



# Public Service Commission

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## -M-E-M-O-R-A-N-D-U-M-

DATE: January 9, 1997  
 TO: Tommy Williams, Division of Communication  
 FROM: Ann Causseaux, Division of Auditing & Financial Analysis *APC*  
 RE: Docket No. 960811-TT, Health Management Corporation, Financial Analysis for Certificate Application for Intrastate Interexchange Telecommunications Services

Section 364.337(3), Florida statutes, requires the following:

The Commission shall grant a certificate of authority to provide intrastate interexchange telecommunications service upon a showing that the applicant has sufficient technical, financial, and managerial capability to provide such service in the geographic area proposed to be served.

Also Section 364.01(3) and (4) states that:

(3) the Legislature finds that the competitive provision of telecommunications service, including local exchange telecommunications service, is in the public interest.

and

(4)(d) The Commission shall exercise its exclusive jurisdiction in order to : (d) Promote competition by encouraging new entrants into telecommunication markets . . .

ACK Rule 25-24.471(l), Florida Administrative Code, requires that an applicant desiring to apply for  
 AFA a certificate shall submit an application on FORM PSC/CMU 31 (3/96) which is incorporated  
 APP in Rule 25-24.471(1) by reference. That form, in part 9(a), requires proof from the Florida  
 CAF Secretary of State that the applicant has authority to operate in Florida.  
 CMU Health Management Liability Corporation (HLMC) is asking for a certificate to provide IXC  
 CTR service. However, HLMC was dissolved by the Secretary of State in August of 1994 for failure  
 EAG to pay its fees or file its annual report. Dr. Weilert says the company has been reinstated. The  
 LEG Secretary of State says that it has not. Dr. Weilert is the CEO.  
 LIN Dr. Weilert provided staff with a copy of HLMC's "Telecommunications Business Plan" dated  
 OPC October 1996, at least a portion of which he wishes to be treated confidentially. Portions of that  
 RCH plan indicate that the company has a customer deposit policy requiring extremely large deposits  
 SEC for some services. It is unclear whether the policy would apply to services to be offered under  
 WAS the certificate for which he is applying. Dr. Weilert has no phone. Calls must be left with his  
 OTH CFO at the CFO's office. Neither Dr. Weilert nor his CFO returned staff's calls or fax  
 messages. Thus, staff is unable to say no customer funds will be at risk. Staff also believes,

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based on its experience, that any customer with a problem would have a very difficult time gaining access to any one with the company.

The most recent filing by HLMC states that its "Financial capability, besides HLMC annual revenues, gross and net income and profits, is being fully supported by the SBA and Baby Bells and the State and Federal laws...". However, the information provided by Dr. Weilert from the Baby Bells indicates there is no business relationship between them.

Regarding the showing of financial capability, the Finance staff has analyzed the unaudited financial statements of Health Liability Management for the period ending December 31, 1995. An audit could change ones opinion of the company's financial condition. The applicant has requested confidential treatment of its financial statements. Based on the review of the applicant's financial information, HLMC appears to have adequate liquidity and ownership equity but no income figure was provided. However, information filed by Dr. Weilert indicates HLMC has not made a required deposit with one of the Bell regional holding companies nor has it supplied letters of credit which the latest filing seems to indicate exist.

Further, the income given for 1996 is based on only 18 days of estimated operation beginning "on the day it began operations as a Regional Bell Operating Company extension and Interexchange carrier." The beginning date of the 18 days is in April of 1996. HLMC has not provided actual data for 1996 though requested to do so and apparently it was in operation during that time as discussed below.

The most recent filing by Dr. Weilert seems to indicate that 10XXX service is being provided in Florida without certification. A letter from a Florida customer was enclosed in the packet of information. That letter is a request that the 10XXX service be blocked, or if HLMC is unwilling or unable to block the service, notice that HLMC will be expected to pay any costs for such service.

Many of Dr. Weilert's responses did not address the information requested by staff, some information provided was inaccurate, many responses were misleading, and the complete financial information requested for the most recent time period was not provided.

Therefore, the Financial staff recommends that the application be denied and that an investigation be opened to determine if Dr. Weilert is operating HLMC in Florida without a certificate.

cc: Division of Legal Services  
Division of Records & Reporting