

1 Cellular One

a Wireless One Network company

ORIGINAL
FILE COPY

April 28, 1997

Ms. Blanco Bayo
Director - Records and Reporting
Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-085

RE: Docket 970461 - TI
Revised Application Pages 6-8
Supplemental Information Attachment Q18 SI (6 pages)

Dear Ms. Bayo:

Enclosed are an original and 12 copies of revised pages 6-8 of Wireless One Network, L.P.'s Interexchange Carrier Certification Application.

Revised Page 6 adds Item/Question 18 concerning qualifications to the application which was initially inadvertently omitted. It refers response to said Item/Question to Attachment Q18 SI a 6 page document labeled Supplemental Information. It also changes the Item/Question originally marked 18 to Item/Question 19.

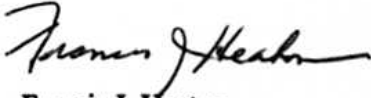
Pages 3 and 4 of the Supplemental Information itemize line categories of response to items 18.A.1.&3., and Item 18. A.2. respectively but with their monetary amounts blank.

ACK A second two page detailed set of Supplemental Information labeled Attachment Q18 SI
AFA pages 3 and 4 and marked CONFIDENTIAL is enclosed under separate cover with a
APP Confidentiality Request.
CAF
CMIJ Revised Page 7 changed the Item/Question marked 19 in the original to Item/Question 20.
CTR Revised Page 8 changes the Item/Questions marked 20 and 21 in the original to
EAG Items/Questions 21 and 22, and changes the Attachment list to reflect the Tariff as responding to
LEG I/Q 19, and adds Attachment Q18 SI.
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OTH

DOCUMENT NUMBER-DATE

04330 APR 30 5

Yours truly,



Francis J. Heaton
Director of Planning and External Affairs

FJH/kdb

14. Will your marketing program: N.A.
- Pay commissions?
 - Offer sales franchises?
 - Offer multi-level sales incentives?
 - Offer other sales incentives?

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)?

- | | |
|--|---|
| <input checked="" type="checkbox"/> Residential customers. | <input checked="" type="checkbox"/> Business customers. |
| <input type="checkbox"/> PATS providers. | <input type="checkbox"/> PATS station end-users |
| <input type="checkbox"/> Hotels & motels. | <input type="checkbox"/> Hotel & motel guests. |
| <input type="checkbox"/> Universities. | <input type="checkbox"/> Univ. dormitory residents |
| <input type="checkbox"/> 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.

Alltel Information Systems
 60 Market Street
 Wilkes Barre, PA 19701
 Attn.: Roberta Wisniewski

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

See Supplemental Information Attachment Q 18SI A.1.&3., A.2., B&C (6 pages)

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).

See Enclosed Attachments.

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 pre-subscribed customers
- Available to non pre-subscribed 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 *Standard three party offering with wireless service.
- (X) These services are provided to customers by other carriers from whom we make bulk purchases.

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

At this time:

Station Assistance - Dial 611
 Person to Person - Dial 0 for Sprint/United Operator, or 1-0-xxx-xxx-xxxx for other IXC operator.
 Directory Assistance - Dial 411 for intralata, 1-AC-555-1212 for interlata.
 Operator Verify and interrupt - same as Person to Person.

22. Other:

ATTACHMENTS: Attachment Q-8
 Attachment 9C p. 1 of 2
 p. 2 of 2
 (Q-19) Tariff

- B - Customer Deposits and Advance Payments
- C - Intrastate Network - Applicant Acknowledgment Statement
- D - Florida Telephone Exchanges and EAS Routes
- E - Glossary

SUPPLEMENTAL INFORMATION (provided 4/30/97):

- Attachment Q 18SI (6 pages)
 - A - 1 & 2 of 6
 - A.1. & 3. - Page 3 of 6
 - A.2. - Page 4 of 6
 - B&C - 5 & 6 of 6

ATTACHMENT Q-18 A

Q-18A: Please provide documentation demonstrating applicant has financial capability to provide alternative local exchange service in Florida.

REPLY: Applicant is the "A" side cellular licensee in Charlotte, Collier, DeSoto, Glades, Hendry, Hardee and Highlands Counties.

Operating since 1990, the applicant has attained substantial monthly revenue and positive cash flow.

As an unregulated wireless provider subject to competition from at least 5 other unregulated wireless carriers we request confidential treatment of any balance sheet, income statements or statement of retained earnings we provide.

Applicant recently completed a reorganization of ownership wherein the Management of the applicant remained the same.

We anticipate a very gradual start-up of alternative local exchange service not to exceed 5% of revenues in the first year, nor an additional 5% annually during the next three years.

The cash flow of the applicants current cellular operations is anticipated to be sufficient to finance our gradual emergence as an ALEC in the targeted Fort Myers LATA. If not, applicant has an available unused line of credit as outlined in the attached letter, Q-16A FL.



TORONTO DOMINION SECURITIES (USA) INC.

31 West 52nd Street
New York, N.Y. 10019-6101

Telephone No. (212)

(212) 468-0719

April 4, 1997

State of Florida Public Service Commission
Division of Communications
Capital Circle Office Center
2540 Stumard Oak Blvd.
Tallahassee, FL 32399-0850

RE: Wireless One Network ("Wireless One")

To Whom It May Concern,

Toronto Dominion Bank is presently the Agent on Wireless One's existing \$140 million bank facility, which closed in January, 1997. We have had a relationship with Wireless One's management for the past four years as Agent on Independent Cellular Network's \$275 million bank financing. As such, we have continued to monitor Wireless One's financial and operating performance, and we have full confidence in their ability to effectively manage their existing cellular systems and any future acquisitions/investments.

As of March 31, 1997 \$125 million was outstanding under Wireless One's \$140 million revolver/term credit facility. As a result, \$15 million is unused and available subject to compliance with the terms and conditions of the credit agreement.

Sincerely,

A handwritten signature in black ink, appearing to read "Jessica Laxman", written over a horizontal line.

Jessica Laxman
Director
Communications Finance

Consolidated Balance Sheet

March 31, 1997

Preliminary

Assets

Cash
Receivables
Inventory
Other current assets
Total current assets

Property, plant and equipment
Less: Accumulated depreciation
Property, plant and equipment - net

Licenses
Less: Accumulated amortization

Other assets
Less: Accumulated amortization

Total assets

Liabilities

Accounts payable
Accrued interest payable
Other accrued expenses
Unearned revenue
Customer deposits
Total current liabilities

Long-term debt
Land financing
Total long term debt

Total liabilities

Equity

Partners capital
Accumulated deficit

Total equity

Total liabilities and equity

Wireless One Network, L.P.

ATTACHMENT Q 1851
-Docket 970461 TI- Supplemental Information-
(A.2.) p. 4 of 6

Consolidated Income Statement
Three Months Ended March 31, 1997

(Includes the results of operations for Florida Cellular for the period 1/1 to 1/22/97)
Preliminary

Revenue:

Access and airtime
Roamer
Toll
Other

Operating Expenses:

Operations and maintenance
Sales and marketing
Loss on phone sales
General and administrative
Corporate general and administrative

Operating cash flow

Excess corporate overhead
Interest expense
Depreciation
Amortization

Net loss

ATTACHMENT Q-18 B&C

Q-16: Please provide documentation demonstrating applicant has the Managerial and Technical capabilities to provide alternative local exchange service.

REPLY: James A. Dwyer, Jr., President of Applicants Managing General Partner, has been prominent in wireless communications for nearly 3 decades. (He is immediate past Chairman of the Board of the Cellular Telephone Industry Association). His cellular management experience includes key start-up roles in top 30 markets, Indianapolis, Milwaukee, and also Los Angeles and more recently, general management of 17 MSA/RSA licensed markets transferred to 360° Communications 10/31/96.

Mr. Dwyer's General Management team from the divested 360° Communications markets is still intact. Said team assisted in the growth and management of operations more than three times the size of current operations.

Toronto Dominion Bank, a leading financial institution in the wireless field which coordinated financing of the reorganization, demonstrated confidence in our managerial capability by assuming an equity (partnership) position.

Applicant is the FCC licensed "A" side cellular operator in Charlotte, Collier, DeSoto, Glades, Hardee, Hendry and Highlands counties with its main telephone switching office (MTSO) a Northern Telecom DMX - 250 located at 2100 Electronics Lane, Fort Myers, Lee County. Applicant controls 6 FCC licensed microwave paths into Electronics Lane and has T3 (or DS3) connectivity to Sprint/Uniteds' (S/U) tandem office at 1520 Lee Street, Fort Myers, Florida. At this time Applicant also has 1 or more leased line T1 connections into its proprietary microwave network or MTSO from S/U on Beaumont Blvd., Bonita Springs, 113 Ventura Ave., Clewiston, 3825 Cleveland Ave., Fort Myers, 4661 Sunset, Golden Gate, 1st Ave. N. 3rd Street, Immokalee, 310 Bridge Street, La Belle, SR 951 Front Street, Marco Island, US 41 NE 102 Ave., North Naples, 3615 Thomasson Road, Naples(SE), 990 26th Ave. N., Naples (Moorings), 113 W. Olympia Ave., Punta Gorda, 790 S. Tamiami Drive, Port Charlotte, 11 Hickory Street, Arcadia, 21 North Lake Ave., Avon Park (a tandem office), 130 S. Ridgewood Drive, Sebring, and 124 N. 7th Street, Wauchula.

We are direct connected to three (3) major inter-exchange carriers in addition to our S/U interconnections.

ATTACHMENT O - 18 A&B (continued)

Applicant partner James A. Dwyer, Jr., was high bidder for the 1900 Mhz "F" block PCS license rights to Collier, Charlotte, Glades, Hendry and Lee Counties, and the integration of this prospective interest could dramatically increase our Lee County connectivity to S/U after obtaining the franchise rights to Lee County.

As the FCC authorized licensee, we have numerous technicians capable of providing and maintaining telecommunications service to the public.

For cellular service customers we now direct 911 call origination's to the response point indicated by authorities for the county of origin of the cellular call. We intend to ultimately comply with the FCC's 5 year mandate for pinpointing caller location within 125 meters, and its interim requirement for caller ID. There are no present discrete "911" fees for cellular callers. If we provide fixed station wireless service as an ALEC there would presently be no discrete "911" fee associated with the end user.