

FLORIDA PUBLIC SERVICE COMMISSION
CAPITAL CIRCLE OFFICE CENTER - 2540 SHUMARD OAK BOULEVARD
TALLAHASSEE, FLORIDA 32399-0850

APPLICATION FORM

for

AUTHORITY TO PROVIDE (ALEC) 971510-1X
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

INSTRUCTIONS

- ◆ This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing alternative local exchange certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee.
- ◆ Respond 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.
- ◆ If you have questions about completing the form, contact:

Florida Public Service Commission
Division of Communications
Certification & Compliance Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0866
(850) 413-6600

Check received with filing and forwarded to Fiscal for deposit
Fiscal to forward a copy of check to RAR with proof of deposit
Initials of person who forwarded check

- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250 made payable to the Florida Public Service Commission at the above address.

APPLICATION FORM

97 1510

1. This is an application for (check one):
- | | DEPOSIT | DATE |
|---|---------|-------------|
| <input checked="" type="checkbox"/> Original authority (new company) | D 6 5 6 | NOV 17 1997 |
| <input type="checkbox"/> Approval of transfer (to another certificated company)
<u>Example</u> , a certificated company purchases an existing company and desires to retain the original certificate authority. | | |
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<u>Example</u> , a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate. | | |
| <input type="checkbox"/> Approval for transfer of control (to another certificated company)
<u>Example</u> , a company purchases 51% of a certificated company. The Commission must approve the new controlling entity. | | |

2. Name of applicant:

ALTERNATIVE ACCESS TELEPHONE COMMUNICATIONS CORP

3. Name under which the applicant will do business (d/b/a):

AA TELE-COM

4. If applicable, please provide proof of fictitious name (d/b/a) registration.

Fictitious name registration number: 397308000126

APPLICATION FORM

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

2863 NORTHLAKE BLVD. SUITE #2

LAKE PARK, FL 33403

(561) 882-0505

- B. Florida mailing address including street name, number, post office box, city, state, zip code, and phone number.

2863 NORTHLAKE BLVD. SUITE #2

LAKE PARK, FL 33403

(561) 882-0505

6. Structure of organization: Check appropriate box(s)

<input type="checkbox"/> Individual	<input checked="" type="checkbox"/> Corporation
<input type="checkbox"/> Foreign Corporation	<input type="checkbox"/> Foreign Partnership
<input type="checkbox"/> General Partnership	<input type="checkbox"/> Limited Partnership
<input type="checkbox"/> Joint Venture	<input type="checkbox"/> Other, Please explain _____

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

APPLICATION FORM

8. 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.

MISDAMEANOR TRAFFIC VIOLATIONS

9. If incorporated, please provide proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: P97000089494

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.

KEVIN D. CLARKE PRESIDENT

3095 SOUTH MILITARY TR. #12 LAKE WORTH, FL 33463

(561) 642-9294 FAX (561) 642-3306

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

NONE

APPLICATION FORM

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

NO

13. Have penalties been imposed against the applicant in any other state? If so, please list the state and reason for penalty.

NO

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

Customer service complaints will be handled by a customer service hotline # listed in

our billing statement, or by sending in a written service complaint to our office.

15. Please complete and file a price list in accordance with Commission Rule 25-24.825.(Rule attached)

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

A. **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:

APPLICATION FORM

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 attest that the financial statements are true and correct.

- B. Managerial capability.
- C. Technical capability.

(If you will be providing local intra-exchange switched telecommunications service, then state how you will provide access to 911 emergency service. If the nature of the emergency 911 service access and funding mechanism is not equivalent to that provided by the local exchange companies in the areas to be served, described in detail the difference.)

ALTERNATIVE ACCESS TELEPHONE COMMUNICATIONS CORP.

STATEMENT OF FINANCIAL RESPONSIBILITY

The Alternative Access Telephone Communication Corp. has opened business accounts with \$10,000 to begin operations. This cash on hand will be sufficient for start up costs and allows a comfortable safety margin according to projected expenses. The company will be selling services that are paid in advance. With our program designed for customers to pay in advance revenue will be generated concurrently with expenses.

Other means of financing are available to the Alternative Access Communications Corp. The directors of the company are able and willing to extend funds to the company if necessary. Additionally, the company has a line of credit with The Cash Can Unlimited inc. of up to \$100,000. With the financial means we have in place the company is financially able and responsible to offer excellent service to Florida's public.

Please contact us if any further financial information is required .

MANAGERIAL CAPABILITY

Our management staff has a great deal of experience and knowledge in start up business ventures. We have successfully started two businesses in the past ten years that are well run and profitable. We have attached the President of the company's resume for more detail in this matter.

TECHNICAL CAPABILITY

We will be using Bellsouth as our technical advisor for any problems in this field. Bellsouth will also be providing the 911 emergency service for our company.

PRICE LIST

We will be submitting a price list in accordance with Commission Rule 25-24.825 at a later date when we anticipate opening operations.

See attached: Resume
Balance sheet
Income statement

KEVIN D. CLARKE
4486 Walden Circle
Lake Worth, FL 33463
(561) 642-2603

SUMMARY OF QUALIFICATIONS:

More than ten years proven management experience
Strong background in sales training and development
Effective troubleshooting and problem solving skills
Excellent employee relations and personnel training
History of increased responsibility and advancement
Highly motivated and self-directed:eager to meet new challenges
Successful start up and management of small business

EXPERIENCE:

1995 to present

The Cash Can Unlimited, Inc., Lake Worth, Florida
President

Created and implemented business plan for multi-location new business. This included securing financing, licenses, and locations, hiring and training all personnel, purchasing all equipment and furnishings and contracting for specialized software and advertising.

Managed business successfully and showed profit in first year

1993 to 1995

Leaders Casual Furniture, St. Petersburg, Florida
Store Manager

Opened a new and innovative store to the company's portfolio
Responsible for the daily operation which includes:
Merchandising, displays, delivery scheduling, sales and sales training, employee scheduling, customer follow-up and service

1988 to 1993

**Comcoa Inc. dba Rent-A-Center, St. Petersburg, Florida
Store Manager & Zone Training Manager**

Responsible for the successful management of a home furnishings store generating in excess of \$1M annually. Managed all operational and financial functions to include P & L accounting, inventory, accounts receivable and collections, employee hiring and supervision. Supervised all sales and customer services. Additionally responsible for the hiring and training of employees in 5 stores within the southwest zone. Provided instruction in policy and procedure, computer and store operation, merchandising and display, sales and customer service.

1987 to 1988

**Scentura Creations, Miami, Florida
General Manager**

Managed all daily operations and systems of this high volume novelty distributor. Responsible for P & L, accounting, inventory control, records management, employee hiring and training. Conducted sales meetings and performed sales demonstrations. Supervised a sales staff of 25. Set sales goals for individual associates and company objectives.

EDUCATION:

Completed 2 years of study at Broward Community College in Business Administration.

Completed 1 year of study in Business Management at Tallahassee Community College.

Franklin Time Management and Organization course

Harry Freidman Sales Training & Manager Training

Excellence Management Training Courses in:

- * Problem Solving
- * Proactive Management
- * Staff Management

R-A-C Training Courses

- * Behavioral Interviewing
- * Hiring Procedures in accordance with ADA Laws

ALTERNATIVE ACCESS TELEPHONE COMMUNICATIONS CORP.

INCOME STATEMENT

Projected Income/ Expense

Income

Application fees	12,000
Prepaid line fees	12,000
Options fees	2,000
Monthly service fees	21,000
TOTAL INCOME	47,000

Cost of goods sold

Line connect charges	9,600
Line access fees	10,500
Emergency 911 access charges	1,200
TOTAL COGS	21,300

Expenses

Rent	1,200
Electricity	Included
Water	Included
Bank fees	150
Postage	800
Supplies	1,000
Payroll	12,000
Capital expenses	3,000
TOTAL EXPENSES	18,150

PROJECTED NET INCOME **7,550**

ALTERNATIVE ACCESS TELEPHONE COMMUNICATIONS CORP.

BALANCE SHEET

ASSETS

Cash.....10,000.
Trade notes and accounts receivable.....
Less allowance for bad debts.....
Inventories.....
Federal and state government obligations.....
other current assets.....
Loans to shareholders.....
Mortgages and real estate loans.....
Other investments.....

Building and other depreciable assets.....
Less accumulated depreciation.....

Depletable assets.....
Less accumulated depletion.....
Land (net of any amortization).....

Intangible assets (amortizable only).....
Less accumulated amortization.....
Other assets.....

TOTAL ASSETS..... 10,000.

LIABILITIES AND STOCKHOLDERS' EQUITY

Accounts payable.....
Mortgages, notes, bonds payable in less than 1 yr.....
Other current liabilities.....
Loans from shareholders..... 9500.
Mortgages, notes, bonds payable in 1yr. or more.....
Other liabilities.....

Capital stock: Preferred stock.....
Common stock..... 500. 500.
Paid-in capital surplus.....
Accumulated adjustments account.....
Other adjustments account.....
Shareholder's undistributed taxable income

previously taxed.....
Retained earnings-Appropriated.....
Retained earnings-Unappropriated.....
Less cost of treasury stock.....

TOTAL Liabilities and stockholder's equity..... 10,000.

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2. Name of applicant:

ALTERNATIVE ACCESS TELEPHONE COMMUNICATIONS CORP.

3. Name under which the applicant will do business (d/b/a):

AA TELE-COM

97
11

AA Tele-Com
2863 Northlake Blvd.
Lake Park, FL

0087
83-858/670
0

PAY TO THE ORDER OF Florida Public Service Commission \$ 250.00
Two Hundred Fifty 00/100 DOLLARS



FOR ALEC License