



Authorized Agent of



1027 N. Woodland Blvd.  
Deland, FL 32720  
904-734-0057 fax 904-822-4775

2422 S. Ridgewood Ave.  
S. Daytona, FL 32119  
904-322-1911 fax 904-322-2457

03/23/00

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

DEPOSIT DATE  
D 2 6 9 MAR 23 2000

000366-TX

Dear Sirs;

Please accept my application for authority to provide alternative local exchange service within the state of Florida.

I have included the original application along with 6 copies as per your instructions, as well as a check for \$250.00 for the non-refundable application fee.

Please contact me if you have any questions or need any additional information. Our company has been in the telecommunications business in this area since 1991 and we are well positioned to offer this type service to our existing customers along with new customers.

Thank-you for your consideration.

Sincerely,

Thomas E. Allen  
President  
904-734-0057

03807-00

00 MAR 27 AM 6:12  
MAIL ROOM  
NEW YORK, NY 10001  
COMMUNICATIONS DIVISION

APPLICATION

ORIGINAL

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

000366-TX

( X ) **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 of authority.

( ) **Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.

( ) **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:

Deland Actel, Inc.

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

Deland Actel, Inc.

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

1027 N. Woodland Blvd., Deland, FL 32720

5. Florida address (including street name & number, post office box, city, state, zip code): 1027 N. Woodland Blvd., Deland, FL 32720

6. Structure of organization:

- ( ) Individual                      (X) Corporation  
( ) Foreign Corporation    ( ) Foreign Partnership  
( ) General Partnership    ( ) Limited Partnership  
( ) Other \_\_\_\_\_

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:**

P99000098640

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

(a) **The Florida Secretary of State corporate registration number:**

NA

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:**

NA

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

(a) **The Florida Secretary of State registration number:**

NA

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:** NA

14. Provide **F.E.I. Number**(if applicable): 58-2032069

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.

NONE

(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.

NONE

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

(a) The application:

**Name:** Thomas E. Allen

**Title:** President

**Address:** 1027 N. Woodland Blvd.

**City/State/Zip:** Deland, FL 32720

**Telephone No.:** 904-734-0057      **Fax No.:** 904-822-4775

**Internet E-Mail Address:** TAllen5333@aol.com

**Internet Website Address:** NONE

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

**Name:** Thomas E. Allen

**Title:** President

**Address:** 1027 N. Woodland Blvd.

**City/State/Zip:** Deland, FL 32720

**Telephone No.:** 904-734-0057      **Fax No.:** 904-822-4775

**Internet E-Mail Address:** TAllen5333@aol.com

**Internet Website Address:** NONE

(c) Complaints/Inquiries from customers:

**Name:** Thomas E. Allen

**Title:** President

**Address:** 1027 N. Woodland Blvd.

**City/State/Zip:** Deland, FL 32720

**Telephone No.:** 904-734-0057 **Fax No.:** 904-822-4775

**Internet E-Mail Address:** TAllen5333@aol.com

**Internet Website Address:** NONE

17. List the states in which the applicant:

(a) has operated as an alternative local exchange company.

NONE

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

NONE

(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

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

NONE

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

NONE

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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:

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.*

**\*\* 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 the application.

**UTILITY OFFICIAL:**

<u><i>Thomas E. Allen</i></u>		<u>3-24-2000</u>
Signature		Date
<u>President</u>		<u>904-734-0057</u>
Title		Telephone No.
Address: <u>1027 N. Woodland Blvd.</u>		<u>904-822-4775</u>
		Fax No.
<u>Deland, FL 32720</u>		

**ATTACHMENTS:**

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



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

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

UTILITY OFFICIAL:

<u>Thomas E. Allen</u>		<u>3-24-2000</u>
Signature		Date
	<u>President</u>	<u>904-734-0057</u>
Title		Telephone No.
Address:	<u>1027 N. Woodland Blvd.</u>	<u>904-822-4775</u>
	<u>Deland, FL 32720</u>	Fax No.
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## About Deland ACTEL, Inc. (Actel)

Actel is the oldest and largest authorized agent of BellSouth Mobility, Inc. in Central Florida. We have been active in the paging and cellular phone business since 1991 and we still have many customers that were signed up with our service dating back to June of 1991. Actel is also one of the largest paging resellers in Volusia County representing the top five paging carriers in the country.

We were recently called by one of the managers for a nationwide paging carrier, "one of the best, if not the best, paging resellers in the State of Florida". This was in reference to our history of providing quality service to our customers, a first-class facility with highly professional employees. And last but not least, our ability to pay our bills over the years.

As an "agent" of BellSouth Mobility, Inc. we market and sell the service for which we receive a commission check monthly. We also receive a residual based on the billing our customers, coop funds, and market development funds for expansion of BMI's market. We were named BellSouth Mobilities Agent of the Year for several years, including 1999.

As a "reseller" of paging service, we contract with several paging carriers to purchase paging service at a wholesale rate, and then we resell that service to our customers at a retail rate. We do all the billing and collection. The paging carrier provides us nothing but the service that we pay them for. This relationship is not "exclusive" and we can offer competitive services.

We find this combination of services and relationships very effective. It gives us the ability to rely on the financial strength of the carrier in the cellular business and take advantage of our own strengths in the less financially demanding paging market.

Actel has been in our present location, a facility that we lease, at 1027 N. Woodland Blvd. since 1993. We opened our location at 2422 S. Ridgewood Ave., our own building, in South Daytona in July of 1999.

When ACTEL becomes an authorized CLEC we will provide services not available from the local telephone companies. Since our paging business has always offered only a "prepaid" service, we will continue to offer that type of service for home phone service. By paying in advance, there will be no deposit required, therefore giving us a competitive edge over the local IBEC. Also, the local IBEC offers no place to pay your telephone bill in our service area. Many of our customers would prefer to pay their bills at a local office and we can and already provide that type of service to our customers



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### Information and Background on Thomas E. Allen, President

1974 - Graduated from Mercer University in Macon, GA with Bachelor of Arts degree.

1978 - 1980 Radiocall, Inc. , Macon, GA Sales Director responsible for the sales and marketing of pagers and mobile phones.

1980 - 1982 A-Action Answering Service, Macon, GA Owner and operator of 24 hour answering service, including the sales and service on pagers and mobile phones.

1982 - 1991 Actel, Inc., Macon, GA Partner and General Manager. Responsible for the sales and service of business telephone equipment including key telephone systems and PBX telephone systems. This business was started to take advantage of the break-up of AT&T. Grew to 27 employees and sales of 4 million dollars per year.

1991 - Present Deland Actel, Deland, FL President and Owner. Purchased this business from Actel, Inc. in Macon, GA. Grew and expanded as a reseller of pager service and as an agent for BellSouth Mobility, Inc. for cellular service.

Summary: Thomas E. Allen has spent the past 22 years in the telecommunications industry selling and providing service for all types of communications equipment. Extensive knowledge and training in establishing service, training, and systems to provide the customer with the very best customer service available. All our systems and personnel to operate a CLEC are currently in place and ready to go.

03/22/00

**DeLand Actel**  
**Profit and Loss**  
 January through December 1999

Jan - Dec '99

**Ordinary Income/Expense**

<b>Income</b>	
Cell Prepaid	115,553.51
CellAssec	46,220.56
CellSales	128,118.29
Cellular Protection	10,699.73
commission income	279,027.85
Fees	1,036.75
Interest Earned	28.81
Other Income	3,324.21
Pager Income	190,867.32
Pager Protection	1,394.35
Pager Sales	103,703.28
PagerAccess	6,754.53
Payment of Loss due to fraud	2,462.96
Prior Year adjust to income	4,974.01
refund	-1,783.78
Reimbursed Expenses	19,577.63
Repair	2,955.56
Residual	17,997.97
Sales	992.11
SalesTax Coll Allow	325.35
Services	2,998.70
<b>Total Income</b>	<b>937,229.70</b>

**Gross Profit** 937,229.70**Expense**

Advertising	23,705.64
Auto Expense	941.93
Automobile Expense	17.01
Bank Service Charges	460.93
Cellular Equipment Purchase	181,936.38
Cellular Expense	98,418.33
Cellular Expense-Prepaid	19,965.00
commission	3,196.30
Computer Expense	
Software	852.13
Computer Expense - Other	2,338.57
<b>Total Computer Expense</b>	<b>3,190.70</b>
Credit Card Charges	3,453.14
Equipment Purchase	3,979.75
Equipment Rental	143.10
freight	1,303.87
Insurance	
Liability Insurance	1,752.44
Work Comp	7,136.00
<b>Total Insurance</b>	<b>8,888.44</b>
Interest Expense	
Finance Charge	259.52
Loan Interest	697.52
Interest Expense - Other	1,987.25
<b>Total Interest Expense</b>	<b>2,944.29</b>
late fee	221.53
Licenses & Permits	229.50
Loss Due to Fraud	8,321.94
Maintenance	7,015.19
Miscellaneous	664.25
Office Supplies	13,407.58
Pager Accessories	4,037.14
Pager Expense	65,642.67
Pager Purchase	52,978.11
Pager Repair	6,855.83
Payroll Expenses	

non-audited



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03/22/00

**DeLand Actel**  
**Profit and Loss**  
January through December 1999

	<u>Jan - Dec '99</u>
Bonuses	600.00
Gross Wages	<u>245,670.84</u>
<b>Total Payroll Expenses</b>	<b>246,270.84</b>
Payroll Taxes	
FICA	15,578.81
FUTA	7,662.21
Medicare	3,643.46
SUI	<u>120.88</u>
<b>Total Payroll Taxes</b>	<b>27,005.36</b>
Postage and Delivery	6,168.36
Printing and Reproduction	6,682.94
Prior year adjust to exp	2,194.61
Professional Development	332.27
Professional Fees	
Accounting	800.00
Legal Fees	650.00
Professional Fees - Other	<u>215.00</u>
<b>Total Professional Fees</b>	<b>1,665.00</b>
Promotional expenses	999.37
Rent	17,229.50
Repairs	
Computer Repairs	2,882.42
Equipment Repairs	<u>448.00</u>
<b>Total Repairs</b>	<b>3,330.42</b>
Security	647.01
Signs & Displays	1,956.20
Subcontract Labor	370.00
Taxes	
Property	<u>423.93</u>
<b>Total Taxes</b>	<b>423.93</b>
Telephone	17,505.50
Travel & Ent	
Entertainment	634.83
Travel & Ent - Other	<u>1,056.96</u>
<b>Total Travel &amp; Ent</b>	<b>1,691.79</b>
Uncategorized Expenses	0.00
Utilities	
Gas and Electric	5,610.77
Water	270.54
Utilities - Other	<u>1,176.73</u>
<b>Total Utilities</b>	<b>7,058.04</b>
<b>Total Expense</b>	<b>853,449.69</b>
<b>Net Ordinary Income</b>	<b>83,780.01</b>
<b>Net Income</b>	<b><u>83,780.01</u></b>

*nm audited*  
*He E Allen*

*p2*

03/22/00

DeLand Actel  
Balance Sheet  
As of December 31, 1999

Dec 31, '99

**ASSETS**

**Current Assets**

**Checking/Savings**

Checking-First Community 33,474.57

Petty Cash 403.00

Savings-First Community 49.52

**Total Checking/Savings 33,927.09**

**Accounts Receivable**

Accounts Receivable 37,132.62

**Total Accounts Receivable 37,132.62**

**Other Current Assets**

Inventory Asset 20,358.34

**Total Other Current Assets 20,358.34**

**Total Current Assets 91,418.05**

**Fixed Assets**

Fixed Assets 40,975.92

**Total Fixed Assets 40,975.92**

**TOTAL ASSETS 132,393.97**

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

**Accounts Payable**

Accounts Payable 33,270.42

**Total Accounts Payable 33,270.42**

**Credit Cards**

Credit Card 459.09

**Total Credit Cards 459.09**

**Other Current Liabilities**

**Payroll Liabilities**

Federal Withholding 236.00

**FICA**

Company 159.78

Employee 159.78

**Total FICA 319.56**

**Medicare**

Company 37.76

Employee 37.76

**Total Medicare 75.52**

**Total Payroll Liabilities 631.08**

Prior Year adj-liabilities 617.29

Sales Tax Payable 4,138.43

**Total Other Current Liabilities 5,386.80**

**Total Current Liabilities 39,116.31**

**Long Term Liabilities**

**Loan Payable**

1st Community 22,836.56

**Total Loan Payable 22,836.56**

**Total Long Term Liabilities 22,836.56**

**Total Liabilities 61,952.87**

**Equity**

**Draw**

Non audited

*John G. Allb*

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03/22/00

**DeLand Actel**  
**Balance Sheet**  
As of December 31, 1999

	<u>Dec 31, '99</u>
TEA Draw	-244,644.56
Total Draw	-244,644.56
Opening Bal Equity	2,141.73
Retained Earnings	230,573.73
Net Income	83,780.01
Utility Deposits for Service	-1,409.81
Total Equity	<u>70,441.10</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>132,393.97</u></b>

*Non-audited*

*J. Hall*



Authorized Agent of



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Florida Public Service Commission  
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2540 Shumard Oak Blvd.  
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DEPOSIT DATE  
D2694 MAR 23 2000  
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I have included the original application along with 6 copies as per your instructions, as well as a check for \$250.00 for the non-refundable application fee.

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<b>DELAND ACTEL</b> 1027 N. WOODLAND BLVD. DELAND, FL 32720 PH: (904) 734-0057	<b>FIRST COMMUNITY BANK</b> ORANGE CITY, FL 32763 63-1280/631 - 002	<b>7837</b>
		03/23/2000
PAY TO THE ORDER OF <u>Florida Public Service Commission</u>		\$ **250.00
<u>Two Hundred Fifty and 00/100*****</u>		
Florida Public Service Commission		DOLLARS Security features included. Details on back.
MEMO <u>Application for CLEC</u>		DOCUMENT NUMBER - DATE <b>03807 MAR 27 00</b>
11 00 78 3 7 11		