

ORIGINAL

030666-T1

**\*\* FLORIDA PUBLIC SERVICE COMMISSION \*\***

**DIVISION OF REGULATORY OVERSIGHT**

**CERTIFICATION SECTION**

Application Form for Authority to Provide  
Interexchange Telecommunications Service  
Between Points Within the State of Florida

Instructions

- This form is used as an application for an original certificate and for approval of 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 Page 16).
- 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

Note: **No filing fee is required** for an assignment or transfer of an existing certificate to another company.

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

**Florida Public Service Commission**

**Division of Regulatory Oversight**

**Certification Section**  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850 (850) 413-6480

Check received with filing and forwarded  
to Fiscal for deposit. Fiscal to forward  
deposit information to Records.

Initials of person who forwarded check

03 JUL 22 AM 10:01

DISTRIBUTION CENTER

DOCUMENT NUMBER-DATE

06548 JUL 22 8

FPSC-COMMISSION CLERK

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: In Touch Marketing, Inc.

3. Name under which applicant will do business (fictitious name, etc.): In Touch Marketing, Inc.

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

5621 Park Street North, St. Petersburg, FL 33709

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

5621 Park Street North, St. Petersburg, FL 33709

6. Select type of business your company will be conducting  (check all that apply) :

- Facilities-based carrier** -company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.

- Operator Service Provider** -company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls-
- Reseller** -company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
- Switchless Rebiller** -company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
- Multi-Location Discount Aggregator** -company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers, then offers resold service by enrolling unaffiliated customers.
- Prepaid Debit Card Provider** -any person or entity that purchases 800 access from an underlying carrier or unaffiliated entity for use with prepaid debit card service and/or encodes the cards with personal identification numbers.

7. **Structure of organization;**

- |  |   |
|--|---|
| <input type="checkbox"/> Individual          | <input checked="" type="checkbox"/> Corporation |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership    |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership    |
| <input type="checkbox"/> Other               |   |

8. **If individual**, provide:

**Name:**

**Title:**

**Address:**

**City/State/Zip:**

**Telephone No.:**

**Fax No.:**

**Internet E-Mail Address:**

**Internet Website Address:**

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

(a) The Florida Secretary of State Corporate Registration number: P01000071290

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

(a) The Florida Secretary of State Corporate Registration number:

11. **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:

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

(a) The Florida Secretary of State registration number:

13. **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:**

14. **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:

15. Provide **F.E.I. Number** (if applicable): 59-3235102

16. Provide the following (if applicable):

(a) Will the name of your company appear on the bill for your services?

()Yes (  )No

(b) If not, who will bill for your services?

**Name:**

**Title:**

**Address:**

**City/State/Zip**

**Telephone No.:**

**Fax No.:**

(c) How is this information provided?

On each bill the name, address, telephone number (800) of the Company will appear.

17. Who will receive the bills for your service?

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> Residential Customers | <input checked="" type="checkbox"/> Business Customers    |
| <input type="checkbox"/> PATs providers                   | <input type="checkbox"/> PATs station end-users           |
| <input type="checkbox"/> Hotels & motels                  | <input type="checkbox"/> Hotel & motel guests             |
| <input type="checkbox"/> Universities                     | <input type="checkbox"/> Universities dormitory residents |
| <input type="checkbox"/> Other: <u>(specify)</u> .        |   |

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

(a) The application:

**Name:** Mark Angell

**Title:** Regulatory

**Address:** 1075 Rosewood Drive

**City/State/Zip:** Grapevine, TX 76051

**Telephone No.:** (817) 329-7424

**Fax No.:** (817) 421-4789

**Internet E-Mail Address:** m.angell@attbi.com

**Internet Website Address:** n/a

FORM PSC/CMU 31 (12/96)

Required by Commission Rule Nos. 25.24-470  
25-24.471, and 25-24.473, 25-24.480(2).

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

**Name:** Shannon Le Grand

**Title:** Controller

**Address:** 5621 Park Street North

**City/State/Zip:** St Petersburg, FL 33709

**Telephone No.:** (727) 544-0776

**Fax No.:** (727) 544-1298

**Internet E-Mail Address:** Shannon@suntasia.com

**Internet Website Address:** n/a

(c) Complaints/Inquiries from customer:

**Name:** Shannon Le Grand

**Title:** Controller

**Address:** 5621 Park Street North

**City/State/Zip:** St. Petersburg, FL 33709

**Telephone No.:** (727) 544-0776

**Fax No.:** (727) 544-1298

**Internet E-Mail Address:** Shannon@suntasia.com

**Internet Website Address:** n/a

19. List the states in which the applicant:

(a) has operated as an interexchange telecommunications company.

None

(b) has applications pending to be certificated as an interexchange telecommunications company.

None

(c) is certificated to operate as an interexchange telecommunications company.

None

(d) has been denied authority to operate as an interexchange telecommunications company and the circumstances involved.

None

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

None

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

None



20. 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. If so, please explain.

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

21. The applicant will provide the following interexchange carrier services.  (check all that apply):

a.  **MTS with distance sensitive per minute rates**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

b.  **MTS with route specific rates per minute**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

c.  **MTS with statewide flat rates per minute (i.e. not distance sensitive)**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

d. \_\_\_\_\_ MTS for pay telephone service providers cion

e. \_\_\_\_\_ Block-of-time calling plan (Reach Ont Florida, Ring America, etc.).

f.  .800 service (toll free)

g. \_\_\_\_\_ .W A TS type service (bulk or volume discount)

\_\_\_\_\_ Method of access is via dedicated facilities

\_\_\_\_\_ Method of access is via switched facilities

h. \_\_\_\_\_ Private line services (Channel Services) (For ex. 1.544 robs., DS-3, etc.)

I. \_\_\_\_\_ Travel service

\_\_\_\_\_ Method of access is 950

\_\_\_\_\_ Method of access is 800

j. \_\_\_\_\_ 900 service

k. \_\_\_\_\_ Operator services

\_\_\_\_\_ Available to presubscribed customers

\_\_\_\_\_ Available to non presubscribed customers (for example, to patrons of hotels, students in universities, patients in hospitals).

\_\_\_\_\_ Available to inmates

I. **Services included are:**

- \_\_\_\_\_ Station assistance .
- \_\_\_\_\_ Person-to-person assistance
- \_\_\_\_\_ Directory assistance
- \_\_\_\_\_ Operator verify and interrupt
- \_\_\_\_\_ Conference calling

22. Submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485 (example enclosed).

See Attached

23. Submit the following:

- A. **Managerial capability;** give resumes of employees/ officers of the company that would indicate sufficient managerial experiences of each.
- B. **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.
- C. **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:

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

**THIS PAGE MUST BE COMPLETED AND SIGNED APPLICANT ACKNOWLEDGMENT STATEMENT**

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 its 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 a 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:

**Print Name** Leonard Solie

**Signature**



**Title** President

**Date** 06-11-2003

**Telephone No.** 727-544-0776

**Fax No. Address:** 727-544-1298

**Address:** 5621 Park Street North, St. Petersburg, FL 33709

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**

A statement of how the Commission can be assured of the security of the customer's deposits and advance payments may be provided in one of the following ways (applicant, please  check one):

- () The applicant will not collect deposits nor will it collect payments for service more than one month in advance.
  
- () The applicant intends to collect deposits and/or advance payments for more than one month's service and will file and maintain a surety bond with the Commission in an amount equal to the current balance of deposits and advance payments in excess of one month.  
(The bond must accompany the application.)

**UTILITY OFFICIAL:**

**Print Name** Leonard Solie

**Signature**



**Title** President

**Date** 6-11-2003

**Telephone No.** 727-544-0776

**Fax No.** 727-544-1298

**Address:** 5621 Park Street North, St. Petersburg, FL 33709

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**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 interexchange telecommunications 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."1

**UTILITY OFFICIAL:**

**Print Name** Leonard Solie

**Signature**



**Title** President

**Date** 6-11-2003

**Telephone No.** 727-554-0776

**Fax No.** 727-544-1298

**Address:** 5621 Park Street North, St. Petersburg, FL 33709

**CURRENT FLORIDA INTRASTATE SERVICES**

Applicant **has** (✓) or **has not** ( ) previously provided intrastate telecommunications in Florida.

If the answer is has fully describe the following:

a) What services have been provided and when did these services begin? Residential 1+ and 800 services.

b) If the services are not currently offered, when were they discontinued?

UTILITY OFFICIAL:

**Print Name** Leonard Solie

**Signature**



**Title** President

**Date** 6-11-2003

**Telephone No.** 727-544-0776

**Fax No.** 727-544-1298

**Address:** 5621 Park Street North, St. Petersburg, FL 33709



**Managerial Capability**

**Of**

**In Touch Marketing, Inc.**

**Mr. Leonard Solie, President – Mr. Solie has fifteen years experience in the telecommunications industry in the areas of marketing, network design, customer service operations and design.**

**Ms. Shannon Le Grand, Controller – Ms. Le Grand has three years experience in accounting functions for telecommunications firms as well as the compliance issues for telecommunications.**

Technical Capability  
Of  
In Touch Marketing, Inc.

The network that In Touch Marketing, Inc will utilize will be managed and maintained by its underlying carrier(s). In Touch is a switchless reseller/rebiller. The only technical part of the operation that In Touch will handle is the billing system. In Touch's billing system is integrated into its customer service operation to insure accurate information when interfacing with the customer regarding billing issues. This system is managed by Mr. Solie who has fifteen years experience in billing and customer service functions.

**Financial Statements**  
**Of**  
**In Touch Marketing, Inc.**

**The attached financial statements are unaudited.**

**In Touch Marketing, Inc.**  
**Balance Sheet**  
**As of December 31, 2002**

	<u>Dec 31, 02</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Bank of America	-39,859.40
Bank of America - Cash Reserve	69,662.25
In Touch Bankruptcy	163,099.67
Suntasia Eagle Park	1,545.12
Suntasia Escrow Account	-4,980.78
<b>Total Checking/Savings</b>	<u>189,466.86</u>
<b>Total Current Assets</b>	189,466.86
<b>Fixed Assets</b>	
Equipment	293,594.65
Leasehold Improvements	23,186.90
Office Furniture	61,102.53
<b>Total Fixed Assets</b>	<u>377,884.08</u>
<b>Other Assets</b>	
Interco- Suntasia	87,804.80
Intercompany - Conus Holdings	15,148.69
Secutiry Deposit	7,495.91
<b>Total Other Assets</b>	<u>110,449.40</u>
<b>TOTAL ASSETS</b>	<u><u>677,800.34</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	350,007.59
<b>Total Accounts Payable</b>	<u>350,007.59</u>
<b>Other Current Liabilities</b>	
A/P - Suntasia Customer Service	-12,636.30
N/P- Tony Amico	-58,000.00
N/P-Rick Perez	3,500.00
N/P - Leonard Solie	60,000.00
N/P - Triple P	24,890.00
N/P - Vogel	185,038.26
<b>Total Other Current Liabilities</b>	<u>202,791.96</u>
<b>Total Current Liabilities</b>	<u>552,799.55</u>
<b>Total Liabilities</b>	552,799.55
<b>Equity</b>	
Opening Bal Equity	4,000.00
Retained Earnings	-62,280.72
Net Income	<u>183,281.51</u>

**In Touch Marketing, Inc.**  
**Balance Sheet**  
As of December 31, 2002

	<u>Dec 31, 02</u>
Total Equity	<u>125,000.79</u>
TOTAL LIABILITIES & EQUITY	<u><u>677,800.34</u></u>