

**DIVISION OF TELECOMMUNICATIONS**  
**BUREAU OF CERTIFICATION AND SERVICE EVALUATION**

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

000575-TX

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Instructions

- ◆ This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the 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**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

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

**Florida Public Service Commission**  
**Division of Telecommunications**  
**Bureau of Certification and Service Evaluation**  
**2540 Shumard Oak Blvd.**  
**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 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:

Broadtier Communications, Inc.

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

same as above

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

7100 Plantation Road

Suite 2

Pensacola, FL 32504

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

7100 Plantation Road

Suite 2

Pensacola, FL 32504

6. Structure of organization:

- Individual                       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:**

\_\_\_\_\_

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

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

\_\_\_\_\_ F00000002277 \_\_\_\_\_

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): 59-3638304

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

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

(a) The application:

**Name:** Jeffrey D. Hammond

**Title:** President

**Address:** 7100 Plantation Road, Suite 2

**City/State/Zip:** Pensacola, FL 32504

**Telephone No.:** (850) 478-1098 **Fax No.:** (850) 479-3882

**Internet E-Mail Address:** jhammond@broadtier.com

**Internet Website Address:** www.broadtier.com

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

**Name:** Jeffrey D. Hammond

**Title:** President

**Address:** 7100 Plantation Road, Ste. 2

**City/State/Zip:** Pensacola, FL 32504

**Telephone No.:** (850) 478-1098 **Fax No.:** (850) 479-3882

**Internet E-Mail Address:** jhammond@broadtier.com

**Internet Website Address:** www.broadtier.com

(c) Complaints/Inquiries from customers:

**Name:** Jeffrey D. Hammond

**Title:** President

**Address:** 7100 Plantation Road, Suite 2

**City/State/Zip:** Pensacola, FL 32504

**Telephone No.:** (850) 478-1098 **Fax No.:** (850) 479-3882

**Internet E-Mail Address:** jhammond@broadtier.com

**Internet Website Address:** www.broadtier.com

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.*

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

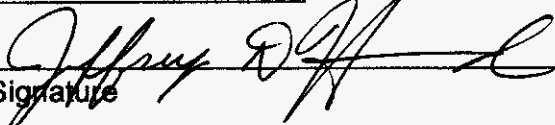
1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
  2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
  3. **written explanation** 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.
- 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.



**\*\* 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:**

	_____
Signature	May 9, 2000
_____	_____
President	(850) 478-1098
Title	Telephone No.
Address: 7100 Plantation Road, Ste. 2	(850) 479-3882
Pensacola, FL 32504	Fax No.
_____	_____

**ATTACHMENTS:**

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

**CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT**

I, (Name) N/A

(Title) \_\_\_\_\_ of (Name of Company)

\_\_\_\_\_ and current holder of Florida Public Service Commission Certificate Number # \_\_\_\_\_

\_\_\_\_\_, have reviewed this application and join in the petitioner's request for a:

- ( ) sale
- ( ) transfer
- ( ) assignment

of the above-mentioned certificate.

**UTILITY OFFICIAL:**

N/A \_\_\_\_\_  
Signature Date

\_\_\_\_\_  
Title Telephone No.

Address: \_\_\_\_\_  
Fax No.

**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.**

- |                   |          |
|-------------------|----------|
| 1) <u>  n/a  </u> | 2) _____ |
| _____             | _____    |
| 3) _____          | 4) _____ |
| _____             | _____    |

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

- |                   |          |
|-------------------|----------|
| 1) <u>  n/a  </u> | 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.**

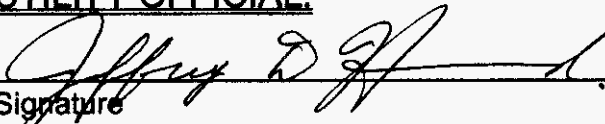
- | <u>POP-to-POP</u> | <u>OWNERSHIP</u> |
|-------------------|------------------|
| 1) <u>  n/a  </u> | _____            |
| 2) _____          | _____            |
| 3) _____          | _____            |
| 4) _____          | _____            |

**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 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:**

	_____	_____
Signature		May 9, 2000
		Date
_____	_____	_____
President		(850) 478-1098
Title		Telephone No.
Address: 7100 Plantation Road, Ste. 2	_____	_____
		(850) 479-3882
		Fax No.
_____	_____	_____
Pensacola, FL 32504		
_____		
_____		

BEFORE THE PUBLIC SERVICE COMMISSION OF  
THE STATE OF FLORIDA

RE: Application of Broadtier Communications, Inc. for  
a Certificate of Public Convenience and Necessity to provide  
Intrastate Telecommunication Services throughout  
the State of Florida.

Docket No. \_\_\_\_\_

**APPLICATION**

Broadtier Communications, Inc. ("Applicant"), a Florida corporation hereby applies to the Florida Public Service Commission ("Commission") for a certificate of Public Convenience and Necessity pursuant to the Public Utility Rules of Practice and Procedure, and other applicable statutes or Commission rules and regulations. In support of this application, Broadtier Communications, Inc. provides the following information:

1. The full name and address of the applicant is:  
Broadtier Communications, Inc.  
7100 Plantation Road, Ste. 2  
Pensacola, Florida 32504  
Tel: (850) 478-1098  
Fax: (850) 479-3882
2. Questions regarding this application should be directed to:  
Jeffrey D. Hammond  
7100 Plantation Road, Ste. 2  
Pensacola, Florida 32504  
Tel: (850) 478-1098  
Fax: (850) 479-3882
3. Contact name and address at the Company is:  
Kathryn K. Wells  
7100 Plantation Road, Ste. 2  
Pensacola, Florida 32504  
Tel: (850) 478-1098  
Fax: (850) 479-3882
4. Certificate of Incorporation  
Broadtier Communications, Inc. was incorporated in the State of Delaware on April 19, 2000. Broadtier Communications, Inc. has applied with the Florida Secretary of State for authority to operate as a foreign corporation.  
  
The applicant's registered agent is Kathryn K. Wells. A copy of Broadtier Communications, Inc.'s authority to operate and articles of incorporation are herewith included.
5. Franchise Requirements  
As a facilities-based based telecommunications reseller, no franchise agreements are required.
6. Stockholders, officers and directors:  
A list of Broadtier Communications, Inc.'s stockholders, officers and directors is included herewith. Also attached is a summary of the managerial qualifications and technical ability of the applicant.

7. Map of Service Area:  
Broadtier Communications, Inc. proposes to offer service to customers throughout the State of Florida. Broadtier Communications, Inc. requests a waiver of the requirement of providing a service area map. Upon final network design and prior to delivery of local voice service the company will submit a service map to the PSC.
8. Legal description of full service area:  
Broadtier Communications, Inc. proposes to offer services statewide in all areas served by equal access areas only.
9. Description of service and proposed tariff:  
Broadtier Communications, Inc. will be a facilities-based CLEC provider offering intrastate telecommunications services.  
  
Broadtier Communications, Inc. will utilize the underlying networks of BellSouth, Sprint, and GTE, in Florida on a contract basis. Broadtier Communications, Inc. will contract services from its underlying carriers on a month-to-month basis. The underlying transmission carrier is selected based on the best quality, service and price. Calls originate via Feature Group D circuits purchased by underlying carrier from the local exchange carrier or via special access circuits purchased directly by the customer.  
  
Broadtier Communications, Inc.'s will not provide local voice services for the first three quarters after certification due to network construction and will file a proposed tariff which includes a definition of services offered and proposed rates prior to service delivery.
10. Health and Pollution Control Approvals:  
Not Health Applicable.
11. Net Investment and estimated customer bases:  
The Broadtier Communications, Inc. plan is based on implementing service in a number of states. Therefore, Broadtier Communications, Inc. does not have a business reason for maintaining investment calculations or ongoing accounting on a state-specific basis. In support of its financial viability, Broadtier Communications, Inc. offers projected balance sheets and income statements in this application as well as a Letter of Further Explanation explaining our financing initiatives.
12. Testimony:  
Attached is testimony sponsored by Jeffrey D. Hammond.
13. Operator Services:  
Broadtier Communications, Inc. does not offer operator assisted calling. Such calls are directed to the Local exchange carrier or underlying exchange carrier. Calls are branded, handled and billed by the other carrier(s) according to that carrier's tariff.

14. List of states were Applicant has pending or approved applications:

Approved:       **None**  
Pending:         **None**  
Denied:          **None**

15. List of states where Applicant is currently providing services:

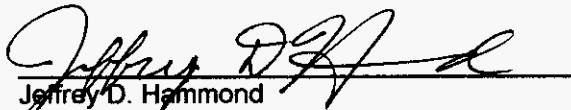
**None**

Upon certification, Broadtier Communications, Inc. will abide by all applicable rules and regulations of the Commission and the findings, conclusions, terms and conditions set forth in pertinent Commission orders. Approval of this application will serve the public interest by creating greater competition and providing consumers with a greater choice in local service.

WHEREFORE, Broadtier Communications, Inc. requests that the Commission issue a Certificate of Public Convenience and Necessity authorizing it to engage in the resale of Local Exchange Telecommunication services to the public as proposed herein.

Respectfully submitted this 9<sup>th</sup> day of May, 2000.

BROADTIER COMMUNICATIONS, INC.



Jeffrey D. Hammond  
President

7100 Plantation Road Ste. 2  
Pensacola, Florida 32504  
Tel: (850) 478-1098  
Fax: (850) 479-3882

AFFIDAVIT

STATE OF FLORIDA

COUNTY OF ESCAMBIA

I, Jeffrey D. Hammond, first having been duly sworn and deposed do state the following:

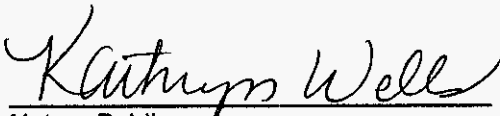
1. That I am the President of Broadtler Communications, Inc.
2. That the information presented here is true and accurate and is as current as is reasonably possible to the best of my knowledge.

Further Affiant Sayeth Not.

Dated this 9<sup>th</sup> day of May, 2000.

  
Affiant Jeffrey D. Hammond  
President

Sworn to and subscribed before me this the 9<sup>th</sup> day of May, 2000.

  
Notary Public



KATHRYN K. WELLS  
COMMISSION # CC580355  
EXPIRES AUG 27, 2000  
BONDED THROUGH  
ATLANTIC BONDING CO., INC

My commission Expires: \_\_\_\_\_



**CERTIFICATE OF SERVICE**

I, Jeffrey D. Hammond, do hereby certify that I have this day caused to be filed with the Commission by mail delivery of the original and six (6) copies of the foregoing Application to the following:

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

This, the 9<sup>th</sup> day of May, 2000.



Jeffrey D. Hammond  
7100 Plantation Road, Ste. 2  
Pensacola, Florida 32504  
Tel: (850) 478-1098  
Fax: (850) 479-3882

Certificate of Incorporation  
of  
BroadTier communications, Inc.

**FIRST:** The name of the corporation is BroadTier Communications, Inc.

**SECOND:** The address of its registered office in the State of Delaware is 4406 Tennyson Road, Wilmington, New Castle County, State of Delaware. The name of its Registered Agent at such address is Delaware Corporate Agents, Inc.

**THIRD:** The nature of the business or purpose to be conducted or promoted is to engage in any lawful act or activity which corporations may be organized under the General Corporation Law of Delaware.

**FOURTH:** The total number of shares of stock which the corporation shall have authority to issue is 1500 shares of common stock without par value.

**FIFTH:** The name and mailing address of the incorporators is Jane Goldberg, 4406 Tennyson Road, Wilmington, Delaware 19802.

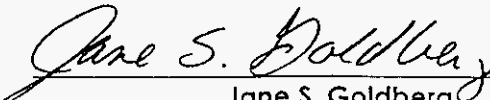
**SIXTH:** The powers of the incorporator(s) shall terminate upon the filing of this Certificate of Incorporation. Following are the name(s) and address(es) of the person(s) who are to serve as director(s) until the first annual meeting of shareholders or until their successors are elected and qualify: Kathryn K. Wells, 7100 Plantation Road Suite 2, Pensacola, FL 32504.

**SEVENTH:** The Board of Directors is expressly authorized to make, alter or repeal the By-Laws of the corporation.

**EIGHTH:** No director shall have personal liability to the corporation or its stockholders for monetary damages for breach of fiduciary duty as a director, provided that this Article shall not eliminate or limit the liability of a director (i) for any breach of the director's duty of loyalty to the corporation or its stockholders; (ii) for facts or omissions not in good faith or which involve intentional misconduct or a knowing violation of law; (iii) under Section 174 of Title 8 of the Delaware Code; (iv) for any transaction from which the director derived an improper personal benefit.

**NINTH:** Elections of directors need not be by written ballot unless the By-Laws of this corporation so provide.

I, the undersigned, being the incorporator hereinabove named, for the purpose of forming a corporation pursuant to the General Corporation Law of the State of Delaware, do make this certificate, acknowledging the penalty of perjury, hereby declaring and certifying that this instrument is my act and deed and the facts herein stated are true, pursuant to 8 Del. C. §103(b)(2) and accordingly have hereunto set my hand on April 11, 2000.

  
Jane S. Goldberg

Certificate of Incorporation  
of  
BroadTier communications, Inc.

**FIRST:** The name of the corporation is BroadTier Communications, Inc.

**SECOND:** The address of its registered office in the State of Delaware is 4406 Tennyson Road, Wilmington, New Castle County, State of Delaware. The name of its Registered Agent at such address is Delaware Corporate Agents, Inc.

**THIRD:** The nature of the business or purpose to be conducted or promoted is to engage in any lawful act or activity which corporations may be organized under the General Corporation Law of Delaware.

**FOURTH:** The total number of shares of stock which the corporation shall have authority to issue is 1500 shares of common stock without par value.

**FIFTH:** The name and mailing address of the incorporators is Jane Goldberg, 4406 Tennyson Road, Wilmington, Delaware 19802.

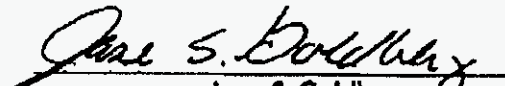
**SIXTH:** The powers of the incorporator(s) shall terminate upon the filing of this Certificate of Incorporation. Following are the name(s) and address(es) of the person(s) who are to serve as director(s) until the first annual meeting of shareholders or until their successors are elected and qualify: Kathryn K. Wells, 7100 Plantation Road Suite 2, Pensacola, FL 32504.

**SEVENTH:** The Board of Directors is expressly authorized to make, alter or repeal the By-Laws of the corporation.

**EIGHTH:** No director shall have personal liability to the corporation or its stockholders for monetary damages for breach of fiduciary duty as a director, provided that this Article shall not eliminate or limit the liability of a director (i) for any breach of the director's duty of loyalty to the corporation or its stockholders; (ii) for facts or omissions not in good faith or which involve intentional misconduct or a knowing violation of law; (iii) under Section 174 of Title 8 of the Delaware Code; (iv) for any transaction from which the director derived an improper personal benefit.

**NINTH:** Elections of directors need not be by written ballot unless the By-Laws of this corporation so provide.

I, the undersigned, being the incorporator hereinabove named, for the purpose of forming a corporation pursuant to the General Corporation Law of the State of Delaware, do make this certificate, acknowledging the penalty of perjury, hereby declaring and certifying that this instrument is my act and deed and the facts herein stated are true, pursuant to 8 Del. C. §103(b)(2) and accordingly have hereunto set my hand on April 11, 2000.

  
Jane S. Goldberg

STATE OF DELAWARE  
SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
FILED 09:00 AM 04/11/2000  
001182646 - 3209901



FLORIDA DEPARTMENT OF STATE  
Katherine Harris  
Secretary of State

April 25, 2000

KATHRYN WELLS  
KAIZEN SOLUTIONS, INC.  
7100 PLANTATION RD. STE. 2  
PENSACOLA, FL 32504

Qualification documents for BROADTIER COMMUNICATIONS, INC. were filed on April 19, 2000 and assigned document number F0000002277. Please refer to this number whenever corresponding with this office.

Your corporation is now qualified and authorized to transact business in Florida as of the file date.

The certification you requested is enclosed.

A corporation annual report/uniform business report will be due this office between January 1 and May 1 of the year following the calendar year of the file date. A Federal Employer Identification (FEI) number will be required before this report can be filed. If you do not already have an FEI number, please apply NOW with the Internal Revenue by calling 1-800-829-3676 and requesting form SS-4.

Please be aware if the corporate address changes, it is the responsibility of the corporation to notify this office.

Should you have any questions regarding this matter, please telephone (850) 487-6051, the Foreign Qualification/Tax Lien Section.

Lee Rivers  
Document Specialist  
Division of Corporations

Letter Number: 600A00022634

# State of Florida



## Department of State

I certify from the records of this office that BROADTIER COMMUNICATIONS, INC., is a corporation organized under the laws of Delaware, authorized to transact business in the State of Florida, qualified on April 19, 2000.

The document number of this corporation is F00000002277.

I further certify that said corporation has paid all fees due this office through December 31, 2000, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capitol, this the  
Twenty-fifth day of April, 2000



CR2EO22 (1-99)

*Katherine Harris*

Katherine Harris  
Secretary of State

# State of Florida



## Department of State

I certify the attached is a true and correct copy of the application by BROADTIER COMMUNICATIONS, INC., a Delaware corporation, authorized to transact business within the State of Florida on April 19, 2000 as shown by the records of this office.

The document number of this corporation is F0000002277.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capitol, this the  
Twenty-fifth day of April, 2000



CR2EO22 (1-99)

*Katherine Harris*

Katherine Harris  
Secretary of State

Kaizen Solutions



Inc.

Home of  
[www.pensacola.com](http://www.pensacola.com)

May 9, 2000

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

Dear Sir or Madam:

Kaizen Solutions, Inc (Kaizen) is an Internet service provider based in Pensacola, Florida. With an existing customer base of approximately 1,200 customers, Kaizen provides the local community with dial-up Internet access, web hosting, site development, and network services.

Kaizen has strove to earn the respect and loyalty of its customer base by providing them with reliable Internet and data services at an affordable price. To ensure this tradition continues we have decided to expand our service offering to include local voice service to our business customers.

To accomplish this, Kaizen Solutions has invested in the establishment and growth of Broadtier Communications, Inc., a development stage integrated communications provider, through management and financial support to ensure personnel integrity and technological competitiveness until such time as Broadtier develops financial self-sufficiency. The Kaizen commitment to Broadtier's success has paid dividends to date and will continue through goals achieved.

Due to Broadtier's relatively short operating period, audited financial statements are unavailable; however, financial statements for Kaizen Solutions and financial projections for Broadtier Communications, Inc have been included for your review. Kaizen Solutions, Inc is the principal financial backer of Broadtier Communications and will continue to fund the Company's efforts during its financing stage.

In the event you have any questions regarding this application please feel free to contact Broadtier Communication's representative or myself directly. Thank you for your consideration.

Sincerely,

A handwritten signature in cursive script that reads "Kathryn K. Wells".

Kathryn K. Wells  
President

7100 Plantation Road  
Suite 2  
Pensacola, FL 32504  
phone (850) 473-0888  
fax (850) 479-3882  
[www.kaizensolutions.com](http://www.kaizensolutions.com)

Margie Flint, CPA  
9515-A Holsberry Rd.  
Pensacola, FL 32534  
(850) 484-7070  
Fax: (850) 484-8557

March 27, 2000

To KAIZEN SOLUTIONS, INC.

We have compiled the accompanying statement of assets, liabilities and equity - income tax basis of KAIZEN SOLUTIONS, INC. as of January 31, 2000, and the related statement of revenues and expenses - income tax basis for the year then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The financial statements have been prepared on the accounting basis used by the Company for income tax purposes, which is a comprehensive basis of accounting other than generally accepted accounting principles.

A compilation is limited to presenting, in the form of financial statements, information that is the representation of management. We have not audited or performed a review on the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared on the income tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, equity, revenues and expenses. Accordingly, these financial statements are not designed for those who are not informed about such matters.

Sincerely,

Margie Flint, CPA



KAIZEN SOLUTIONS, INC.  
Statement of Assets, Liabilities and Equity -  
Income Tax Basis  
January 31, 2000

Assets

Current Assets		
Cash on Hand	\$	5,184.56
Petty Cash		113.00
Cash in Bank		4,667.99
Accounts Receivable		6,052.36
Rec. from Kaizen		<u>5,456.80</u>
Total Current Assets	\$	<u>21,474.71</u>
Fixed Assets		
Furniture & Fixtures		5,321.50
Office Equipment		51,806.23
Leasehold Improvements		1,560.00
Accumulated Depreciation		<u>(33,707.00)</u>
Total Fixed Assets		<u>24,980.73</u>
Other Assets		
Goodwill		29,145.00
Other Domain Sites		1,000.00
Non-Compete Agreement		15,000.00
Accumulated Amortization		<u>(7,821.63)</u>
Total Other Assets		<u>37,323.37</u>
Total Assets	\$	<u><u>83,778.81</u></u>

See Accountant's Report

KAIZEN SOLUTIONS, INC.  
Statement of Assets, Liabilities and Equity -  
Income Tax Basis  
January 31, 2000

Liabilities and Equity

Current Liabilities		
Payable to Pensacola.com	\$	5,456.80
Payroll Taxes Payable		2,228.31
FUTA Payable		30.84
SUTA Payable		77.10
Sales Tax Payable		<u>5.63</u>
Total Current Liabilities	\$	7,798.68
Long Term Liabilities		
Note Payable - S. Root		41,941.34
S/H Loan-B. Boivin		33,637.24
S/H Loan-K. Wells		128,588.83
S/H Loan-R. Darby		<u>45,223.00</u>
Total Long Term Liabilities		249,390.41
Equity		
Common Stock		300.00
Paid in Capital		15,000.00
Shareholder Receivable		( 300.00)
Accumulated Adjustments		(176,718.51)
Current Income (Loss)		<u>(11,691.77)</u>
Total Equity		<u>(173,410.28)</u>
Total Liabilities & Equity	\$	<u><u>83,778.81</u></u>

See Accountant's Report

KAIZEN SOLUTIONS, INC.  
Statement of Revenues and Expenses -  
Income Tax Basis  
For the Period Ended January 31, 2000

	1 Month Ended Jan. 31, 2000	Pct		1 Month Ended Jan. 31, 2000	Pct
Revenue					
Dial Up Monthly Fee	\$ 11,950.89	74.49	\$	11,950.89	74.49
Internet Set Up Fee	15.00	0.09		15.00	0.09
Web Design - Domain	2,138.00	13.33		2,138.00	13.33
Monthly Hosting Fees	4,105.00	25.59		4,105.00	25.59
Consulting	3,500.00	21.82		3,500.00	21.82
Search Engine Registrati	125.00	0.78		125.00	0.78
Pensacol.Com Advertising	1,410.00	8.79		1,410.00	8.79
ISDN Monthly Connection	780.00	4.86		780.00	4.86
Trader Jon Merchandise	85.00	0.53		85.00	0.53
Handling Charges	16.00	0.10		16.00	0.10
Ft. Walton Advertising	20.00	0.12		20.00	0.12
Sales Adjustment	(8,101.16)	( 50.49)		(8,101.16)	( 50.49)
	16,043.73	100.00		16,043.73	100.00
Total Revenue					
Cost of Sales					
Cost of Goods Sold	120.88	0.75		120.88	0.75
	120.88	0.75		120.88	0.75
Total Cost of Sales					
Gross Profit	15,922.85	99.25		15,922.85	99.25
Operating Expenses					
Accounting & Legal	1,573.14	9.81		1,573.14	9.81
Bank Charges	88.25	0.55		88.25	0.55
Bank Card Fees	140.44	0.88		140.44	0.88
Commissions	1,300.00	8.10		1,300.00	8.10
Contract Labor	150.00	0.93		150.00	0.93
Dial-Up Fee/Megapop	6,959.50	43.38		6,959.50	43.38
Dues, Subscriptions and	1,116.16	6.96		1,116.16	6.96
Entertainment & Meals	36.60	0.23		36.60	0.23
Equipment Rental	232.07	1.45		232.07	1.45
Freight	141.25	0.88		141.25	0.88
Office Expense	362.72	2.26		362.72	2.26
Postage and Printing	129.40	0.81		129.40	0.81
Rent	1,631.75	10.17		1,631.75	10.17
Repairs and Maintenance	154.22	0.96		154.22	0.96
Royalty Fee	102.90	0.64		102.90	0.64
Salaries - Officers	1,999.72	12.46		1,999.72	12.46
Salaries and Wages	7,303.99	45.53		7,303.99	45.53
Service Exchange	757.35	4.72		757.35	4.72
Taxes - Payroll	819.69	5.11		819.69	5.11
Telephone	2,529.65	15.77		2,529.65	15.77
Utilities	434.03	2.71		434.03	2.71
	27,962.83	174.29		27,962.83	174.29
Total Expenses					
Operating Income	(12,039.98)	( 75.04)		(12,039.98)	( 75.04)
Other Income/Expense					
Interest Income	18.00	0.11		18.00	0.11
Other Income	330.21	2.06		330.21	2.06
	348.21	2.17		348.21	2.17
Total Other Income/Expense					
Net Income (Loss) \$	(11,691.77)	( 72.87)	\$	(11,691.77)	( 72.87)

See Accountant's Report

# Broadtier Communications, Inc.

## Financial Projections

### Consolidated Statement of Income (\$000s)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>REVENUE</b>										
Bundled Business Product	335	25,438	75,387	124,830	181,658	264,355	384,701	559,835	814,702	1,185,602
W-DSL	243	7,899	22,835	36,671	51,421	72,108	101,122	141,818	198,903	278,984
Business Local & LD	1,123	31,427	89,686	134,220	169,146	212,641	267,300	335,987	422,296	530,742
DSL & Dial-up Internet Access	342	6,515	17,395	24,779	30,032	36,398	44,115	53,467	64,802	78,540
<b>Total Revenue</b>	<b>2,445</b>	<b>86,726</b>	<b>246,731</b>	<b>388,215</b>	<b>535,203</b>	<b>742,023</b>	<b>1,035,232</b>	<b>1,453,009</b>	<b>2,051,059</b>	<b>2,910,869</b>
<b>COSTS AND EXPENSES</b>										
Interconnect Costs	2,278	15,942	25,242	26,251	28,594	32,031	37,084	44,524	55,495	71,688
Tower/Site Lease Costs	4,809	25,514	27,050	22,430	22,430	22,430	22,430	22,430	22,430	22,430
Switch & Wireless Operating Costs	625	6,349	9,905	9,905	9,905	9,905	9,905	9,905	9,935	11,458
LEC Payments	28	786	2,160	3,076	3,709	4,506	5,517	6,812	8,493	10,685
IXC Payments	130	4,164	11,606	17,845	24,662	33,266	44,990	61,040	83,117	113,641
Local Loop Costs	98	3,288	9,952	16,120	22,408	31,379	44,242	62,771	89,568	128,456
Internet Access	28	824	1,395	1,344	1,317	1,291	1,265	1,240	1,215	1,191
Selling, General, Administrative	12,206	51,497	76,917	94,975	111,653	130,360	155,651	190,481	239,220	308,525
<b>Total Operating Expenses</b>	<b>20,202</b>	<b>108,363</b>	<b>164,228</b>	<b>191,947</b>	<b>224,678</b>	<b>265,168</b>	<b>321,085</b>	<b>399,203</b>	<b>509,471</b>	<b>668,074</b>
<b>EBITDA</b>	<b>(17,757)</b>	<b>(21,637)</b>	<b>82,503</b>	<b>196,269</b>	<b>310,525</b>	<b>476,855</b>	<b>714,147</b>	<b>1,053,805</b>	<b>1,541,588</b>	<b>2,242,795</b>
Depreciation	11,672	48,719	78,742	91,973	108,084	128,878	156,668	195,103	249,868	335,054
<b>EBIT</b>	<b>(29,429)</b>	<b>(70,356)</b>	<b>3,761</b>	<b>104,296</b>	<b>202,441</b>	<b>347,977</b>	<b>557,480</b>	<b>858,703</b>	<b>1,291,720</b>	<b>1,907,741</b>
Interest Expense	11,672	48,719	78,742	78,742	65,844	51,656	36,050	18,883	-	-
<b>EBT</b>	<b>(41,101)</b>	<b>(119,075)</b>	<b>(74,981)</b>	<b>25,554</b>	<b>136,597</b>	<b>296,321</b>	<b>521,429</b>	<b>839,819</b>	<b>1,291,720</b>	<b>1,907,741</b>
Income Taxes	-	-	-	-	-	118,528	208,572	335,928	516,688	763,096
<b>NET INCOME/LOSS</b>	<b>(41,101)</b>	<b>(119,075)</b>	<b>(74,981)</b>	<b>25,554</b>	<b>136,597</b>	<b>177,793</b>	<b>312,858</b>	<b>503,892</b>	<b>775,032</b>	<b>1,144,644</b>

### Consolidated Balance Sheet (\$000s)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>ASSETS</b>										
Cash	46,930	203,430	382,056	223,127	149,389	69,893	58,299	139,023	551,597	1,086,468
Accounts receivable	301	10,692	30,419	47,862	65,984	91,482	127,631	179,138	252,870	358,874
<b>Total current assets</b>	<b>47,232</b>	<b>214,122</b>	<b>412,475</b>	<b>270,989</b>	<b>215,373</b>	<b>161,375</b>	<b>185,930</b>	<b>318,161</b>	<b>804,468</b>	<b>1,445,343</b>
Property & equipment	116,719	487,190	787,415	919,730	1,080,843	1,288,778	1,566,676	1,951,025	2,498,682	3,350,541
Less accumulated depreciation	11,672	60,391	139,132	231,105	339,190	468,068	624,735	819,838	1,069,706	1,404,760
<b>Net property &amp; equipment</b>	<b>105,047</b>	<b>426,799</b>	<b>648,283</b>	<b>688,624</b>	<b>741,654</b>	<b>820,710</b>	<b>941,941</b>	<b>1,131,188</b>	<b>1,428,976</b>	<b>1,945,781</b>
<b>TOTAL ASSETS</b>	<b>152,279</b>	<b>640,921</b>	<b>1,060,758</b>	<b>959,614</b>	<b>957,026</b>	<b>982,085</b>	<b>1,127,871</b>	<b>1,449,349</b>	<b>2,233,444</b>	<b>3,391,124</b>
<b>LIABILITIES &amp; EQUITY</b>										
Accounts payable	1,660	8,907	13,498	15,776	18,467	21,795	26,391	32,811	41,874	54,910
Vendor debt	116,719	487,190	787,415	658,439	516,564	360,503	188,835	0	-	-
<b>Total liabilities</b>	<b>118,379</b>	<b>496,096</b>	<b>800,914</b>	<b>674,215</b>	<b>535,031</b>	<b>382,297</b>	<b>215,225</b>	<b>32,811</b>	<b>41,874</b>	<b>54,910</b>
Equity	75,000	305,000	495,000	495,000	495,000	495,000	495,000	495,000	495,000	495,000
Retained earnings/(Loss)	(41,101)	(160,175)	(235,150)	(209,602)	(73,005)	104,788	417,646	921,537	1,696,569	2,841,214
<b>TOTAL EQUITY</b>	<b>33,899</b>	<b>144,825</b>	<b>259,844</b>	<b>285,398</b>	<b>421,995</b>	<b>599,788</b>	<b>912,646</b>	<b>1,416,537</b>	<b>2,191,569</b>	<b>3,336,214</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>152,279</b>	<b>640,921</b>	<b>1,060,758</b>	<b>959,614</b>	<b>957,026</b>	<b>982,085</b>	<b>1,127,871</b>	<b>1,449,349</b>	<b>2,233,444</b>	<b>3,391,124</b>

# Broadtier Communications, Inc.

## Financial Projections (Con't)

### Statement of Cash Flow (\$000s)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Net Income	(41,101)	(119,075)	(74,981)	25,554	136,597	177,793	312,858	503,892	775,032	1,144,644
Depreciation	11,672	48,719	78,742	91,973	108,084	128,878	156,668	195,103	249,868	335,054
Change in Accts. Receivable	(301)	(10,391)	(19,727)	(17,443)	(18,122)	(25,498)	(36,149)	(51,507)	(73,732)	(106,004)
Change in Accts. Payable	1,660	7,246	4,592	2,278	2,690	3,328	4,596	6,421	9,063	13,036
<b>CASH FROM OPERATIONS</b>	<b>(28,070)</b>	<b>(73,500)</b>	<b>(11,374)</b>	<b>102,362</b>	<b>229,250</b>	<b>284,500</b>	<b>437,972</b>	<b>653,908</b>	<b>960,231</b>	<b>1,386,731</b>
Capital Expenditures	116,719	370,471	300,225	132,314	161,114	207,934	277,898	384,349	547,657	851,859
<b>CASH FROM INVESTING</b>	<b>116,719</b>	<b>370,471</b>	<b>300,225</b>	<b>132,314</b>	<b>161,114</b>	<b>207,934</b>	<b>277,898</b>	<b>384,349</b>	<b>547,657</b>	<b>851,859</b>
<b>NET CASH FLOW</b>	<b>(144,789)</b>	<b>(443,971)</b>	<b>(311,599)</b>	<b>(29,952)</b>	<b>68,136</b>	<b>76,566</b>	<b>160,074</b>	<b>269,559</b>	<b>412,574</b>	<b>534,871</b>
Change in Vendor Debt	116,719	370,471	300,225	(128,977)	(141,874)	(156,062)	(171,668)	(188,835)	(0)	-
Change in Equity Investments	75,000	230,000	190,000	-	-	-	-	-	-	-
<b>CASH FROM FINANCING</b>	<b>191,719</b>	<b>600,471</b>	<b>490,225</b>	<b>(128,977)</b>	<b>(141,874)</b>	<b>(156,062)</b>	<b>(171,668)</b>	<b>(188,835)</b>	<b>(0)</b>	<b>-</b>
<b>NET CHANGE IN CASH</b>	<b>46,930</b>	<b>156,500</b>	<b>178,626</b>	<b>(158,929)</b>	<b>(73,738)</b>	<b>(79,496)</b>	<b>(11,594)</b>	<b>80,724</b>	<b>412,574</b>	<b>534,871</b>
<b>CASH AT YEAR END</b>	<b>46,930</b>	<b>203,430</b>	<b>382,056</b>	<b>223,127</b>	<b>149,389</b>	<b>69,893</b>	<b>58,299</b>	<b>139,023</b>	<b>551,597</b>	<b>1,086,468</b>
Cash Bal as % of Expenses	192%	198%	248%	117%	67%	27%	19%	36%	115%	176%
Debt/Equity	1.58	1.63	1.62	1.36	1.08	0.77	0.43	0.87	0.88	0.11

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E-mail jhammond@broadtier.com

# Jeffrey D. Hammond

## Functional summary

Mr. Hammond has over 17 years experience in technical operations and management. He has extensive experience in the communications and electronics fields as well as senior management experience in Internet start-ups and established communications companies.

## Employment

1998 - 2000      Advanced Digital Information Systems, Inc      Ft. Walton Beach, FL

### Chief Operating Officer

Managed Internet Service Provider operations. Directly responsible for P&L, network operations and personnel management.

1997-1998      MultiLink Wireless Solutions, Inc.

### President/CEO

Founding partner of a wireless access service provider. Responsible for network design, deployment, network operations and personnel management.

1995-1997      United States Navy

### Program Manager, Advanced Electronics Training

Program manager of basic and advanced electronics training programs. Responsible for Military, professional and technical training for 350 personnel and 25 senior instructors. Chief Electronics Technician.

1991-1995      United States Navy

### Division Officer

Responsible for the maintenance, repair and operations of shipboard communications and radar electronic suite. Managed technical staff of thirty-two personnel.

1983-1991      United States Navy

### Technician

Certified communications and radar technician. Maintained and operated radar systems, satellite and LOS communication systems. Extensive experience in HF, UHF, EHF, surface and air search radar systems, GPS, LAN/WAN and shipboard telephone systems.

## Education

1991 - 1993      San Diego Community College

## Certifications

Master Training Specialist, Technical training  
Curriculum Developer  
Process Improvement, Training Coordinator

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# Tom E. Wilson

## Functional summary

Mr. Wilson has over 20 years experience in communications product development, marketing, sales and implementation. Most recent experience focused on engineering and deployment of countrywide packet switching and access networks for international carriers. Activities include project management of large deployment teams, identification and resolution of technical/support issues and primary customer point-of-contact.

## Employment

1999 - 2000 Lucent Technologies, Inc

### Senior Program / Project Director

Overall responsibility for the deployment of large-scale, turnkey ATM/FR core switching and xDSL access networks. Managed staffing plan of 180+ engineers and technicians. Coordinated technical teams to prepare sites, install equipment, establish transmission links, and performance testing.

1996-1999 World Access, Inc.

### Senior Manager, Systems Engineering

Responsible for network design and technical sales of access, transmission, switching and data products in the international marketplace. Primary leader for all aspects of sales, technical design, pricing and implementation of large-scale, integrated voice and data networks.

1993-1996 DSC Communications, Inc.

### Senior Manager, Product Line Marketing

Responsible for the international marketing of digital loop carrier, wireless local loop and fiber optic products.

1998-1993 Sand Hill Engineering, Inc.

### Senior Systems / Design Engineer

Founding partner of engineering firm that conducted research and development of multipoint video conferencing, multimedia, telephony and data communications products.

1979-1998 Lockheed Space Operations, Martin Marietta Aerospace, Inc.

### Systems Engineer / Design Engineer / Technician

Successfully led numerous key technical positions including system level management of Space shuttle Launch processing systems and CAD Forward Looking Infrared electronics system.

## Education

Bachelor of Science, Electrical Engineering, University of Central Florida

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# Kevin C. Ryan

## Functional summary

Mr. Ryan has over ten years experience in senior management positions within the communications industry. He has successfully managed large sales and technical workforces as well as comprehensive network architectures. Mr. Ryan has consistently demonstrated throughout his career an ability to achieve all established objectives. Activities include project management of large deployment teams, sales and marketing force management and network operations.

## Employment

1998 - 2000      Nextlink Communications, Inc

### **Vice President and General Manager – Mid-Atlantic**

Manages 120 personnel. Overall responsibility for sales, operations and customer service performance.

1997-1998      Access One Communications, Inc.

### **Vice President, Sales & Marketing**

Consultant contract to organize a national direct and indirect sales program and related product offerings for a privately held CLEC and to help position company for IPO. Grew local line base from 19,000 to over 35,000 lines.

1996-1997      American Network Exchange, Inc.

### **Director of Operations – Mexico**

Expatriate contract to help increase market presence in Mexico in the competitive hospitality telecom arena. Governmental relations coordinator for Competition and Regulatory issues.

1993-1995      LDDS Worldcom, Inc.

### **Director of Operations (VA & WV)**

Managed 100 employees, 6 satellite sales offices. Achieved 160% of sales quota during tenure. President Club 1994, 1995, 1996.

1992-1993      Sprint Communications, Inc.

### **Senior Business Services Manager**

Account manager. Marketed voice and broadband data products to large business customer. Directly responsible for 11% increase in market share.

## Education

Bachelor of Arts, Political science and Economics, Michigan State University



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# Kathryn K. Wells

## Functional summary

Mrs. Wells has over 20 years experience in the electronic environment beginning with a computer programming background. She spent several years in a corporate training and implementation environment with the responsibility of curriculum development and customer service training. For the past seven years she has been involved with Internet related businesses, the last three years serving as the President and CEO of Kaizen Solutions, Inc., a Florida based ISP.

## Employment

1997 - 2000      Kaizen Solutions, Inc.

### President

Responsible for management of all aspects of company. In three years has grown to second largest ISP in the area.

1995-1997      H & L Enterprises, Inc.

### President, Southeast Region

Responsible for managing several sub companies in the southeast. Computer Training Company, Corporate maintenance company, and Internet Service Provider.

1992-1995      Pizza Hut, Inc.

### MIS/POS Director, Southeast Region

Responsible for the implementation, training and support of two hundred and forty Pizza Hut Restaurant POS systems and two regional offices in the Louisiana, Alabama, Florida, and Georgia locations. Managed several training, construction, and technical crews.

1988 - 1992      Property Management, Inc.

### MIS/POS Director

Responsible for the programming, implementation, training and support of two hundred and forty Pizza Hut Restaurant POS systems and two regional offices in the Louisiana, Alabama Florida, and Georgia locations. Managed several training, construction, and technical crews.

1976-1988      Dixie Cash Register Company, Inc.

### Director of Programming, Installation, and Training

Successfully managed and trained twelve point of sale programmers in four different machir languages. Responsible for implentation from sale to closure with customer. Managed the on-going customer support and maintenance.

## Education

Eight hours short from Business Administration Associates Degree.

# Broadtier Communications, Inc.

7100 Plantation Rd. Ste #2  
Pensacola, FL 32504  
(850) 457-1098

May 9, 2000

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

000575-TX

Dear Sir or Madam:

Broadtier Communications, Inc., a Delaware corporation, is a development stage enterprise that will operate nationally in the United States as an integrated communications provider, delivering local telephone, e-commerce and high-speed DSL/ATM-based Internet access services. The Company will deploy a communications network that enables it to deliver both traditional and emerging communication services as well as rich, multimedia content to consumers in under-served second- and third-tier markets. The Company intends to offer bundled services on a single bill as well as unbundled wireline and wireless products in seven regions covering 42 states and 117 markets.

Broadtier's corporate and network operating center (NOC) facilities will be located within Florida. As part of our efforts to deliver communication services to local communities within these under-served markets we respectfully submit this Alternative Local Exchange Service provider application for your consideration.

Due to our network deployment schedule, the Company will not deliver services for the first three quarters of operations. The Company's Florida ALEC certification will be used to negotiate interconnection and co-location agreements with incumbent service providers and to prepare for service activation. For this reason a "local voice" price list is not included with this application. Broadtier Communications does not intend to offer local voice services for a minimum of the first three quarters after certification and understands that all "price list" documentation must be submitted prior to any local voice offerings can commence.

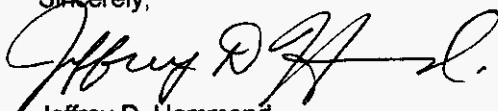
Broadtier does not own any voice switching or transmission facilities at this time. Prior to offering local voice services, Broadtier will make available to the PSC information concerning all POP, switch and transmission facilities if necessary.

Included within the application package are resumes of Broadtier's senior operations, sales and engineering personnel. The Company is actively recruiting additional personnel to augment both its senior and technical management teams at this time.

Due to Broadtier's relatively short operating period, audited financial statements are unavailable; however, financial statements outlining projected Balance, Income, and Cash Flow statements are included for your review. Broadtier is in the process of raising sufficient financial support to provide local voice services as well as to meet all lease or ownership obligations and will provide to the PSC information concerning its financial standing upon completion of its financing stage if necessary.

In the event you have any questions regarding this application, please feel free to contact my representative or myself directly. Thank you for your consideration.

Sincerely,



Jeffrey D. Hammond  
President

Check received with filing and  
forwarded to Fiscal for deposit.  
Fiscal to forward a copy of check  
to RAR with proof of deposit.  
Initials of person who forwarded check:  
*SLM*

DOCUMENT NUMBER-DATE

05870 MAY 11 8

FPSC-RECORDS/REPORTING

Enc.

# Broadtier Communications, Inc.

7100 Plantation Rd. Ste #2  
Pensacola, FL 32504  
(850) 457-1098

May 9, 2000

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

DEPOSIT                      DATE  
D 2 9 3                      MAY 1 2 2000

000575-TX

Dear Sir or Madam:

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<b>KAIZEN SOLUTIONS INCORPORATED</b> PH. 850-479-3966 7100 PLANTATION RD., STE. 2 PENSACOLA, FL 32504		COMPASS BANK PENSACOLA, FL 32501	2319 03-9057/2832 610
PAY TO THE Florida Public Service Commission ORDER OF		5/3/00	**250.00
Two Hundred Fifty and 00/100*****		DOLLARS	
Florida Public Service Commission Division of Records and Reporting 2540 Shumard Oak Blvd. Tallahassee, FL 32399-0850		<i>Kathryn Wells</i>	
MEMO			
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