby subscribers of a given exchange or area may complete calls to, and receive messages from, one or more other contiguous exchanges without toll charges, or complete calls to one or more other exchanges without toll message charges.

FACILITIES BASED: An IXC that has its own transmission and/or switching equipment or other elements of equipment and does not rely on others to provide this service.

FOREIGN EXCHANGE SERVICES: A classification of exchange service furnished under tariff provisions whereby a subscriber may be provided telephone service from an exchange other than the one from which he would normally be served.

FEATURE GROUPS: General categories of unbundled tariffs to stipulate related services.

Feature Group A: Line side connections presently serving specialized common carriers.

Feature Group B: Trunk side connections without equal digit or code dialing.

Feature Group C: Trunk side connections presently serving AT&T-C.

Feature Group D: Equal trunk access with subscription.

INTEREXCHANGE COMPANY: means any telephone company, as defined in Section 364.02(4), F.S. (excluding Payphone Providers), which provides telecommunication service between exchange areas as those areas are described in the approved tariffs of individual local exchange companies.

INTER-OFFICE CALL: A telephone call originating in one central office unit or entity but terminating in another central office unit or entity both of which are in the same designated exchange area.

INTRA-OFFICE CALL: A telephone call originating and terminating within the same central office unit or entity.

INTRASTATE COMMUNICATIONS: The term denotes any communications in Florida subject to oversight by the Florida Public Service Commission as provided by the laws of the State.

INTRA-STATE TOLL MESSAGE: Those toll messages which originate and terminate within the same state.

LOCAL ACCESS AND TRANSPORT AREA: LATA means the geographic area established for the administration of communications service. It encompasses designated exchanges, which are grouped to serve common social, economic and other purposes.

LOCAL EXCHANGE COMPANY (LEC): Means any telephone company, as defined in Section 364.02(4), F.S., which, in addition to any other telephonic communication service, provides telecommunication service within exchange areas as those areas are described in the approved tariffs of the telephone company.

OPTIONAL CALLING PLAN: An optional service furnished under tariff provisions which recognizes a need of some subscribers for extended area calling without imposing the cost on the entire body of subscribers.

900 SERVICE: A service similar to 800 service, except this service is charged back to the customer based on first minute plus additional minute usage.

PIN NUMBER: A group of numbers used by a company to identify their customers.

PAY TELEPHONE SERVICE COMPANY: Means any telephone company, other than a Local Exchange Company, which provides pay telephone service as defined in Section 364.335(4), F.S.

POINT OF PRESENCE (POP): Bell-coined term which designates the

FORM PSC/CMU 31 (11/95)

Required by Commission Rule Nos. 25-24.471, 25-24.473, and 25-24.480(2).

actual (physical) location of an IXC's facility. Replaces some applications of the term "demarcation point."

PRIMARY SERVICE: Individual line service or party line service.

RESELLER: An IXC that does not have certain facilities but purchases telecommunications service from an IXC and then resells that service to others.

STATION: A telephone instrument consisting of a transmitter, receiver, and associated apparatus so connected as to permit sending and/or receiving telephone messages.

SUBSCRIBER, CUSTOMER: These terms may be used interchangeably herein and shall mean any person, firm, partnership, corporation, municipality, cooperative organization, or governmental agency supplied with communication service by a telephone company.

SUBSCRIBER LINE: The circuit or channel used to connect the subscriber station with the central office equipment.

SWITCHING CENTER: Location at which telephone traffic, either local or toll, is switched or connected from one circuit or line to another. A local switching center may be comprised of several central office units.

TRUNK: A communication channel between central office units or entities, or private branch exchanges.

ATTACHMENTS:

- A - CERTIFICATE TRANSFER STATEMENT**
- B - CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**
- C - INTRASTATE NETWORK**
- D - FLORIDA TELEPHONE EXCHANGES and EAS ROUTES**
- E - GLOSSARY**

ATTACHMENT A

OTHER JURISDICTIONS

FCI has operated as an interexchange carrier in the following States:

- (none)

Authorization to provide services is pending in the following States:

- ◊ New York
- ◊ Wisconsin

FCI is currently authorized to provide services in the following States:

- Colorado – proposed services are not regulated in the State
- Michigan – October 18, 1996
- Montana – November 18, 1996
- New Jersey – October 8, 1996
- Virginia – proposed services are not regulated in the State

FCI was denied authorization in the following States:

- (none)

FCI has had regulatory penalties imposed for violations in the following States:

⇒ (none)

FCI has been involved in civil court hearings in the following States:

- (none)

ATTACHMENT B

**Financial Capability
of
FaciliCom International, L.L.C.**

Note: The attached Financial Statements for FaciliCom International, L.L.C. are not audited. To verify that these statements are True and Correct, they have been signed by Mr. Walter J. Burmeister, President and Mr. Christopher S. King, Vice President Finance and Administration.

2. FCI INCOME STATEMENT (Unconsolidated), November 1996 (In US\$000)

	Current Month			Prior Month			Year to Date			FY 1996 OUTLOOK		
	Actual	Budget	\$ Var	Actual	Budget	\$ Var	Actual	Budget	\$ Var	Forecast	Budget	\$ Var
REVENUES:												
Transfer- US Outbound	2,870	2,422	448	2,169	2,109	60	5,029	4,511	528	45,594	45,206	388
Private Line	7	7	(0)	7	7	(0)	14	14	(0)	2,040	2,040	0
Pre-Paid Calling Card	20	0	20	29	0	29	50	0	50	50	0	50
Return Traffic	0	0	0	0	0	0	0	0	0	1,008	1,008	0
Inter Rate - FCULK	0	9	(9)	0	0	0	0	9	(9)	2,887	2,596	(291)
Inter Rev - Total	66	26	40	125	26	99	191	75	116	807	691	116
Loss: Unsubscribed	(29)	(24)	(5)	(22)	(21)	(1)	(51)	(45)	(6)	(457)	(451)	(6)
Total Net Revenues	2,906	2,425	482	2,308	2,191	117	5,243	4,864	379	52,629	51,950	679
COST OF OPERATIONS:												
Transit/Trunk - 2nd Party	2,127	1,662	665	1,705	1,292	413	3,831	2,754	1,077	29,719	28,641	1,077
Transit/Trunk - Other	486	709	(223)	326	619	(293)	822	1,228	(406)	12,715	13,271	(556)
Transit/Trunk - FCULK	0	13	(13)	0	0	0	0	13	(13)	1,026	1,026	(13)
Private Line - Inter Total	11	5	6	0	5	(5)	11	10	1	2,128	2,128	0
Excise Commissions	88	77	11	72	71	1	180	148	12	1,329	1,317	12
Network Depreciation	37	56	(19)	26	44	(18)	72	100	(28)	1,064	1,092	(28)
Other Operations Costs	82	64	18	65	58	7	147	142	5	1,128	1,132	(4)
Total Cost of Operations	2,831	2,606	425	2,313	2,089	224	5,243	4,666	588	49,119	48,861	258
Total Gross Margins \$	104	27	77	95	42	53	199	68	130	3,510	3,389	120
Total Gross Margins %	4%	1%	3%	4%	2%	2%	4%	2%	3%	7%	7%	0%
OPERATIONAL EXPENSES:												
Maintenance & Sales	88	90	(2)	107	78	29	195	166	29	1,455	1,427	28
General & Administrative	160	124	36	131	126	(5)	291	270	22	1,833	1,831	2
Operations	59	62	(3)	55	62	(7)	114	125	(10)	1,067	1,078	(10)
Business Development	20	26	(6)	23	26	(3)	53	73	(19)	560	579	(19)
Total Operating Expenses	337	322	15	316	311	5	654	633	21	4,736	4,718	18
EBITDA	(233)	(208)	25	(221)	(208)	13	(453)	(564)	110	(1,317)	(1,328)	110
Non-Network Deprec / Amort	9	8	1	8	8	0	17	16	1	113	112	1
EBIT	(242)	(216)	26	(229)	(217)	12	(470)	(580)	110	(1,204)	(1,216)	112
Net Interest Income/(Expense)	(89)	(85)	(4)	(81)	(87)	6	(109)	(162)	53	(1,424)	(1,507)	83
Dividend Income	0	0	0	0	0	0	0	0	0	0	0	0
Pre-Tax Income	(249)	(206)	143	(211)	(194)	17	(589)	(762)	173	(2,743)	(2,848)	105

Verified by 
 Walter J. Burmeister
 President

Verified by 
 Christopher W. King
 Vice President, Finance and Administration

3. FCI BALANCE SHEET (Unconsolidated), As of November 30, 1996 (In US \$000)

	Current Month			Prior Month		
	Actual	Budget	\$ Var	Actual	Budget	\$ Var
Current Assets:						
Cash	145	594	(449)	801	777	24
Accounts Receivable-Net	5,296	3,420	1,896	3,728	3,333	393
Prepaid/Deferred Expenses	133	187	(54)	161	193	(32)
	<u>5,565</u>	<u>4,201</u>	<u>1,364</u>	<u>4,688</u>	<u>4,303</u>	<u>385</u>
Property, Plant & Equipment						
Switching Equipment	2,134	3,420	(1,287)	2,113	2,358	(246)
Transmission Equipment	2,028	2,148	(120)	1,347	2,148	(801)
Other Property, Plant & Equipment	537	533	4	536	518	18
Accum. Depreciation	(348)	(389)	43	(302)	(324)	22
Net Property, Plant & Equipment	<u>4,354</u>	<u>5,713</u>	<u>(1,359)</u>	<u>3,695</u>	<u>4,701</u>	<u>(1,006)</u>
Other Assets						
Organization/Start-Up Costs, Net	63	63	0	65	65	(0)
Intercompany Receivables	685	48	637	478	214	264
Advances to Affiliates	2,259	2,168	91	2,187	2,118	69
Investment in Subsidiaries	3,705	3,705	0	3,705	3,705	0
	<u>6,713</u>	<u>5,985</u>	<u>728</u>	<u>6,434</u>	<u>6,102</u>	<u>332</u>
TOTAL ASSETS	16,631	18,899	733	14,817	15,106	(289)
Current Liabilities:						
A/P and Acc'd Expenses	4,621	2,956	1,665	3,442	2,937	505
Intercompany Payables	497	722	(224)	578	619	(41)
Accrued Interest	185	182	3	91	87	4
Accrued Income Taxes	0	0	0	0	0	0
Current Portion of LT Debt	331	135	196	237	135	102
	<u>5,634</u>	<u>3,994</u>	<u>1,640</u>	<u>4,347</u>	<u>3,778</u>	<u>569</u>
Long Term Debt:						
Loans Payable Armstrong	1,849	1,549	300	1,549	1,549	0
Loans Payable Intercompany	567	764	(197)	567	764	(197)
Fiber Cable Financing	446	446	0	115	446	(331)
Equipment Loan Payable	4,594	6,089	(1,475)	4,378	5,083	(717)
Less: Intercompany Portion	(2,435)	(2,704)	269	(2,413)	(2,704)	291
	<u>5,021</u>	<u>6,124</u>	<u>(1,103)</u>	<u>4,194</u>	<u>5,148</u>	<u>(954)</u>
Shareholders' Equity:						
Capital Contributions	240	240	0	240	240	0
Excess Capital Contributions	10,176	10,176	(0)	10,176	10,176	(0)
Retained Earnings-Prior	(3,859)	(3,871)	12	(3,859)	(3,871)	12
Retained Earnings-Current	(580)	(764)	184	(281)	(365)	84
	<u>5,976</u>	<u>5,781</u>	<u>195</u>	<u>6,276</u>	<u>6,180</u>	<u>96</u>
TOTAL LIABILITIES & EQUITY	16,631	18,899	732	14,817	15,106	(289)

Verified by *[Signature]* Christopher King
Vice President, Finance and Administration

Verified by *[Signature]* Walter J. Baumister
President

ATTACHMENT C

COMPANY BACKGROUND

FaciliCom International, L. L. C. (FCI) is a Delaware limited liability company that was formed May 5, 1995 to engage in international telecommunications services. FCI is certified as a non-dominant Overseas Common Carrier by the Federal Communications Commission. FCI owns and operates international gateway switches in New York City and New Jersey and is planning on installing additional switches in the United Kingdom, Latin America, and other international regions.

FCI acquired controlling interest in Nordiska Tele8 AB (Tele8) of Sweden in July, 1995. Tele8 is a licensed telephone operating company in Sweden that provides Swedish domestic and international long distance service.

A substantial majority of the interests in FaciliCom, including the power to exercise voting and management control, is held by The Armstrong Group of Companies (Armstrong) which is based in Butler, Pennsylvania. Armstrong which operates local telephone, alarm services, and cable television companies in the United States, is comprised of more than fifty companies nationwide. Armstrong also is involved in the construction and operation of major telephony and power projects in the United States.

Shareholders of 10% or greater of FaciliCom International's stock:

Armstrong Group of Companies -- 75%

located at: One Armstrong Place, Butler, Pennsylvania, 16001

EPIC Capital Corporation and B.F.V. Associates, Inc. (a joint venture) -- 25%

located at: Two Gateway Center, Pittsburgh, Pennsylvania, 15222-1402

** The principal business of the majority shareholder is the provision of telecommunications services. The Armstrong Group of Companies is a corporation organized in the United States, ultimately wholly-owned by individuals who are U.S. Citizens. EPIC Capital Corporation and B.F.V. Associates, Inc. are also ultimately owned by U.S. citizens.*

Officers and/or Members of the Board of Directors:

Walter Burmeister (FCI)-- Member, Board of Directors; President and CEO

Kirby Campbell (Armstrong)-- Member, Board of Directors

Andrew Sedwick (Armstrong)-- Member, Board of Directors; Secretary

Jay Sedwick (Armstrong)-- Member, Board of Directors

Robert Reed (EPIC)-- Member, Board of Directors

Jeffrey Guzy (FCI)-- Vice President, Sales & Marketing and Product Development

Anand Kumar (FCI)-- Executive Vice President, Business Development

EXECUTIVE PROFILES

Walter J. Burmeister, President and Founder of FaciliCom International (FCI), has over thirty years of experience in the telecommunications industry, encompassing international and business development, general management, information systems, network operations, network planning, general engineering, and sales.

Prior to forming FCI, Mr. Burmeister was chairman and founder of the Telecommunications Management Group, Inc. (TMG) and its affiliated companies. At TMG, his responsibilities included overall management of business development, investment analysis, and telecommunications consulting activities in developing countries. In addition, Burmeister organized investment groups and networking opportunities in several Central and South American countries.

Before founding the TMG Companies, Burmeister was the vice president and chief financial officer for Bell Atlantic International. In this position, he was responsible for overseeing business development in Central and South America, the Middle East, and Africa, as well as managing the company's financial affairs. While with Bell Atlantic International, he won the bid for the northern half of ENTAIL, the state-owned Argentinean telephone company. Burmeister was also instrumental in the acquisition of many foreign telephone companies, negotiating multi-million dollar consulting contracts, and building an international partnership agreement.

In earlier years with Bell Atlantic, Burmeister played a key role in the company's domestic business. He served as vice president in charge of the Bell of Pennsylvania and Diamond State Telephone sales organizations. He also supervised the Information Systems Operations for Bell Atlantic, developed a Data Center consolidation plan for all seven of their telephone companies, and headed the C&P Telephone Operations Staff.

Jeffrey J. Guzy, FCI's Vice President in charge of Sales, Marketing, and Product Development, is well known in international telecommunications circles. A senior executive and business development professional, Guzy has a proven ability to build entrepreneurial-based businesses through strategic alliances, teaming relationships, and market based partnerships.

Prior to joining FaciliCom, Guzy worked at Interferometrics, a scientific organization, to commercialize their Low Earth Orbit (LEO) satellite technology and establish global business partners. As vice president of Business Development, he established Eyetel International as the commercial arm of Interferometrics.

While director of Information Services at Bell Atlantic, Guzy was responsible for the international development of Interactive Multimedia (IMM). Mr. Guzy negotiated,

secured, and managed the single largest 'Stargazer' contract for IMM technology with the Italian telephone company, Telecom Italia.

As vice president of Overseas Telecommunications Inc. (OTI), a start-up overseas common carrier, Guzy developed services to over 50 of the Fortune 100 multinational companies; hired and trained the initial sales force while establishing offices across the U.S.; and was involved in every aspect of the venture from selling service and earth stations to negotiating MCI's acquisition of OTI in 1990.

Prior to his work with OTI, Guzy was marketing director at Sprint International where he developed a domestic and international network in the United Kingdom that delivers broadband capabilities to both the consumer and business communities. Mr. Guzy was also responsible for initiating their International VSAT service.

Anand Kumar, FCI's Executive Vice President of International Relations and Business Development, has 25 years of experience in the telecommunications and electronics industries. Throughout his career, Kumar has been well known for his technological expertise and ability to create cohesive organizational structures to achieve financial performance.

Prior to joining FaciliCom, Kumar was the principal of Communications Strategy Group, a technology consulting firm serving clients in North America, Europe, and Asia.

Earlier, Kumar was the founder and executive in charge of Washington International Teleport, a privately held transport facility with more than 25 earth stations and an integrated wide area network. In this role, he was responsible for marketing strategies, developing business networks, increasing revenue and building cost-effective technical and customer bases.

Kumar's extensive background in the telecommunications industry stems from his long time experience with GTE and AT&T. While at GTE, Kumar organized the Satellite Marketing Group to develop and implement new services and market plans. At AT&T, he was responsible for developing techniques to identify new product and service offerings for a number of major market segments.

FCI's National Headquarters:

All FaciliCom International Executives are located at FCI's main office in Washington, D.C. The address and telephone number are as follows:

1401 New York Avenue, N.W.
Suite 800
Washington, D.C. 20005
202 496 1100
202 496 1109 (fax)

State of Florida



Department of State

I certify from the records of this office that FACILICOM INTERNATIONAL, L.L.C. is a Delaware limited liability company authorized to transact business in the State of Florida, qualified on November 12, 1996.

The document number of this limited liability company is M96000000447.

I further certify that said limited liability company has paid all fees and penalties due this office through December 31, 1996, and its status is active.

I further certify that said limited liability company has not filed a Certificate of Withdrawal.

Given under my hand and the
Great Seal of the State of Florida,
at Tallahassee, the Capital, this the
Thirteenth day of November, 1996



CR2EO22 (1-95)

Sandra B. Northam

Sandra B. Northam
Secretary of State



**FACILICOM
INTERNATIONAL**
RELIABLE, LOW COST
CONNECTIVITY WORLDWIDE

DEPOSIT TREAS. REC. DATE
0446 . . . JAN 24 '97

January 22, 1997

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

970108-II

Re: FaciliCom International, L.L.C.
Application and Tariff to Provide Intrastate Interexchange
Telephone Service Within the State of Florida

To the Commission:

FaciliCom International, L.L.C. (FCI) herewith submits an application for authority to provide interexchange telecommunications service within the State of Florida. The application and accompanying tariff material labeled original Florida Tariff No. 1, is provided in paper format along with six (6) copies as required by the FPSC. The requisite filing fee of \$250.00 is enclosed. Pursuant to Section 25-24.485 (2) (a) of the Commission's rules, this initial tariff filing will become effective only upon issuance of the Certificate of Public Convenience and Necessity.

FCI will offer nonresidential dedicated access interexchange services as well as prepaid calling card services within the state of Florida, which will enhance competition in the long distance telecommunications market and thereby benefit consumers in the State of Florida.

Please acknowledge receipt of this application and tariff on the duplicate transmittal letter attached for this purpose. Should any questions arise with regard to this matter, please contact Linda Jacobsen at (202) 496-1100.

1068

FCI-CUSTOMER-ACCT. LLC
1401 NEW YORK AVE. NW, SUITE 800
WASHINGTON, D.C. 20004

DATE Jan. 22, 1997

Florida Public Service Commission \$: 250.00

Two hundred fifty DOLLARS

CITIBANK
STREET CAR WASH DC
FOR DEPOSIT ONLY
ACCOUNT NO. 1111111111

for Filing fee.

Gregory M. Boyer