## ORIGINAL

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November 8, 2006

#### VIA FEDERAL EXPRESS

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(503) 205-2485 direct line

Florida Public Service Commission Division of the Commission Clerk and Administrative Servcies 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850

> 060739-TK InteraTel, LLC, d/b/a InteraTone Subject:

Application Form for Authority to Provide Competitive Local Exchange Telecommunications Company Service Within the

State of Florida

Dear Madam or Sir:

records

CMP

Enclosed for filing with the Florida Public Service Commission ("Commission") are the original and two copies of InteraTel, LLC's Application Form for Authority to Provide Competitive Local Exchange Telecommunications Company Service, Exhibit A (responses to questions 18(a) and (b)) and Exhibit B (response to question 18(c)), and a check for the application fee of \$400.00. The financial documents used in response to Exhibit B are considered confidential by InteraTel, LLC and are being submitted in a separate, sealed envelope, stamped "confidential." InteraTel, LLC would like the financial documents returned to them when the Commission has finished its review.

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#### FLORIDA PUBLIC SERVICE COMMISSION

#### DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT

## **APPLICATION FORM**

for

# AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE TELECOMMUNICATIONS COMPANY SERVICE WITHIN THE STATE OF FLORIDA

## **Instructions**

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

Florida Public Service Commission Division of the Commission Clerk and Administrative Services 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850 (850) 413-6770

- E. A filing fee of \$400.00 is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

Florida Public Service Commission Division of Competitive Markets and Enforcement 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850 (850) 413-6600

FORM PSC/CMP-8 (01/06) Required by Commission Rule Nos. 25-24.810, and 25-24.815 Note: To complete this interactive form using your computer, use the tab key to navigate between data and the tribute of NUMBER-CATE

1.	This is an application for (check one):				
	☑ <b>Original certificate</b> (new company).				
	Approval of transfer of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority rather that apply for a new certificate.				
	Approval of assignment of existing Certificate: Example, a certificated company purchases an existing company and desires to retain the existing certificate of authority and tariff.				
2.	Name of company: InteraTel, LLC				
3.	Name under which applicant will do business (fictitious name, etc.):				
	InteraTone				
4.	Official mailing address:				
	Street/Post Office Box: 6920 Koll Center Parkway, Suite 211 City: Pleasanton State: California Zip: 94566				
5.	Florida address:				
	Street/Post Office Box: None City: State: Zip:				
6.	Structure of organization:				
	☐ Individual ☐ Corporation ☐ Foreign Corporation ☐ Foreign Partnership ☐ General Partnership ☐ Limited Partnership ☑ Other, LLC				

## 7. <u>If individual</u>, provide:

Name: Not Applicable

Title:

Street/Post Office Box:

City: State: Zip:

Telephone No.:

Fax No.:

E-Mail Address: Website Address:

- **8.** <u>If incorporated in Florida</u>, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: N/A
- **9.** <u>If foreign corporation,</u> provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: M06000004107.
- **10.** <u>If using fictitious name (d/b/a)</u>, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is: G06285900250
- **11.** <u>If a limited liability partnership,</u> please proof of registration to operate in Florida. The Florida Secretary of State registration number is: N/A
- **12.** <u>If a partnership</u>, provide name, title and address of all partners and a copy of the partnership agreement.

Name: Not Applicable

Title:

Street/Post Office Box:

City: State: Zip:

Telephone No.:

Fax No.:

E-Mail Address: Website Address:

**13.** <u>If a foreign limited partnership,</u> provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is: N/A

## 14. Provide F.E.I. Number(if applicable): 77-0409534

## 15. Who will serve as liaison to the Commission in regard to the following?

## (a) The application:

Name: Anthony Ma

Title: Vice President of Finance

Street name & number: 6920 Koll Center Parkway, Suite 211

Post office box: City: Pleasanton State: California

Zip: 94566

Telephone No.: (925) 600-2141

Fax No.: (925) 461-5000

E-Mail Address: tma@interainc.com Website Address: www.interainc.com

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

Name: Anthony Ma

Title: Vice President of Finance

Street name & number: 6920 Koll Center Parkway, Suite 211

Post office box: City: Pleasanton State: California

Zip: 94566

Telephone No.: (925) 600-2141

Fax No.: (925) 461-5000

E-Mail Address: tma@interainc.com Website Address: www.interainc.com

## (c) Complaints/Inquiries from customers:

Name: David West

Title: Vice President of Marketing and Regulatory Compliance Street/Post Office Box: 6920 Koll Center Parkway, Suite 211

City: Pleasanton State: California

Zip: 94566

Telephone No.: (925) 600-2173

Fax No.: (925) 461-5000

E-Mail Address: dwest@interainc.com Website Address: www.interainc.com

## **16.** List the states in which the applicant:

(a) has operated as a Competitive Local Exchange Telecommunications Company.

None

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

Wisconsin, Massachusetts

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

California, Oregon, Washington, Nevada, Texas

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.

Applicant was registered as a telecommunications company to provide competitive services in Washington, but had its status revoked in 2004 due to inactivity. Applicant has since submitted a new application for registration and has been granted new authority in June 2006.

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

None

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

None

- **17.** Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:
  - (a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

#### None

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

#### None

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

None

## 18. Submit the following:

- (a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
- (b) <u>Technical capability:</u> resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.
- (c) <u>Financial Capability:</u> applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:
  - 1. the balance sheet.
  - 2, income statement, and
  - 3, statement of retained earnings.

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

## THIS PAGE MUST BE COMPLETED AND SIGNED

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

APPLICANT ACKNOWLEDGEMENT: 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 competitive local exchange telecommunications company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

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

## Company Owner or Officer

Print Name: Torre Mercogliano

Title: President

Telephone No.: (925) 600-2141

E-Mail Address: tliano@interainc.com

Signature

Date:

### EXHIBIT A

## Responses to Question 18, Parts (a), (b), and (c)

Application for Authority to Provide Competitive Local Exchange Telecommunications Company Service Within the State of Florida:

## 18 (a) Managerial and (b) Technical Capability:

Applicant has the managerial and technical qualifications necessary to provide the proposed services in its service territory. Applicant has been in the telecommunications business for over 10 years. Applicant's technical qualifications are rooted in its senior management team, which possesses extensive telecommunications industry and managerial experience. Below are the biographies of Applicant's senior management, demonstrating that Applicant possesses significant managerial expertise and technical competency necessary to operate a successful telecommunications carrier.

## Torre Mercogliano

Mr. Mercogliano is President of InteraTel, LLC. He began in the payphone industry in 1988 as President and CEO of Pacific Public Payphones and has first-hand experience in all aspects of payphone operations. As President of InteraTel, Mr. Mercogliano oversees all day-to-day operations including sales, operations, carrier negotiations and new product development. Mr. Mercogliano is credited with the creation of InteraTel's proprietary network. Other products developed by Mr. Mercogliano include Direct Connect and Celebrity Dial 4 Less. Mr. Mercogliano is a graduate of Fresno State University.

#### George C. Huff

Mr. Huff, Chairman, is Chief Executive Officer and President of Intera Group, Inc., which holds a 99.999% membership interest in InteraTel, LLC. Mr. Huff co-founded Intera Group, Inc.'s predecessor, GFA Capital Corporation ("GFA"), in 1987 with M. Sean Venezia. Prior to 1987, Mr. Huff was a financial analyst with Group for Financial Advisors ("GFA").

While at GFA, Mr. Huff helped profitably managed and operated approximately 3,000 public pay telephones in Northern California through four investment limited partnerships (with total capitalization of approximately \$7.5 million). Additionally, GFA successfully grew a business unit that provided telecommunications services to the business market. GFA subsequently became NSC Communications Corporation ("NSC"), presently part of Intera Group, Inc. In February 1997, GTCR Golder-Rauner ("GTCR") acquired GFA as a platform company to further acquire and grow payphone and other telecommunications companies.

Mr. Huff was instrumental in raising over \$115 million of equity and debt capital from GTCR and a consortium of the Nation's leading banks to fund NSC's consolidation strategy, along with Mr. Sean Venezia. NSC used these proceeds to acquire in excess of 40 regional payphone companies and Intera Communications Corporation in Minneapolis, MN. As a result, Intera Group, Inc. is one of the largest independent payphone service providers and telecom management companies in the United States with annual revenues approximately \$43 million and EBITDA of approximately \$9.0 million.

Mr. Huff served as Director of Leverage Information Systems, a San Francisco-based e-commerce engineering services firm, until it was purchased in the third quarter of 1999 by publicly traded Diamond Technology Partners of Chicago, a leading national e-commerce systems developer. Mr. Huff also served on the Board of Directors of the American Public Communications Council ("APCC"), the industry's national trade association.

Mr. Huff obtained a Bachelor's degree in Business Administration from the Haas School of Business at the University of California in Berkeley in 1985.

#### David West

Mr. West is the Vice President of Marketing and Regulatory Compliance for Intera Group, Inc. and its subsidiaries and has been with Intera and its predecessors including GFA Capital Corporation for over 13 years. His primary responsibilities include sales management, new business profitability analysis, and financial modeling. His prior responsibilities included asset-purchase acquisition management, contract administration, and litigation support. Prior to joining Intera, he was an active member of the U.S. Armed Forces under the U.S. Army Information Systems Command for 6 years with assignments in Corozal, Panama and the Presidio of San Francisco. He provided quality control and technical support for the Defense Information Systems Agency's network of cryptographic, microwave radio, and satellite communications circuits. David's 19 years of telecom industry experience makes him a valuable member of the Intera team.

## EXHIBIT B

## Response to Question 18, Part (c)

## 18(c) Financial Capability:

Applicant is a start-up company and therefore does not have 3 years' worth of audited financial statements.

Applicant claims confidentiality for the financial documents enclosed with this Application and files such financial documents under separate cover.