



31

March 20, 1997  
Overnight

210 N. Park Ave.  
P.O. Drawer 200  
Winter Park, FL  
32790-0200

Florida Public Service Commission  
Division of Communication  
2450 Shumard Oak Boulevard  
Gerald L. Gunter Building  
Room 270  
Tallahassee, FL 32399-0850

DEPOSIT                      DATE  
**D488**                      **MAR 25 1997**

*170342-TX*

Tel: 407-740-8575  
Fax: 407-740-0613

Re: Application of FiberSouth of Florida, Inc. d/b/a  
FiberSouth, Inc. for Authority to Provide Alternative  
Local Exchange Service

Dear Mr. D'Haeseleer:

Enclosed is the original and six (6) copies of the application of FiberSouth of Florida, Inc. d/b/a FiberSouth, Inc. for authority to provide alternative local exchange service. Also enclosed is a check for the application fee of \$250.

The company is filing the required financial statements as well as its financial capability statement for this filing under separate cover and requesting that the statements be marked PROPRIETARY and CONFIDENTIAL.

Please return a date stamped the copy of this cover letter in the self-addressed stamped envelope which has been provided for this purpose.

Any questions pertaining to this filing may be addressed to me at (407) 740-8575.

Sincerely,

Thomas M. Forte  
Consultant to  
FiberSouth of Florida, Inc. d/b/a FiberSouth, Inc.

Enclosures

cc: B. Greene - FSI  
to file: FSI - FL (CLEC)  
TMX#: FL97000L



DOCUMENT NUMBER-D  
**03143 MAR 25 97**  
FPSC-RECORDS/REPORTING

**FLORIDA PUBLIC SERVICE COMMISSION**  
**Division of Communications, Certification & Compliance Section**  
**2450 SHUMARD OAK BOULEVARD**  
**TALLAHASSEE, FLORIDA 32399-0850**  
**(904) 413-6600**

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**APPLICATION FORM**

for

**AUTHORITY TO PROVIDE ALTERNATIVE LOCAL EXCHANGE SERVICE  
WITHIN THE STATE OF FLORIDA**

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**INSTRUCTIONS**

1. 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.
2. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
3. Use a separate sheet for each answer which will not fit the allotted space.
4. Any questions regarding completion, contact above.
5. 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.

DOCUMENT NUMBER-DATE

03143 MAR 25 6

FPSC-RECORDS/REPORTING

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

**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:**

FiberSouth of Florida, Inc.

**3. A. National Mailing Address including street name, number, post office box, city, state, zip code and phone number.**

Street: 4300 Six Forks Road  
PO Box Suite 210  
City: Raleigh  
State: North Carolina  
Zip 27609  
Telephone: (919) 510-7111  
Facsimile: (919) 510-7120

**B. Florida Mailing Address including street name, number, post office box, city, state, zip code and phone number.**

Not Applicable

**C. Physical Address of alternative local exchange service in Florida including street name, number, post office box, city, state, zip code and phone number.**

Street: 4300 Six Forks Road  
 PO Box Suite 210  
 City: Raleigh  
 State: North Carolina  
 Zip: 27609  
 Phone: (919) 510-7111

**4. Structure of organization:**

- |  |   |
|--|---|
| <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  |

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

Corporate charter number: P97000006284

See Exhibit III

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

FiberSouth of Florida, Inc. d/b/a FiberSouth, Inc.

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

Fictitious name registration number: \_\_\_\_\_

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

Not applicable

**9. 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.

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

**Application contact:**

Name: Thomas M. Forte  
 Title: Consultant to FiberSouth of Florida, Inc.  
 P.O. Box: P.O. Drawer 200  
 City: Winter Park  
 State: Florida  
 Zip: 32790-0200  
 Telephone: (407) 740-8575  
 Facsimile: (407) 740-0613  
 Internet Address:

**Ongoing Liaison:**

Name: Barbara Greene  
 Title: Regulatory Administrator  
 Street: 4300 Six Forks Road  
 PO Box: Suite 210  
 City: Raleigh  
 State: North Carolina  
 Zip: 27609  
 Telephone: (919) 510-7000  
 Facsimile: (919) 510-7198  
 Internet Address:

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

FiberSouth of Florida, Inc. will only be providing service within Florida. The Company is filing an application to provide Interexchange Telecommunications Service with the Commission, concurrent with the filing of this application.

12. Has the applicant been denied certification in any other state? Yes( ) No(X)  
 If so, please list the state and reason for denial.
13. Have penalties been imposed against the applicant in any other state: Yes( ) No(X)  
 If so, please list the state and reason for penalty.

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

Customers may reach the company at the toll-free customer service number, (800) 789-0791, which will be provided on each invoice for service. In addition, customers may contact the company in writing at 4300 Six Forks Road, Suite 210, Raleigh, North Carolina 27609.

15. **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, including:

1. the balance sheet
2. income statement
3. statement of retained earnings for the most recent 3 years

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 statement should then be signed by the applicant's chief executive officer and chief financial officer. The signature should affirm that the financial statements are true and correct.

See Exhibit I.

**B. Managerial capability**

See Exhibit II.

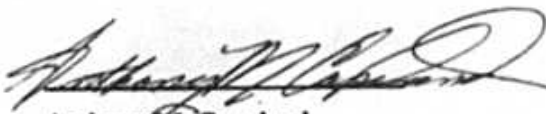
**C. Technical capability**

See Exhibit II.

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 this official duty shall be guilty of a misdemeanor of the second degree punishable as provided in s.775.082 and s. 775.083.

Official:  Date: MARCH 10, 1997  
Anthony M. Copeland  
Title: Vice President and General Counsel Telephone: (919) 510-7111  
Address: 4300 Six Forks Road  
Suite 210  
Raleigh, North Carolina 27609

**FIBERSOUTH OF FLORIDA, INC.**

**EXHIBIT I**

**FINANCIAL CAPABILITY**


FiberSouth of Florida, Inc. has file the financial statements for this application with the Commission under separate cover and has requested that they are kept PROPRIETARY and CONFIDENTIAL.



STATE OF NORTH CAROLINA )  
 )  
COUNTY OF WAKE )

**VERIFICATION OF FINANCIAL INFORMATION**

**The undersigned officer attests to the accuracy of the foregoing financial statements. The information contained therein is accurate to best of his knowledge and belief:**

 Date: MARCH, 10, 1997  
**Anthony M. Copeland, Vice President and General Counsel**

Sworn before me this 10 day of March, 1997.

  
Notary Public

**Audited Financial Statements**

**FiberSouth, Inc.**

*Years ended December 31, 1995 and 1994  
with Report of Independent Auditors*

FiberSouth, Inc.

Audited Financial Statements

Years ended December 31, 1995 and 1994

Contents

Report of Independent Auditors .....	1
Audited Financial Statements	
Balance Sheets .....	2
Statements of Income .....	4
Statements of Shareholders' Equity .....	5
Statements of Cash Flows .....	6
Notes to Financial Statements .....	7

## Report of Independent Auditors

The Board of Directors and Shareholders  
FiberSouth, Inc.

We have audited the accompanying balance sheets of FiberSouth, Inc. as of December 31, 1995 and 1994 and the related statements of income, shareholders' equity and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of FiberSouth, Inc. at December 31, 1995 and 1994 and the results of its operations and its cash flows for the years then ended in conformity with generally accepted accounting principles.

*Ernst & Young LLP*

January 31, 1996, except for Note 5  
as to which the date is February 13, 1996

FiberSouth, Inc.

Balance Sheets

December 31  
1995                      1994

**Assets**

Current assets:

- Cash and cash equivalents
- Accounts receivable - trade
- Accounts receivable from related party *(Note 4)*
- Inventory supplies
- Other current assets

Total current assets

Equipment, furniture and fixtures:

- Construction in progress
- Telephone service equipment
- Office, computer and other equipment
- Leasehold improvements

Accumulated depreciation

Other assets:

- Organization costs
- Loan origination fee

Accumulated amortization

Prepays and other long-term assets

Total assets

December 31  
1995                      1994

**Liabilities and shareholders' equity**

**Current liabilities:**

    Accounts payable and accrued expenses *(Note 4)*  
    Deferred revenue - related party *(Note 4)*  
    Current portion of long-term debt *(Note 3)*

Total current liabilities

Deferred rent

Long-term debt, less current portion *(Note 3)*

**Shareholders' equity:**

    Common Stock, \$1.00 par value--authorized  
    100,000, issued and outstanding 100 shares

    Retained earnings

Total shareholders' equity

Total liabilities and shareholders' equity

*See accompanying notes.*

FiberSouth, Inc.

Statements of Income

Year ended December 31	
1995	1994

---

Revenue (*Note 4*)

Operating expenses

Selling, general and administrative expenses

Net income

*See accompanying notes.*

FiberSouth, Inc.

Statements of Shareholders' Equity

	<u>Common</u> <u>Stock</u>	<u>Retained</u> <u>Earnings</u>	<u>Total</u> <u>Shareholders'</u> <u>Equity</u>
Balance at December 31, 1993			
Issuance of 100 shares of \$1.00 par value common stock			
Net income			
Balance at December 31, 1994			
Net income			
Balance at December 31, 1995			

*See accompanying notes.*



FiberSouth, Inc.

Statements of Cash Flows

Year ended December 31

1995                      1994

---

**Operating activities**

Net income

Adjustments to reconcile net income to net cash  
provided by (used in) operating activities:

Depreciation and amortization

Changes in operating assets and liabilities:

Accounts receivable - trade

Accounts receivable - related party

Inventory supplies

Other current assets

Deferred revenue - related party

Deferred rent

Accounts payable and accrued expenses

Net cash provided by (used in) operating activities

**Investing activities**

Purchases of equipment, furniture and fixtures

Payments for other assets

Net cash used in investing activities

**Financing activities**

Proceeds from long-term borrowings

Payments on long-term borrowings

Issuance of common stock

Net cash provided by financing activities

(Decrease) increase in cash and cash equivalents

Cash and cash equivalents at beginning of year

Cash and cash equivalents at end of year

**Supplemental disclosure of cash flow information**

Cash paid during the year for interest

*See accompanying notes.*

FiberSouth, Inc.

Notes to Financial Statements

December 31, 1995

**1. Business of the Company and Significant Accounting Policies**

**Business of the Company**

FiberSouth, Inc. began operations in 1994 to provide discount local telephone service, primarily to commercial customers located in the southeastern United States.

**Cash and Cash Equivalents**

The Company considers highly liquid, short-term investments with a maturity of three months or less when purchased to be cash equivalents.

**Accounts Receivable**

The Company uses the allowance method of accounting for uncollectible accounts receivable.

**Concentration of Credit Risk**

The Company's principal financial instrument subject to potential concentration of credit risk is accounts receivable which are unsecured. The Company's exposure to credit loss in the event that payment is not received for revenue recognized equals the outstanding accounts receivable balance. As of December 31, 1995, the Company had no significant concentrations of outstanding accounts receivable with individual customers.

**Income Taxes**

The Company has elected to be taxed for federal and state income tax purposes as an S-Corporation under provisions of the Internal Revenue Code. Consequently income, losses and credits are passed through directly to the shareholders, rather than being taxed at the corporate level.

**Equipment, Furniture and Fixtures**

Equipment, furniture and fixtures are stated on the basis of cost which is being amortized over the estimated useful lives of the assets principally by the straight-line method for financial reporting purposes and accelerated methods for tax purposes.

FiberSouth, Inc.

Notes to Financial Statements (continued)

1. Business of the Company and Significant Accounting Policies (continued)

Other Assets

Organization costs are capitalized and amortized ratably over sixty months.

Loan origination fees are capitalized and amortized over the term of the related loan (sixty months) using the straight-line method.

Other assets consist of prepaid right of way fees to owners of property where the Company has constructed cable lines. The fees are amortized ratably over the life of the contract (ten years).

Use of Estimates

The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

2. Leases

The Company rents its facilities under an operating lease which expires in 2000. Future minimum lease payments under the lease are as follows:

1996	\$ 48,574
1997	48,574
1998	15,723
1999	6,823
2000	1,137
	<u>\$120,831</u>

Total rent expense was \$49,556 and \$43,333 in 1995 and 1994, respectively.

FiberSouth, Inc.

Notes to Financial Statements (continued)

3. Long-Term Debt

At December 31, 1995 and 1994, the Company had long-term debt consisting of the following:

December 31	
1995	1994

Following are maturities of long-term debt by year:

1995	\$ 504,113
1996	653,475
1997	717,199
1998	1,663,555
1999	840,750
	<u>\$4,379,092</u>

Interest expense was

in 1995 and 1994, respectively.

FiberSouth, Inc.

Notes to Financial Statements (continued)

**3. Long-Term Debt (continued)**

The Company estimates that the fair value of notes payable approximates the carrying value based upon its effective current borrowing rate for debt with similar terms and remaining maturities. Disclosure about fair value of financial instruments is based upon information available to management as of December 31, 1995. Although management is not aware of any factors that would significantly affect the fair value of amounts, such amounts have not been comprehensively revalued for purposes of these financial statements since that date.

**4. Related Party Transactions**

**5. Subsequent Event**

Subsequent to December 31, 1995, the Company obtained borrowings under two promissory notes from a bank for working capital purposes in the amounts of \_\_\_\_\_ and \_\_\_\_\_ bearing interest at 8.25% and 7.5%, respectively. The notes are secured by an interest in network lease agreement.

**FIBERSOUTH OF FLORIDA, INC.**

**EXHIBIT II**

**MANAGERIAL CAPABILITY**

**FIBERSOUTH, INC.**  
Management Profiles - Continued

**Peter T. Loftin, President**

Mr. Loftin is President of FiberSouth, Inc., a competitive access provider which was founded in 1993. In the late 1970's, Mr. Loftin saw the potential in the fast-changing telecommunications industry, and in the early 1980's started several telecommunications companies. In November of 1983 he incorporated Business Telecom Inc. (BTI). In 1984, he founded the North Carolina Long Distance Association, representing the state's independent long distance carriers. In 1989, he was named Entrepreneur of the Year by *Business: North Carolina* magazine. A native of New Bern, NC, he attended NC State University in Raleigh, and held several sales and marketing positions before founding BTI.

**Michael Newkirk, Chief Operating Officer**

Mr. Newkirk has been Chief Operating Officer with FiberSouth, Inc. since its inception. Mr. Newkirk came to Business Telecom, Inc. in 1986 with the acquisition of TMC, a Louisville, KY based long-distance carrier. He joined TMC in 1982, and was responsible for expanding the company into 18 markets. In 1993, he was elected Vice President of the Association of Communications Companies of America, a national trade association comprised of 10 telecommunication companies, with combined revenues in excess of \$1.75 billion a year.

**Anthony M. Copeland, Vice President/General Counsel**

Mr. Copeland has been Vice President and General Counsel of FiberSouth, Inc. since its inception. Mr. Copeland joined Business Telecom, Inc. in 1992 as Corporate Counsel after serving as Chief Counsel for the North Carolina Department of Public Instruction and as Assistant District Attorney for the City of Raleigh. He is currently involved in formulating local competitive telecommunications legislation and regulatory guidelines in most of the Southeastern United States and Washington, DC. His current memberships include the Wake Education Partnership-Technology Committee, the Federal Communications Bar Association, the North Carolina State Bar and the North Carolina Bar Association. He is a graduate of Duke University and the T.M. Cooley Law School in Lansing, MI, and studied at Oxford University and the John F. Kennedy School of Government at Harvard University. In 1995, Mr. Copeland was appointed to the North Carolina Board of Public Telecommunications by Lt. Gov. Dennis A. Wicker.

**Eric C. Scholz, General Manager**

Mr. Scholz joined FiberSouth, Inc. in June of 1995 as Sales Manager, leaving his position of Regional Sales Manager of BTI's Raleigh sales office. Demonstrating his leadership and the ability to pilot a start-up operation, Mr. Scholz was promoted to General Manager in June of 1996. Prior to joining BTI, he spent 14 years in the personal computer industry. In the early 1980's, Mr. Scholz guided a small Boston based business's transition from typewriters and word processors into the personal computer age. He then joined Businessland Inc., assisting in their historic rise to the largest computer dealer nationwide with sales topping \$1 billion annually. Mr. Scholz also joined Copley Systems as National Sales Manager leading them on an aggressive growth and expansion program resulting in annual revenues growing from \$12 million to over \$97 million over a five year period.

**FIBERSOUTH, INC.**  
Management Profiles

**Steve Owen Mueller, Director of Finance & Operations**

Mr. Mueller joined FiberSouth, Inc. in July of 1994 as Operations Manager after 12 years in the computer and telecommunications industry in financial management positions. Mr. Mueller was promoted to Director of Finance and Operations in June of 1996 for his leadership in the complete construction of FiberSouth's network, negotiations of all financial agreements and cable franchise authorization for the City of Raleigh. Prior to joining FiberSouth, Mr. Mueller was Controller for Teleport Communications Group and World Wide R & D of the Teradata Corporation, in Los Angeles, CA. He earned a MBA from the University of LaVerne, and a Bachelors of Science Degree with Majors in Finance and Accounting from California State University in Fullerton.



**FIBERSOUTH OF FLORIDA, INC.**

**EXHIBIT III**

**ARTICLES OF INCORPORATION**

# State of Florida



## Department of State

I certify the attached is a true and correct copy of the Articles of Incorporation of FIBERSOUTH OF FLORIDA, INC., a Florida corporation, filed on January 22, 1997, as shown by the records of this office.

The document number of this corporation is P97000006284.

Given under my hand and the  
Great Seal of the State of Florida,  
at Tallahassee, the Capital, this the  
Twenty-second day of January, 1997



CR2EO22 (2-95)

*Sandra B. Mortham*

Sandra B. Mortham  
Secretary of State

ARTICLES OF INCORPORATION  
OF  
FIBERSOUTH OF FLORIDA, INC.

SECRET  
DIVISION  
97 JAN 22 PM 3:00

The undersigned, pursuant to Section 607.164 of the Florida General Corporation Act, does hereby submit these Articles of Incorporation for the purpose of forming a business corporation under and by virtue of the laws of the State of Florida.

1. The name of the corporation is Fibersouth of Florida, Inc. 4300 Six Forks Road, Suite 500, Raleigh, N.C. 27609.
2. The corporation is initially organized for puposes to include the transaction of any or all lawful business for which corporations may be incorporated under the Florida General Corporation Act.
3. The corporation shall have authority to issue One Thousand (1,000) shares, without par value, all of one class designated Common Stock.
4. The street address and county of the initial registered office of the corporation are 1200 South Pine Island Road, Plantation, Broward County, Florida 33324 and the name of the initial registered agent at such address is CT Corporation System. The mailing address of the initial registered office of the corporation is the same as its street address.
5. The name and address of the incorporator are:

NAME

ADDRESS


Larry E. Robbins

4101 Lake Boone Trail, Suite 300  
Raleigh, North Carolina 27607

6. Except to the extent that the Florida General Corporation Act prohibits such limitation or elimination of liability of directors for breaches of duty, no director of the corporation shall be liable to the corporation or to any of its shareholders for monetary damages for breach of duty as a director. No amendment to or repeal of this provision or adoption of a provision inconsistent herewith shall apply to or have any effect on the liability or alleged liability of any director of the corporation for or with respect to any acts or omissions of such director occurring prior to such amendment or repeal or adoption of an inconsistent provision. The provisions of this Article shall not be deemed to limit or preclude indemnification of a director by the corporation for

any liability that has not been eliminated by the provisions of this Article.

IN WITNESS WHEREOF, I have executed these Articles of Incorporation this the 17th day of January 1997.

  
\_\_\_\_\_  
Larry E. Robbins, Incorporator

**CERTIFICATE OF DESIGNATION OF  
REGISTERED AGENT/REGISTERED OFFICE**

SECRET  
DIVISION OF CORPORATIONS  
97 JAN 22 PM 3:00

PURSUANT TO THE PROVISIONS OF SECTION 607.0501, FLORIDA STATUTES, THE UNDERSIGNED CORPORATION, ORGANIZED UNDER THE LAWS OF THE STATE OF FLORIDA, SUBMITS THE FOLLOWING STATEMENT IN DESIGNATING THE REGISTERED OFFICE/REGISTERED AGENT, IN THE STATE OF FLORIDA.

1. The name of the corporation is: FiberSouth of Florida, Inc.

2. The name and address of the registered agent and office is:

C T Corporation System  
(NAME)

1200 South Pine Island Road  
(P.O. Box or Mail Drop Box NOT ACCEPTABLE)

Plantation, Florida 33324  
(CITY/STATE/ZIP)

*Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.*

  
\_\_\_\_\_  
(SIGNATURE)

1/21/97  
\_\_\_\_\_  
(DATE)

**JENNIFER F AULTMAN  
ASSISTANT SECRETARY**

# State of Florida



Department of State

I certify from the records of this office that FIBERSOUTH OF FLORIDA, INC. is a corporation organized under the laws of the State of Florida, filed on January 22, 1997.

The document number of this corporation is P97000006284.

I further certify that said corporation has paid all fees and penalties due this office through December 31, 1997, and its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

Given under my hand and the  
Great Seal of the State of Florida,  
at Tallahassee, the Capitol, this the  
Twenty-second day of January, 1997



CR2EO22 (2-95)



Sandra B. Northam  
Secretary of State

**FIBERSOUTH OF FLORIDA, INC.**

**EXHIBIT IV**

**PRICE LIST**

To be provided after certification and prior to offering local service in Florida.



March 20, 1997  
Overnight

970372-TX

210 N. Park Ave.  
P.O. Drawer 200  
Winter Park, FL  
32790-0200

Florida Public Service Commission  
Division of Communication  
2450 Shumard Oak Boulevard  
Gerald L. Gunter Building  
Room 270  
Tallahassee, FL 32399-0850

DEPOSIT DATE  
D488 MAR 25 1997

Tel: 407-740-8575  
Fax: 407-740-0613

Re: Application of FiberSouth of Florida, Inc. d/b/a  
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me at (407) 740-8575.

Sincerely,



P.O. Drawer 200  
Winter Park, FL  
32790-0200

210 N. Park Avenue  
Winter Park, FL 32789  
(407) 740-8575



250 PARK AVENUE  
WINTER PARK, FLORIDA 32789

16162

NUMBER  
16162

DATE  
MAR 25 1997

03143 MAR 25 1997

FPSC-RECORDS/REPORTING

PAY: TWO HUNDRED FIFTY DOLLARS

DATE AMOUNT  
03/18/97 \*\*\*\*\*\$250.00

TO THE ORDER OF FLORIDA PUBLIC SERVICE COMM.  
RECORDS & REPORTING  
2540 SHUMARD OAK BLVD.  
TALLAHASSEE FL 32399-0850

TECHNOLOGIES MANAGEMENT, INC.