



August 24, 1999  
Via Overnight Delivery

210 N. Park Ave.  
Winter Park, FL  
32789

Ms. Blanca Bayo, Director  
Division of Records and Reporting  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee, FL 32399-0870

991217-TX

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

**RE: Application for Authority to Provide Alternative Local Exchange Service by Meridian Telecommunications, Inc., within the State of Florida**

Tel: 407-740-8575  
Fax: 407-740-0613  
tmi@tminc.com

Dear Ms. Bayo:

Enclosed for filing is one (1) original and six (6) copies of the Application for Authority to Provide Alternative Local Exchange Service by Meridian Telecommunications, Inc. ("Meridian"), within the State of Florida. A check in the amount of \$250 made payable to the Florida Public Service Commission is enclosed with this application.

Please acknowledge receipt of this filing by returning the extra copy of this letter, file stamped, in the self-addressed, stamped envelope enclosed for that purpose.

Questions regarding this filing may be directed to me via telephone at (407) 740-8575 or via e-mail at [akurdle@tminc.com](mailto:akurdle@tminc.com). Thank you for your cooperation and assistance.

Sincerely,

Aaron Kurdle  
Consultant to  
Meridian Telecommunications, Inc.

AOK

cc: Rick Brothers - Meridian

File: Meridian - FL ALEC

TMS: FL19901

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward a copy of check to PAR with proof of deposit.

Initials of person who forwarded check:

RECEIVED  
FLORIDA PUBLIC  
SERVICE COMMISSION  
99 AUG 25 PM 1:45  
MAIL ROOM

DOCUMENT NUMBER-DATE

10162 AUG 25 99

FPSC-RECORDS/REPORTING



August 24, 1999  
Via Overnight Delivery

210 N. Park Ave.  
Winter Park, FL  
32789

Ms. Blanca Bayo, Director  
Division of Records and Reporting  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee, FL 32399-0870

DEPOSIT                      DATE  
D191                      AUG 25 1999

991217:TX

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

**RE:    Application for Authority to Provide Alternative Local Exchange Service by Meridian Telecommunications, Inc., within the State of Florida**

Tel: 407-740-8575  
Fax: 407-740-0613  
tmi@tminc.com

Dear Ms. Bayo:

Enclosed for filing is one (1) original and six (6) copies of the Application for Authority to Provide Alternative Local Exchange Service by Meridian Telecommunications, Inc. ("Meridian"), within the State of Florida. A check in the amount of \$250 made payable to the Florida Public Service Commission is enclosed with this application.

Please acknowledge receipt of this filing by returning the extra copy of this letter, file stamped, in the self-addressed, stamped envelope enclosed for that purpose.

Questions regarding this filing may be directed to me via telephone at (407) 740-8575 or via e-mail at [akurdle@tminc.com](mailto:akurdle@tminc.com) . Thank you for your cooperation and assistance.

Sincerely,

Aaron Kurdle  
Consultant to  
Meridian Telecommunications, Inc.

AOK

cc:    Rick Brothers - Meridian

File:    Meridian - FL ALEC

TMS:    FL19901

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward a copy of check to FAR with proof of deposit.

Initials of person who forwarded check:

AK

RECEIVED  
FLORIDA PUBLIC  
SERVICE COMMISSION  
99 AUG 25 PM 1:45  
MAIL ROOM

DOCUMENT NUMBER-DATE  
10162 AUG 25 99  
FPSC-RECORDS/REPORTING

FLORIDA PUBLIC SERVICE COMMISSION

DIVISION OF TELECOMMUNICATIONS  
BUREAU OF CERTIFICATION AND SERVICE EVALUATION

**APPLICATION FORM**

for

**AUTHORITY TO PROVIDE  
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 the assignment or transfer of an existing certificate. In case of an assignment or transfer, the information provided shall be for the purchaser, assignee or transferee. (See appendix A.)
- Print or type all responses 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.
- Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

**Florida Public Service Commission  
Division of Records and Reporting  
2450 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850  
(850) 413-6770**

- If you have any questions about completing the form, contact:

**Florida Public Service Commission  
Division of Telecommunications  
Bureau of Certification and Service Evaluation  
2450 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850  
(850) 413-6600**

---

# APPLICATION

1. This is an application for  (check one):

- Original certificate** (new company)
- Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate authority.
- Approval of transfer of control:** Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

**Meridian Telecommunications, Inc.**

3. Name under which the applicant will do business (fictitious name, etc.):

**N/A: Company will operate under its incorporated name.**

4. Official mailing address (including street name & number, post office box, city, state, zip code):

**Name: Meridian Telecommunications, Inc.  
Street: 1744 Golfview Drive  
P.O. Box: 423247  
City: Kissimmee  
State: FL  
Zip Code: 34742-3247**

5. Florida address (including street name & number, post office box, city, state, zip code):

**N/A: Company is a FL company, based in FL.**

**Name:  
Street:  
P.O. Box:  
City:  
State:  
Zip Code:**

6. Structure of organization:

- |  |  |
|--|--|
| <input type="checkbox"/> Individual              | <input checked="" type="checkbox"/> <b>Corporation</b> |
| <input type="checkbox"/> Foreign Corporation     | <input type="checkbox"/> Foreign Partnership           |
| <input type="checkbox"/> General Partnership     | <input type="checkbox"/> Limited Partnership           |
| <input type="checkbox"/> Other, Please explain : |  |

7. If individual, provide:

Name:

Title:

Address:

City, State, Zip:

Telephone No.:

Fax No.:

Internet E-Mail Address:

Internet Website Address:

8. If incorporated in Florida, provide proof of authority to operate in Florida:

(A) The Florida Secretary of State corporate registration number:

**P96000100168**

9. If foreign corporation, provide proof of authority to operate in Florida:

(A) The Florida Secretary of State corporate registration number:

10. If using fictitious name-d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

(A) The Florida Secretary of State fictitious name registration number:

11. If a limited liability partnership, provide proof of registration to operate in Florida:

(A) The Florida Secretary of State registration Number:

12. **If a partnership,** provide name, title and address of all partners and a copy of the partnership agreement.

Name:

Title:

Address:

City, State, Zip:

Telephone No.:

Fax No.:

Internet E-Mail Address:

Internet Website Address:

13. **If a foreign limited partnership,** provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(A) The Florida registration number:

14. Provide **F.E.I. Number** (if applicable): **59-341-7035**

15. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

(A) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Provide explanation.

**No officer, director or stockholder of the Company has been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime. No officer, director or stockholder of the Company are involved in proceedings which may result in such action.**

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

**No officer, director, partner or stockholder of the Company is an officer, director or stockholder in any other Florida certificated telephone company.**

16. Who will serve as liaison to the Commission with regard to the following?

(A) The application:

**Name:** Aaron Kurdle  
**Company:** Technologies Management, Inc.  
**Title:** Consultant to Meridian Telecommunications, Inc.  
**Address:** 210 N. Park Ave.  
**City, State, Zip:** Winter Park, Florida 32790-0200  
**Telephone No.:** (407) 740-8575 **Fax No.:** (407) 740-0613  
**Internet E-Mail Address:** akurdle@tminc.com  
**Internet Website Address:** <http://www.tminc.com>

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

**Name:** Richard M. Brothers  
**Title:** CEO  
**Address:** 1744 Golfview Drive, P.O. Box 423247  
**City, State, Zip:** Kissimmee, FL, 34742-3247  
**Telephone No.:** (407) 932-4494 **Fax No.:** (407) 932-2466  
**Internet E-Mail Address:** rick@meridiantele.com  
**Internet Website Address:** <http://www.meridiantele.com>

(C) Complaints/Inquiries from customers:

**Name:** Lori A. Brothers  
**Title:** Administration/Operations  
**Address:** 1744 Golfview Drive, P.O. Box 423247  
**City, State, Zip:** Kissimmee, FL, 34742-3247  
**Telephone No.:** (407) 932-4494 **Fax No.:** (407) 932-2466  
**Internet E-Mail Address:** Lori@meridiantele.com  
**Internet Website Address:** <http://www.meridiantele.com>

17. List the states in which the applicant:

(A) has operated as an alternative local exchange company

**Meridian Telecommunications, Inc., has not operated as the provider of alternative local exchange services. The Company has been an agent for providers of alternative local exchange services in the hospitality industry.**

(B) has applications pending to be certificated as an alternative local exchange company.

**Applications are being filed in Florida and South Carolina.**

(C) is certificated to operate as an alternative local exchange company.

**None.**

(D) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

**None.**

(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.**

18. Submit the following.

(A) Financial capability.

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The 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:

**SEE EXHIBIT II**

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.

Further, the following (which includes supporting documentation) should be provided:

1. **Written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. **Written explanation** that the applicant has sufficient financial capability to maintain the requested service.
3. **Written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.

B. Managerial capability.

Give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

**SEE EXHIBIT III**

C. Technical capability.

Give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

**The key employees of the Company have significant experience in planning, implementing, and managing telecommunications systems for business customers.**

**Additionally, as an agent for other operator service providers, Meridian is experienced in dealing with the routing, branding, billing, and rating issues that are critical to the successful implementation of operator assisted services.**

**Profiles of key management personnel are provided in Exhibit III in support of the Applicant's technical and managerial capabilities.**

**\*\*APPLICANT ACKNOWLEDGMENT STATEMENT\*\***

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with this application.

**UTILITY OFFICIAL:**

  
\_\_\_\_\_  
Richard M. Brothers, CEO

Date Aug 02, 99 \_\_\_\_\_

\_\_\_\_\_  
Telephone Number (407) 932-4494  
Fax Number: (407) 932-2466  
  
Address: 1744 Golfview Drive  
P.O. Box 423247  
Kissimmee, FL, 34742-3247

**ATTACHMENTS:**

- A- CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B- INTRASTATE NETWORK
- C- AFFIDAVIT  
GLOSSARY

CERTIFICATE OF TRANSFER STATEMENT

I, \_\_\_\_\_, of \_\_\_\_\_, and current holder of certificate number \_\_\_\_\_, have reviewed this application and join in the petitioner's request for a transfer of the above-mention certificate.

**Not Applicable**

UTILITY OFFICIAL:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**INTRASTATE NETWORK** (if available)

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

1. **POP:** Addresses where located, and indicate if owned or leased.

<u>Location</u>	<u>Owned or Leased</u>
-----------------	------------------------

1) **None**

2)

3)

4)

2. **SWITCHES:** Address where located, by type of switch, and indicate if owned or leased.

<u>Location</u>	<u>Type</u>	<u>Owned or Leased</u>
-----------------	-------------	------------------------

1) **None**

2)

3)

4)

3. **TRANSMISSION FACILITIES:** POP-to-POP facilities by type of facilities (microwave, fiber, copper, satellite, etc.) And indicate if owned or leased.

<u>Type of POP-to POP</u>	<u>Owned or Leased</u>
---------------------------	------------------------

1) **None**

2)

3)

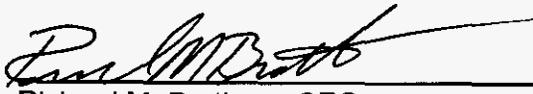
4)

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

**UTILITY OFFICIAL:**

  
Richard M. Brothers, CEO

*Aug 02 99*  
Date

Telephone Number (407) 932-4494  
Fax Number: (407) 932-2466

Address: 1744 Golfview Drive  
P.O. Box 423247  
Kissimmee, FL, 34742-3247

**Meridian Telecommunications, Inc.**

**EXHIBIT I**

Florida Secretary of State Corporate Registration

# State of Florida



## Department of State

I certify from the records of this office that MERIDIAN TELECOMMUNICATIONS, INC. is a corporation organized under the laws of the State of Florida, filed on December 6, 1996.

The document number of this corporation is P96000100168.

I further certify that said corporation has paid all fees and penalties due this office through December 31, 1999, that its most recent annual report was filed on March 29, 1999, 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  
Fifth day of April, 1999



CR2EO22 (1-99)

*Katherine Harris*

Katherine Harris  
Secretary of State



FLORIDA DEPARTMENT OF STATE  
Sandra B. Mortham  
Secretary of State

RECEIVED  
DEC 16 1996

December 11, 1996

STEVEN P RILEY, ESQ  
3333 HENDERSON BLVD  
SUITE 150  
TAMPA, FL 33609-2938

The Articles of Incorporation for MERIDIAN TELECOMMUNICATIONS, INC. were filed on December 6, 1996 and assigned document number P96000100168. Please refer to this number whenever corresponding with this office regarding the above corporation. The certification you requested is enclosed.

PLEASE NOTE: COMPLIANCE WITH THE FOLLOWING PROCEDURES IS ESSENTIAL TO MAINTAINING YOUR CORPORATE STATUS. FAILURE TO DO SO MAY RESULT IN DISSOLUTION OF YOUR CORPORATION.

**A CORPORATION ANNUAL REPORT MUST BE FILED WITH THIS OFFICE BETWEEN JANUARY 1 AND MAY 1 OF EACH YEAR BEGINNING WITH THE CALENDAR YEAR FOLLOWING THE YEAR OF THE FILING DATE NOTED ABOVE AND EACH YEAR THEREAFTER. FAILURE TO FILE THE ANNUAL REPORT ON TIME MAY RESULT IN ADMINISTRATIVE DISSOLUTION OF YOUR CORPORATION.**

**A FEDERAL EMPLOYER IDENTIFICATION (FEI) NUMBER MUST BE SHOWN ON THE ANNUAL REPORT FORM PRIOR TO ITS FILING WITH THIS OFFICE. CONTACT THE INTERNAL REVENUE SERVICE TO RECEIVE THE FEI NUMBER IN TIME TO FILE THE ANNUAL REPORT AT 1-800-829-3676 AND REQUEST FORM SS-4.**

**SHOULD YOUR CORPORATE MAILING ADDRESS CHANGE, YOU MUST NOTIFY THIS OFFICE IN WRITING, TO INSURE IMPORTANT MAILINGS SUCH AS THE ANNUAL REPORT NOTICES REACH YOU.**

Should you have any questions regarding corporations, please contact this office at the address given below.

Kimberly Rolfe, Document Specialist  
New Filing Section

Letter Number: 796A00055443

# State of Florida



## Department of State

I certify the attached is a true and correct copy of the Articles of Incorporation of MERIDIAN TELECOMMUNICATIONS, INC., a Florida corporation, filed on December 6, 1996, as shown by the records of this office.

The document number of this corporation is P96000100168.

Given under my hand and the  
Great Seal of the State of Florida,  
at Tallahassee, the Capitol, this the  
Eleventh day of December, 1996



CR2EO22 (2-95)

*Sandra B. Northam*

Sandra B. Northam  
Secretary of State

ARTICLES OF INCORPORATION  
OF  
MERIDIAN TELECOMMUNICATIONS, INC.

FILED  
96 DEC -6 PM 4:00  
SECRETARY OF STATE  
TALLAHASSEE, FLORIDA

ARTICLE I. NAME

The name of this corporation shall be Meridian Telecommunications, Inc.

ARTICLE II. COMMENCEMENT & DURATION

The commencement of this corporation's existence shall be at the time of the filing of these Articles Of Incorporation by the Florida Department of State. This corporation's duration shall be perpetual.

ARTICLE III. PURPOSE

This corporation is being organized for the purpose of engaging in the transaction of any and all business activities permitted under the laws of Florida and the United States Of America.

ARTICLE IV. CAPITAL STOCK

This corporation shall have the authority to issue 1,000 no par value shares of common capital stock.

ARTICLE V. PREEMPTIVE RIGHTS

Every shareholder, upon the sale for cash by this corporation of any shares of new capital stock of the same kind, class, or series, as that which the shareholder already holds, shall have the preemptive right to purchase a pro rata share thereof (as nearly as may be done without the issuance of fractional shares) at the price at which such shares are offered to others.

ARTICLE VI. TRANSFER RESTRICTIONS

No shareholder shall have the right to sell, assign, pledge, encumber, transfer, or otherwise dispose of any shares of the capital stock of this corporation, without first offering such shares for sale to this corporation at the net asset value thereof. Such offer shall be in writing, signed by the shareholder, sent by registered or certified mail to this corporation at its registered office address, and open for acceptance by this corporation for a

period of fifteen days from the date of mailing. If this corporation fails or refuses, within such period, to make satisfactory arrangements for the purchase of such shares, the shareholder shall have the right to dispose of such shares without any further restrictions.

On the death of any shareholder, this corporation shall have the right to purchase any shares of the capital stock of this corporation owned by the shareholder immediately prior to the shareholder's death, on the terms set forth above, and this provision shall be binding upon the personal representative of the shareholder.

Each stock certificate issued by this corporation shall carry the following legend:

"These Shares Are Held Subject To Certain Transfer Restrictions Imposed By This Corporation's Articles Of Incorporation, A Copy Of Which Is On File At This Corporation's Principal Office."

#### ARTICLE VII. INITIAL BOARD OF DIRECTORS

The number of directors on this corporation's Initial Board Of Directors shall be three (3). The number of directors may be increased or decreased from time to time, as provided in this corporation's bylaws, but shall never be less than one.

The name and address of each individual who shall serve as a member of the Initial Board Of Directors are:

Richard M. Brothers, 990 Jamestown Road, Conway, SC 29526;  
Raymond A. Andrews, 894 Holly Sands Blvd., Little River, SC 29566; and  
Lori A. Brothers, 990 Jamestown Road, Conway, SC 29526.

#### ARTICLE VIII. INDEMNIFICATION

This corporation shall indemnify any officer, director, employee, or agent, and any former officer, director, employee, or agent, to the full extent permitted by law.

#### ARTICLE IX. PRINCIPAL OFFICE & INITIAL REGISTERED OFFICE & AGENT

The address of this corporation's principal office and the address of this corporation's initial registered office shall be:

3333 Henderson Blvd., Suite 150, Tampa, FL 33609-2938.

The name of the individual who shall serve as this corporation's initial registered agent at that address is:

Steven P. Riley, Esquire.

ARTICLE X. INCORPORATOR

The name and address of the individual who shall serve as this corporation's incorporator are:

Steven P. Riley, Esquire,  
3333 Henderson Blvd., Suite 150, Tampa, FL 33609-2938.

ARTICLE XI. AMENDMENT

This corporation reserves the right to amend or repeal any provisions in these Articles Of Incorporation, or any amendments hereto. Any rights conferred upon the shareholders shall be subject to this reservation.

*[Handwritten signature of Steven P. Riley]*

Steven P. Riley, Esquire - Incorporator

I hereby accept my designation as resident agent and agree to serve as the resident agent of Meridian Telecommunications, Inc. I hereby state that I am familiar with and accept the duties and responsibilities as registered agent for Meridian Telecommunications, Inc.

*[Handwritten signature of Steven P. Riley]*

Steven P. Riley, Esquire - Registered Agent

State Of Florida  
County Of Hillsborough

On December 3, 1996, Steven P. Riley, Esquire, designated above as the individual who shall serve as the corporation's initial registered agent and incorporator, who is personally known to me, or produced a Florida driver's license as identification, personally appeared before me at the time of notarization, and, after being given the oath, acknowledged signing these Articles Of Incorporation Of Meridian Telecommunications, Inc.

*[Handwritten signature of Robin G. Powell]*

Notary Public

FILED  
96 DEC -6 PM 4:30  
SECRETARY OF STATE  
TALLAHASSEE, FLORIDA



ROBIN G POWELL  
My Commission CC463502  
Expires Jun. 22, 1999  
Bonded by HAI  
800-422-1555

**Meridian Telecommunications, Inc.**

**EXHIBIT II**

**Financials**

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.

**Financial Capability  
of Meridian Telecommunications, Inc.**

1. *Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.*

The applicant has sufficient financial resources to provide continuing, high quality service to its customers in the State of Florida.

As a reseller, Meridian's capital investment requirements are minimal. Since its services will be priced to recover the underlying carrier costs, plus a margin for overhead, incremental growth will result in corresponding incremental profits once general overhead is covered.

Since the applicant has been operating as a telecommunications agent and systems integrator in Florida, it has already generated sufficient revenues to cover basic overhead and cash flow to handle modest incremental growth.

2. *Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.*

The applicant's current assets exceed its current liabilities and the Company has already achieved profitability. Through prudent management of its marketing and billing functions, Meridian expects to expand its services through resold telecommunications services without additional funding.

3. *Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.*

In support of its financial capability, Meridian submits its most recent balance sheet and income statements in Exhibit II. The Company has been in operation since December of 1996. Therefore, also included in Exhibit II are the financial and balance sheets for 1997 and year to date balance and income statements ending June 1999, are also included.

These documents demonstrate that the Company is meeting its lease and ownership obligations and has sufficient resources to continue to do so.

07/06/99

## Meridian Telecommunications, Inc.

## Balance Sheet

As of June 30, 1999

	Jun 30, '99
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
BB&T Savings	474.27
FL Op Checking	556.83
FL Payroll Checking	1,274.59
<b>Total Checking/Savings</b>	<u>2,305.69</u>
Accounts Receivable	
Accounts Receivable	26,144.23
<b>Total Accounts Receivable</b>	<u>26,144.23</u>
<b>Other Current Assets</b>	
Employee Advances	
Brothers	6,412.96
<b>Total Employee Advances</b>	<u>6,412.96</u>
Loan to Shareholders	100.00
Prepaid Interest	1,932.12
<b>Total Other Current Assets</b>	<u>8,445.08</u>
<b>Total Current Assets</b>	36,895.00
<b>Fixed Assets</b>	
Accumulated Depreciation	-36,937.25
Equipment Offsite	27,508.78
Office Equipment	18,888.79
Office Furniture	1,259.93
Vehicle	31,974.00
<b>Total Fixed Assets</b>	<u>42,694.25</u>
<b>Other Assets</b>	
Accumulated Amortization	-1,531.14
Loans Costs	800.00
Start-up Costs/Orgn Cost	2,757.35
<b>Total Other Assets</b>	<u>2,026.21</u>
<b>TOTAL ASSETS</b>	<u><u>81,615.46</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	20,221.21
<b>Total Accounts Payable</b>	<u>20,221.21</u>
<b>Other Current Liabilities</b>	
Commission Payable	1,323.38
N/P - Andrews	83.90
N/P - Brothers	-179.09
N/P-Hood	4,500.00
<b>Payroll Liabilities</b>	
FICA	14,770.43
FWT Tax Payable	7,300.39
SWT Tax Payable	1,050.93
<b>Total Payroll Liabilities</b>	<u>23,121.75</u>
Payroll Tax Deposit	-23,848.70
Sales Tax Payable	2,690.10
<b>Total Other Current Liabilities</b>	<u>7,691.34</u>
<b>Total Current Liabilities</b>	27,912.55
<b>Long Term Liabilities</b>	
N/P - Commercial Credit	4,878.93
N/P - Palmetto	15,897.72

07/06/99

Meridian Telecommunications, Inc.

**Balance Sheet**

As of June 30, 1999

	<u>Jun 30, '99</u>
N/P-Coastal	40,633.15
<b>Total Long Term Liabilities</b>	<u>61,409.80</u>
<b>Total Liabilities</b>	89,322.35
<b>Equity</b>	
Capital Stock	100.00
Retained Earnings	-19,677.02
Net Income	11,870.13
<b>Total Equity</b>	<u>-7,706.89</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>81,615.46</u></u>

07/02/99

## Meridian Telecommunications, Inc.

## Profit and Loss

June 1999

	Jun '99
Ordinary Income/Expense	
Income	
Commission	22,024.34
Equipment for Resale	37,210.47
Other Regular Income	
Breakwater COCOT	64.25
Christina COCOT	35.40
Malibu COCOT	99.75
NMB COCOT	74.75
Other Regular Income - Other	1.90
Total Other Regular Income	276.05
Reimbursed Expenses	24.61
Total Income	59,535.47
Cost of Goods Sold	
Cost of Goods Sold	10,507.72
Total COGS	10,507.72
Gross Profit	49,027.75
Expense	
Bank Service Charges	200.00
Commissions	
Customer	8,134.84
Commissions - Other	205.64
Total Commissions	8,340.48
Dues and Subscriptions	47.25
Equipment	
Promo	1,082.57
Tools & Materials	127.52
Equipment - Other	30.00
Total Equipment	1,240.09
Equipment Rental	591.60
Insurance	
Group	400.00
Work Comp	291.91
Insurance - Other	637.16
Total Insurance	1,329.07
Interest Expense	134.94
Licenses and Permits	780.00
Marketing and Advertising	128.85
Miscellaneous	150.00
Office Supplies	117.38
Outside Services	1,077.05
Penalties	59.35
Postage and Delivery	438.10
Professional Fees	67.90
Refunds and Allowances	6.49
Rent	1,980.50
Salaries	
Overtime	28.13
Reg Hourly	1,147.50
Officers	8,653.77
Total Salaries	9,829.40
Taxes	
Payroll Tax	773.94
Sales	21.96
Total Taxes	795.90
Telephone	
800	82.42

07/02/99

Meridian Telecommunications, Inc.  
**Profit and Loss**  
June 1999

	<u>Jun '99</u>
Breakwater COCOT	37.72
Christina COCOT	40.10
L/D	131.18
Local	456.55
Mobile	332.17
NMB Prop Mgmt COCOT	32.45
Pager	76.94
<b>Total Telephone</b>	<u>1,189.53</u>
<b>Travel &amp; Ent</b>	
Gasoline	147.13
Meals	33.61
Travel	21.25
<b>Total Travel &amp; Ent</b>	<u>201.99</u>
<b>Uniform</b>	201.60
<b>Utilities</b>	
Gas and Electric	41.17
Water	11.31
Utilities - Other	65.56
<b>Total Utilities</b>	<u>118.04</u>
<b>Vehicle Maintenance</b>	24.95
<b>Total Expense</b>	<u>29,050.46</u>
<b>Net Ordinary Income</b>	19,977.29
<b>Other Income/Expense</b>	
Other Expense	
Other Expenses	67.09
<b>Total Other Expense</b>	<u>67.09</u>
<b>Net Other Income</b>	<u>-67.09</u>
<b>Net Income</b>	<u><u>19,910.20</u></u>

MERIDIAN TELECOMMUNICATIONS, INC.

BALANCE SHEET  
DECEMBER 31, 1998

A S S E T S

CURRENT ASSETS

Cash	\$ 1,201
Accounts receivable (no allowance for doubtful accounts provided) - pledged	10,307
Advances to shareholders	<u>5,755</u>

TOTAL CURRENT ASSETS \$ 17,263

FIXED ASSETS

Telephone equipment - offsite	27,509
Office furniture & equipment	18,940
Vehicle	31,974
Less: Accumulated depreciation (using accelerated method)	( <u>33,696</u> )

NET FIXED ASSETS 44,727

INTANGIBLE ASSETS

Organization & start-up costs	2,757
Loan costs	800
Less: Accumulated amortization (using straight-line method)	( <u>1,254</u> )

NET INTANGIBLE ASSETS 2,303

TOTAL ASSETS \$ 64,293

Read Accountants' Compilation Report.

LIABILITIES & STOCKHOLDERS' DEFICIT

CURRENT LIABILITIES

Accounts payable & accrued expenses	\$ 19,015
Due to shareholder	3,927
Current portion of long-term debt	<u>10,577</u>

TOTAL CURRENT LIABILITIES \$ 33,519

LONG-TERM DEBT

Note payable to Coastal Federal Savings	43,462
Note payable to Commercial Credit	3,902
Note payable to Palmetto Chevrolet	17,380
Less: Current portion of long-term debt	( <u>10,577</u> )

TOTAL LONG-TERM DEBT 54,167

TOTAL LIABILITIES 87,686

STOCKHOLDERS' DEFICIT

Common stock - no par value; 1,000 shares authorized, 100 issued & outstanding	100
Accumulated deficit	( <u>23,493</u> )

TOTAL STOCKHOLDERS' DEFICIT ( 23,393 )

TOTAL LIABILITIES &  
STOCKHOLDERS' DEFICIT \$ 64,293

MERIDIAN TELECOMMUNICATIONS, INC.  
STATEMENT OF OPERATIONS & ACCUMULATED DEFICIT  
FOR THE YEAR ENDED DECEMBER 31, 1998

REVENUE

Commissions	\$ 179,997
Equipment sales	109,184
Other revenue	<u>5,260</u>

TOTAL REVENUE \$ 294,441

COST OF SALES

Purchases	<u>52,420</u>
-----------	---------------

GROSS PROFIT 242,021

EXPENSES

Officers' compensation	55,730
Commissions	69,704
Depreciation & amortization	23,064
Interest	6,742
General & administrative	<u>89,075</u>

TOTAL EXPENSES 244,315

NET LOSS ( 2,294 )

ACCUMULATED DEFICIT

Beginning of year ( 21,199 )

End of year ( \$ 23,493 )

Read Accountants' Compilation Report.

MERIDIAN TELECOMMUNICATIONS, INC.

STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED DECEMBER 31, 1998

CASH FLOW-PROVIDED BY (USED FOR)  
OPERATIONS

Net loss from continuing operations	( \$ 2,294 )
Amount that reconciles loss to cash provided by operations:	
Depreciation & amortization	23,064
Increase (decrease) in cash from changes in:	
Accounts receivable	( 9,140 )
Advances to shareholders	( 4,783 )
Accounts payable & accrued expenses	1,049
Due to shareholders	<u>3,927</u>

CASH PROVIDED BY OPERATIONS 11,823

CASH FLOW USED FOR INVESTMENT ACTIVITIES

Purchase of fixed assets	( <u>21,495</u> )
--------------------------	-------------------

CASH USED FOR INVESTMENT ACTIVITIES ( 21,495 )

CASH FLOW PROVIDED BY FINANCING ACTIVITIES

Long-term borrowing, net of repayments	<u>10,453</u>
--	---------------

CASH PROVIDED BY FINANCING ACTIVITIES 10,453

INCREASE IN CASH 781

CASH AT BEGINNING OF YEAR 420

CASH AT END OF YEAR \$ 1,201

Supplementary Cash Flow Information

Cash paid during the year for:

Interest	<u><u>\$ 6,742</u></u>
----------	------------------------

**Read Accountants' Compilation Report.**

MERIDIAN TELECOMMUNICATIONS, INC.  
SCHEDULE OF GENERAL & ADMINISTRATIVE EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 1998

Travel & lodging	\$ 31,286
Telephone	15,386
Taxes & licenses	7,603
Professional fees	6,653
Rent	6,243
Office & administration	4,561
Promotional materials	4,045
Insurance	2,833
Postage & delivery	2,345
Repairs	2,268
Outside services	1,919
Tools & materials	1,698
Utilities	812
Printing & reproduction	713
Marketing & advertising	<u>710</u>

TOTAL GENERAL & ADMINISTRATIVE  
EXPENSES

\$ 89,075

**Read Accountants' Compilation Report.**

08/16/99

**Meridian Telecommunications, Inc.**  
**Profit and Loss**  
 January through December 1997

	Jan - Dec '97
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Commission	117,893.75
Equipment for Resale	29,220.20
Other Regular Income	
Breakwater COCOT	127.35
Malibu COCOT	106.55
NMB COCOT	138.05
Odyssey COCOT	87.05
Other Regular Income - Other	496.85
<b>Total Other Regular Income</b>	<b>957.65</b>
Reimbursed Expenses	166.48
<b>Total Income</b>	<b>148,238.08</b>
<b>Cost of Goods Sold</b>	
Cost of Goods Sold	29,413.70
<b>Total COGS</b>	<b>29,413.70</b>
<b>Gross Profit</b>	<b>118,824.38</b>
<b>Expense</b>	
Amortization Expense	589.00
Automobile Expense	85.00
Bank Service Charges	152.03
Cash Discounts	283.53
Commissions	
Customer	41,300.66
Commissions - Other	1,323.38
<b>Total Commissions</b>	<b>42,624.04</b>
Depreciation Expense	11,297.00
Dues and Subscriptions	432.99
Education	200.00
Equipment	
Promo	2,022.77
Tools & Materials	3,037.97
Equipment - Other	877.22
<b>Total Equipment</b>	<b>5,937.96</b>
Equipment Rental	417.95
Insurance	
Liability Insurance	250.00
Insurance - Other	1,278.20
<b>Total Insurance</b>	<b>1,528.20</b>
Interest Expense	
Finance Charge	25.83
Interest Expense - Other	2,177.89
<b>Total Interest Expense</b>	<b>2,203.72</b>
Licenses and Permits	590.75
Marketing and Advertising	219.02
Miscellaneous	281.54
Office Supplies	5,129.44
Outside Services	1,123.57
Postage and Delivery	1,302.22
Printing and Reproduction	2,528.21
Professional Fees	
Accounting	1,188.90
Legal Fees	509.80
Professional Fees - Other	1,015.00
<b>Total Professional Fees</b>	<b>2,713.70</b>
Rent	
Furniture	277.42

08/18/99

## Meridian Telecommunications, Inc.

## Profit and Loss

January through December 1997

	<u>Jan - Dec '97</u>
Rent - Other	3,750.00
<b>Total Rent</b>	<u>4,027.42</u>
Repairs	
Building Repairs	298.90
Equipment Repairs	1,203.30
<b>Total Repairs</b>	<u>1,502.20</u>
Salaries	
Officers	30,288.12
<b>Total Salaries</b>	<u>30,288.12</u>
Taxes	
Payroll Tax	3,474.58
Property	319.33
Sales	14.22
<b>Total Taxes</b>	<u>3,808.13</u>
Telephone	
800	171.25
L/D	2,987.51
Local	3,309.05
Mobile	3,859.04
On-Line	59.85
Pager	289.33
<b>Total Telephone</b>	<u>10,456.03</u>
Travel & Ent	
Entertainment	73.00
Gasoline	4,977.74
Lodging	1,660.57
Meals	2,705.48
Travel	164.66
<b>Total Travel &amp; Ent</b>	<u>9,581.45</u>
Utilities	
Gas and Electric	422.04
Water	180.68
<b>Total Utilities</b>	<u>602.72</u>
<b>Total Expense</b>	<u>139,903.94</u>
<b>Net Ordinary Income</b>	-21,079.56
Other Income/Expense	
Other Income	
Other Income	0.00
<b>Total Other Income</b>	<u>0.00</u>
Other Expense	
Other Expenses	0.00
<b>Total Other Expense</b>	<u>0.00</u>
<b>Net Other Income</b>	<u>0.00</u>
<b>Net Income</b>	<u><u>-21,079.56</u></u>

08/16/99

**Meridian Telecommunications, Inc.**  
**Summary Balance Sheet**  
**As of December 31, 1997**

	<u>Dec 31, '97</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	419.56
Accounts Receivable	1,251.06
Other Current Assets	<u>4,397.11</u>
<b>Total Current Assets</b>	<b>6,067.73</b>
<b>Fixed Assets</b>	<b>45,630.88</b>
<b>Other Assets</b>	<u>2,968.35</u>
<b>TOTAL ASSETS</b>	<b><u>54,666.96</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	15,434.88
Other Current Liabilities	<u>2,496.19</u>
<b>Total Current Liabilities</b>	<b>17,930.87</b>
<b>Long Term Liabilities</b>	<u>57,715.85</u>
<b>Total Liabilities</b>	<b>75,646.52</b>
<b>Equity</b>	<b>-20,979.56</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>54,666.96</u></b>

08/18/99

**Meridian Telecommunications, Inc.**  
**Balance Sheet**  
 As of December 31, 1997

Dec 31, '97

<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Checking Payroll	-86.03
FL Op Checking	67.98
Op SC Checking	437.61
Total Checking/Savings	419.56
Accounts Receivable	
Accounts Receivable	1,251.06
Total Accounts Receivable	1,251.06
<b>Other Current Assets</b>	
Employee Advances	
Brothers	871.88
Total Employee Advances	871.88
Loan to Shareholders	100.00
Prepaid Interest	3,425.23
Total Other Current Assets	4,397.11
<b>Total Current Assets</b>	<b>6,067.73</b>
<b>Fixed Assets</b>	
Accumulated Depreciation	-11,297.00
Equipment Offsets	24,408.23
Office Equipment	17,717.73
Office Furniture	922.92
Vehicle	13,879.00
Total Fixed Assets	45,630.88
<b>Other Assets</b>	
Accumulated Amortization	-589.00
Loans Costs	800.00
Start-up Costs/Orgn Cost	2,757.35
Total Other Assets	2,968.35
<b>TOTAL ASSETS</b>	<b>54,866.96</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	15,434.88
Total Accounts Payable	15,434.88
<b>Other Current Liabilities</b>	
Commission Payable	1,323.38
N/P - Andrews	38.91
N/P - Brothers	459.75
Payroll Tax Deposit	422.62
Sales Tax Payable	251.53
Total Other Current Liabilities	2,496.19
<b>Total Current Liabilities</b>	<b>17,930.87</b>
<b>Long Term Liabilities</b>	
N/P - Commercial Credit	9,060.87
N/P-Coastal	48,854.78
Total Long Term Liabilities	57,715.65
<b>Total Liabilities</b>	<b>75,646.52</b>
<b>Equity</b>	
Capital Stock	100.00
Net Income	-21,079.56

08/16/99

**Meridian Telecommunications, Inc.**

**Balance Sheet**

**As of December 31, 1997**

	<u>Dec 31, '97</u>
Total Equity	<u>-20,979.58</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>54,666.98</u></u></b>

**Meridian Telecommunications, Inc.**

**EXHIBIT III**

Management Profiles

## **RICHARD M. BROTHERS**

Rick Brothers is the President and Chief Operating Officer of Meridian Telecommunications, Inc. He is responsible for the day to day operation, long range economic forecasting and strategic planning and direction of the Company.

Since 1989 Mr. Brothers has been involved in various aspects of the telecommunications industry. Mr. Brothers' experience has ranged from starting as an Account Executive through rapid promotion to Senior Vice President of Operations of Summit Teleservices, Inc. (Summit). In 1994, Mr Brothers was elected to the Board of Directors of Summit and in 1995, led them to their first profitable year.

Mr. Brothers' experience and knowledge of the small to middle sized hospitality market is extensive. He has called on and is familiar with hundreds of hotels, motels and property management companies throughout the southeast region of the country including Tennessee, the Carolinas, Georgia and Florida. This background teamed with high proficiency skills in the repair and maintenance of telephone equipment and switches enabled him to change the direction of Summit and increase its profitability by elevating the status of the company from agent to a full service long distance carrier in 1996. After being trained by BellCore in early 1996, he was then certified to provision Feature Group D and T1 networks. He redesigned the billing and commission rate structures and improved the products that the company was offering. He eliminated the middle man, utilized internal accounting for direct billing and contracted with a billing clearinghouse to handle any overflow.

With the wide customer base, relationships with LECs and long distance carriers, in-depth knowledge of available products and services, and a successful track record since 1989, Mr. Brothers newest endeavor has been to start his own long distance telephone company, Meridian Telecommunications, Inc. Meridian was founded on the principles of honesty, integrity and quality service after the sale.

Mr. Brothers is a Florida native and is married with one son and resides in Kissimmee, Florida. He served four years in the U.S. Marine Corp, 18 months of which was served on Active Duty in Vietnam.

## LORI A. BROTHERS

Ms. Brothers is a co-founder of Meridian Telecommunications, Inc., and currently serves as the Company's Operations Manager. Ms. Brothers brings a strong and successful background in the telecommunications industry in administrative, organizational, and sales skills .

Ms. Brothers has experience with both large and small companies. She has a demonstrated ability to effectively work in both situations. In her various assignments, she has been responsible for hiring, training and supervising a variety of personnel.

Ms. Brothers versatility, strong organizational and administrative background, and past sales experience have greatly contributed to her ability to take on the responsibilities that were assigned to her at Summit Teleservices, Inc. Within the first 6 months of employment at Summit, as Collections Manager, she was asked to accept the additional responsibilities of purchasing agent, customer service rep, and inside sales rep. Before leaving Summit, she had successfully completed a certification course conducted by BellCore in 1996 for the purpose of provisioning communications networks which allowed Summit to provide long distance service and convert direct billing.

Lori Brothers is married and resides with her husband in Kissimmee, Florida.

## **RAYMOND A. ANDREWS**

Raymond A. Andrews is the Chief Technician for Meridian Telecommunications, Inc. His current duties are geared towards Meridian's current business of sales and installation of switch and network elements for the Company's current Customer base. As Meridian grows profitable in the resale of telecommunication services, the Company will transition to facilities based technologies and services. Mr. Andrews will be a key and indispensable element of this transition.

Mr. Andrews early experience includes 11 years with the United States Air Force where he was responsible for maintenance of attack and fighter aircraft. Mr. Andrews received over 2,000 hours of technical training and 8 certifications, as well as successfully completed over 200 hours of preparatory training for noncommissioned officers and officer leadership school before being honorably discharged from the USAF in 1995.

Mr. Andrews is a co-founder of Meridian Telecommunications, Inc. Mr. Andrews brings to Meridian a strong work ethic and valuable technical knowledge and skills in switching and network technology.

Ray Andrews is married with two children and resides in Little River, South Carolina.



August 24, 1999  
Via Overnight Delivery

210 N. Park Ave.  
Winter Park, FL  
32789

Ms. Blanca Bayo, Director  
Division of Records and Reporting  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee, FL 32399-0870

DEPOSIT                      DATE  
D191                      AUG 25 1999

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

**RE: Application for Authority to Provide Alternative Local Exchange Service by Meridian Telecommunications, Inc., within the State of Florida**

Tel: 407-740-8575  
Fax: 407-740-0613  
tmi@tminc.com

Dear Ms. Bayo:

Enclosed for filing is one (1) original and six (6) copies of the Application for Authority to Provide Alternative Local Exchange Service by Meridian Telecommunications, Inc. ("Meridian"), within the State of Florida. A check in the amount of \$250 made payable to the Florida Public Service Commission is enclosed with this application.

Please acknowledge receipt of this filing by returning the extra copy of this letter, file stamped, in the self-addressed, stamped envelope enclosed for that purpose.

Questions regarding this filing may be directed to me via telephone at (407) 740-8575 or via e-mail at [akurdle@tminc.com](mailto:akurdle@tminc.com). Thank you for your cooperation and assistance.

Sincerely,

Aaron Kurdle  
Consultant to  
Meridian Telecommunications, Inc.

**MERIDIAN TELECOMMUNICATIONS, INC.**  
(407) 932-4494  
201 W. CYPRESS STREET  
KISSIMMEE, FL 34741

COLONIAL BANK  
KISSIMMEE, FL  
83-1322/831

6292

8/18/99

PAY TO THE ORDER OF Florida Public Service Commission

\$ 250.00

Two Hundred Fifty and 00/100\*\*\*\*\*

DOLLARS

Florida Public Service Commission  
Division of Records and Planning  
2540 Shumard Oak Blvd  
Tallahassee, FL 32399-0850

DOCUMENT NUMBER - DATE

10162 AUG 25 99

MEMO Local

AUTHORIZED SIGNATURE

006 29 211