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September 25, 2000

**VIA OVERNIGHT DELIVERY**

Florida Public Service Commission  
Tariff Section  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850

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:



001464-TX

Re: Telicor Inc.

Dear Sir/Madam:

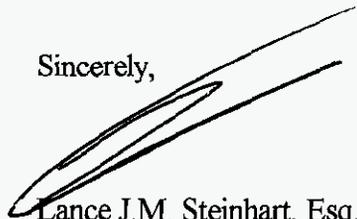
Enclosed please find one original and six (6) copies of Telicor Inc.'s (Telicor) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding this matter, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for Telicor Inc.

Enclosures

cc: Kerri Bumgardner

DOCUMENT NUMBER-DATE

12111 SEP 26 8

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**

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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**

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APPLICATION

1. This is an application for  $\sqrt{\quad}$  (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:

Telicor Inc.

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

\_\_\_\_\_

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

100 West Harrison

Ste. S200

Seattle

WA

98119-4191

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

None

\_\_\_\_\_

\_\_\_\_\_

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:**

**F00000005137**

\_\_\_\_\_

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:**

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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): 92-0171338

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

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(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

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

(a) The application:

Name: Lance J.M. Steinhart

Title: Regulatory Counsel

Address: 6455 East Johns Crossing

City/State/Zip: Duluth, Georgia 30097

Telephone No.: 770/232-9200 Fax No.: 770/232-9208

Internet E-Mail Address: lsteinhart@telecomcounsel.com

Internet Website Address: \_\_\_\_\_

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

Name: Gray Sigler

Title: VP Business Development

Address: 100 West Harrison; Ste. S200

City/State/Zip: Seattle, WA 98119-4191

Telephone No.: (206) 436-9700 Fax No.: (206) 436-9701

Internet E-Mail Address: gray.sigler@telicor.com

Internet Website Address: www.telicor.com

(c) Complaints/Inquiries from customers:

Name: Kerri Bumgardner

Title: VP Customer Networks Operations

Address: 100 West Harrison; Ste. S200

City/State/Zip: Seattle, WA 98119-4191

Telephone No.: (206) 436-9700 Fax No.: (206) 436-9701

Internet E-Mail Address: kerri.bumgardner@telicor.com

Internet Website Address: www.telicor.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.

Applicant has applications pending throughout the United States.

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

Montana, Washington

- (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:**

<u>Ken Wald</u>	<u>9/16/95</u>
Signature	Date
<u>Dick Smyth</u>	<u>(206) 436-9700</u>
Title	Telephone No.
Address: <u>100 West Harrison; Ste. S200</u>	<u>(206) 436-9701</u>
<u>Seattle, WA 98119-4191</u>	Fax No.

**ATTACHMENTS:**

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



**LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

**FINANCIAL INFORMATION**

## MANAGEMENT INFORMATION

## Company Overview

### Management

#### ***David J. Porte, Chief Executive Officer***

A founder of Tellicor, David Porte has extensive senior executive experience in the convergent telecommunications industry and in the development and operation of technology service companies. Porte currently serves as Vice President & General Manager of Internet Services for GCI, a converged telecommunications company. Porte also serves on the senior management committee responsible for guiding the convergent Long Distance, Local, Cable, Internet, and Network Integration business strategies.

At GCI, Porte is directly responsible for commercial and consumer Internet strategies, unified telecommunications management support, day-to-day business operations and business-line financial performance. Porte has pioneered the launch of broadband Internet technology through the introduction of cable modems and copper-based DSL services.

Porte was the founder and CEO of Astrolabe Systems, a highly successful technology management company acquired by GCI in 1998. Porte was directly responsible for Astrolabe's highly successful rural telecommunications initiatives utilizing an ASP (Application Service Provider) model to deliver distance education via the Internet.

Prior to founding Astrolabe, Porte attended Oxford University, The Queen's College, where he majored in Leadership Theory and Modern History.

#### ***James E. Dunlap, Chief Operating Officer***

A founder of Tellicor, Jim Dunlap is an experienced executive with more than 15 years of experience in the technology sector spanning a wide variety of industries, including telecommunications, electric utility and consumer products. Dunlap currently serves as Director of Critical Accounts for GCI, a converged telecommunications company where he is responsible for providing unified telecommunications management services, revenue retention and margin management strategies.

Prior to joining GCI, Dunlap was a Strategic Business Consultant for Campbell Soup Company where he was responsible for business process reengineering, competitive assessment, geo-demographic market analysis, decision support systems and corporate Internet strategies.

Dunlap was the founder & CEO of Digitech, a highly successful consulting firm specializing in the electric utility and natural gas industries. He was responsible for business formation, capitalization and subsequent sale to Fortune 500 investor. Digitech specialized in distributed architecture solutions to complex issues faced due to deregulation including targeted marketing strategies, unified customer billing, distribution reporting and regulatory compliance.

***John A. Fleming, Chief Information Officer***

John Fleming comes to Telicor with over 15 years of senior technology management experience in the electric utility and retail industries. Fleming currently serves as Director of Information Technology for Connex, a leading energy information services firm. At Connex, Fleming is responsible for the successful development of their converged multi-service/multi-fuel billing platform and their Internet delivery activities.

Prior to joining Connex, Fleming held the position of Director, Application Development for Digitech, a highly successful consulting firm specializing in the electric utility and natural gas industries. Fleming was directly responsible for all application development, system integration and technical consulting activities.

Fleming was Manager, Corporate Planning and Integration for Nordstrom, Inc. At Nordstrom, Fleming managed the organization tasked with development and implementation of information systems as a key component of national expansion strategy.

**Board of Directors**

Directors work with senior management to define the direction and strategic plan for Telicor. The senior management team is then responsible for making day to day operating decisions. Telicor's Board of Directors is currently comprised of two employee officers of Telicor and four outside directors. Telicor is actively seeking qualified outside directors with business and industry expertise to assist our management team in defining the strategic plan for Telicor. Telicor's Board of Directors includes:

**Steven Behm**

Mr. Behm recently served as Cisco's Vice President of Worldwide Strategic Alliances. Upon his retirement from Cisco, Mr. Behm has joined the board of a number of Internet and Telecommunications start-up companies focused on next generation products and services.

**Edward Galligan**

Mr. Galligan holds the position of CFO for the Port of Portland, an innovative public/private enterprise with \$1.2 billion in holdings. Mr. Galligan served as Vice President, Mergers & Acquisitions for Pacific Telecom Inc. and as Chairman/President/CEO of American Networks, a nationwide business-focused telecommunications provider.

**David K. Means**

Mr. Means was an original management employee of Cisco Systems and who oversaw hardware development that contributed significantly to Cisco's meteoric rise as the largest packet-based systems hardware supplier in the world. After leaving Cisco, Mr. Means was a founding partner of a hardware/software development company and served on the Board of Northwest Net, guiding their transition to become a for-profit company and their eventual sale to Verio.

**David J. Porte**

[see resume above]

**James E. Dunlap**

[see resume above]

**Board of Advisors**

Telicor is seeking a number of qualified professionals to serve on its Board of Advisors.

**The Telicor Team**

Supporting the management team is a core of 12 to 16 experienced telecommunications and technology professionals poised to begin operation 30 days from funding.

**Outside Professionals**

Telicor utilizes outside professional advisors to provide support for legal, financial, and management decision processes.

Outside Counsel - Heller, Ehrman, White & McAuliffe

Financial Institution - Silicon Valley Bank

Auditors - KPMG Peat Marwick

Branding/Marketing/  
Advertising Agency - The Leonhardt Group

Public Relations -

KVO Public Relations

## **STATEMENT OF FINANCIAL CAPABILITY**

Telicor Inc. has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Telicor Inc.'s stated financial capability, a copy of its Balance Sheet as of June 30, 2000 and Income Statement from inception (April 7, 2000) to June 30, 2000 is attached to its application. Telicor Inc. intends to fund the provision of service through internally generated cash flow. Telicor Inc. also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.