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ORIGINAL

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Global Dialtone, Inc.  
P.O. Box 7912  
Port St. Lucie, FL 34985-7912  
(888) 888-9399

2006 JAN 27 AM 10:48

DEPARTMENT OF  
COMPETITIVE SERVICES

RECEIVED-FPSC  
06 JAN 27 PM 4:06  
COMMISSION  
CLERK

1/9/06

Florida Public Service Commission,  
Division of Regulatory Oversight  
Telecom Certification Division  
2540 Shumard Oak Blvd.,  
Tallahassee, FL 32399-0850.

Re: Cancelled Certificate for Global Dialtone, Inc. d/b/a Atlantic Phone (CLEC Certificate No. 7866)

Dear Sir/Madam,

We sincerely regret the fact that the Regulatory Assessment Fees for 2004 was not paid on time. The late payment was due partly to (1) the need to upgrade the software used to extract the data for RAF computation and (2) our company was involved in an internal reorganization caused by changes in the telecommunications environment arising from FCC orders. We have upgraded our software and completed our reorganization. The payments for 2005, 2004, and late payment charges have been made.

Global Dialtone, Inc. promises that the RAF payments will be made on time in the future. We intend to pay the \$500 penalty immediately upon recertification.

Sincerely,

Victor Graham  
Global Dialtone, Inc.

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DOCUMENT NUMBER-DATE  
00847 JAN 27 06

FPSC-COMMISSION CLERK

# ORIGINAL

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 rather than apply for a new certificate.

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

2. Name of company: Global Dialtone, Inc

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

Atlantic Phone

4. Official mailing address:

Street/Post Office Box: P.O. Box 7912  
City: Port St. Lucie  
State: Florida  
Zip: 34985-7912

5. Florida address:

Street/Post Office Box: P.O. Box 7912  
City: Port St. Lucie  
State: Florida  
Zip: 34985-7912

6. Structure of organization:

Individual  
 Foreign Corporation  
 General Partnership  
 Other,

Corporation  
 Foreign Partnership  
 Limited Partnership

7. **If individual**, provide:

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

8. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: P00000100582

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:

10. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is:

11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:

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

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

14. Provide **F.E.I. Number**(if applicable): 65-1050577

15. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Victor Graham  
Title: President  
Street name & number: 533 SE Nome Drive  
Post office box:  
City: Port St. Lucie  
State: FL  
Zip: 34984  
Telephone No.: 772-344-5841  
Fax No.: 772-785-8230  
E-Mail Address: v.graham@globaldialtone.com  
Website Address: <http://www.globaldialtone.com>

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

Name: Victor Graham  
Title: President  
Street name & number: 533 SE Nome Drive  
Post office box:  
City: Port St. Lucie  
State: Florida  
Zip: 34984  
Telephone No.: 772-344-5841  
Fax No.: 772-785-8230  
E-Mail Address: v.graham@globaldialtone.com  
Website Address: <http://www.globaldialtone.com>

(c) Complaints/Inquiries from customers:

Name: Victor Graham  
Title: President  
Street/Post Office Box: P.O. Box 7912  
City: Port St. Lucie  
State: Florida  
Zip: 34985-7912  
Telephone No.: 772-344-5841  
Fax No.: 772-785-8230  
E-Mail Address: v.graham@globaldialtone.com  
Website Address: <http://www.globaldialtone.com>

16. List the states in which the applicant:

(a) has operated as a Competitive Local Exchange Telecommunications Company.

Florida

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

N/A

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

N/A

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.

Florida. Certificate Cancelled due to failure to pay 2004 Regulatory Assessment Fees in a timely manner. The 2004 and 2005 RAF fees have been paid. The late payment was due to extraordinary business adjustments arising from the FCC TRO orders and a personal tragedy.

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

Florida. \$500 penalty imposed for late payment of 2004 regulatory assessment fee..

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

N/A

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

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

No.

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

Yes. Global Dialtone, Inc. d/b/a Atlantic Phone CLEC Certificate No. 7866 cancelled due to failure to pay 2004 Regulatory Assessment Fees in a timely manner.

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

No.

18. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

(b) Technical capability: 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: applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. 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.

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.


**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** 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 competitive local exchange telecommunications 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.**"

Company Owner or Officer

Print Name: Victor Graham  
Title: President  
Telephone No.: 772-344-5841  
E-Mail Address: v.graham@globaldialtone.com

Signature:  \_\_\_\_\_

Date: 1/26/2006



FLORIDA DEPARTMENT OF STATE  
Glenda E. Hood  
Secretary of State

March 10, 2003

ATLANTIC PHONE  
P.O. BOX 7912  
PORT SAINT LUCIE, FL 34985

Subject: **ATLANTIC PHONE**

REGISTRATION NUMBER: **G03069900324**

This will acknowledge the filing of the above fictitious name registration which was registered on March 10, 2003. This registration gives no rights to ownership of the name.

Each fictitious name registration must be renewed every five years between January 1 and December 31 of the expiration year to maintain registration. Three months prior to the expiration date a statement of renewal will be mailed.

**IT IS THE RESPONSIBILITY OF THE BUSINESS TO NOTIFY THIS OFFICE IN WRITING IF THEIR MAILING ADDRESS CHANGES.** Whenever corresponding please provide assigned Registration Number.

Should you have any questions regarding this matter you may contact our office at (850) 488-9000

Fictitious Name Section  
Division of Corporations

Letter No. 103A00015125



**VICTOR A. GRAHAM, Ph.D.**  
533 SE Nome Drive, Port St. Lucie, FL 34984  
Phone: (772) 344-5841  
E-mail: v.graham@globaldialtone.com

## Experience

**President** (10/2000 –Present)                      Global Dialtone, Inc.                      West Palm Beach, FL.  
Responsibilities include:

- Provide overall administrative guidance and leadership in the areas of company finance, marketing, and human resource management
- Coordinate activities of sales agents
- Maintain customer service program
- Supervise compliance of all state and federal regulatory requirements
- Maintain operation/maintenance of telecommunication equipment

Global Dialtone, Inc. specializes in Long-Distance Telecommunications Resale, Internet Call-Center Solutions, and Internet/PSTN Telephone Calling Card Resale Service.

**President/Technical Officer** (1996-2000) Sage Research & Technologies Palm City, FL  
Sage Research develops IP telephony switching systems, Calling Card Switching systems, Internet Call Centers and e-business customer service solutions. Responsibilities include:

- Provide overall administrative guidance and leadership in the areas of finance, marketing, and human resource management
- Develop and test telecommunications switching equipment, including DMX3000 PSTN Call Switching System, Hybrid Telecom Switches/Gateway system with transparent TCP/IP extensions, Telephone Calling Card Switches, Telephone Callback and Web-Triggered Callback Systems, and Internet Call Center Systems.
- Development of e-Business Customer Communication Products and Services, specifically *Person-to-Person Chat* and *Artificial Intelligence e-mail auto-responders*. Manage Lease Program for Telephone Debit Card switching system
- Develop and supervise program for lease of Sage's Debit Card switching systems
- Develop and supervise program for license of Sage's Internet Call Center Switching systems
- Technical maintenance of leased Debit Card/Web-triggered Call Center Switching system
- Setup Telephone Calling Card/Debit Card Switching system
- Implement real-time customer billing system
- Interface PSTN/IP switching systems to dedicated and switched telephone networks

Programming/Technical Skills: C/C++, COM, Visual Basic, ISAPI, Java, JavaScript, ASP, HTML/DHTML, ODBC database programming, Database design, Internet Multimedia development, Windows NT and IIS Web Server administration.

**Telecommunications Consultant** (1998-1999)                      TreasureCom, Inc                      West Palm Beach

- Setup Telephone Call Switching system
- Implement real-time customer billing system
- Interface Call switching system to AT&T digital network
- Perform technical maintenance of Switching system
- Trouble shoot voice and data network
- Develop software for Internet/Telecommunications interface

**Adjunct Professor** Indian River Community College

9/2000 –9/2003

Teach courses in Physics and Earth Science and perform the duties of an adjunct professor in the Physics department, including student advisement.

**Professor of Engineering** School of Engineering, Walla Walla College 1991-1996

Teach numerous courses in engineering, direct undergraduate research and perform student advisement.

**Contract Research Scientist** NASA/Stanford University 1996/1997

Conduct scientific investigation in the fabrication and quality control of a sapphire window system for an advanced telescope system for the NASA/Stanford University Gravity Probe-B project. Provide technical oversight to NASA/Stanford researchers.

**Visiting Research Scientist** W.W. Hansen Exp. Physics Lab., Stanford University.

(7/1992-9/1992, 7/1993-9/1993, 7/1994-9/1994.) Ultra-precision fabrication, quality control and metrology of gyroscopic rotors for the NASA/Stanford University Gravity Probe-B relativity Space experiment.

## Research

- Internet Telecommunications Switching Systems
- Internet Multimedia Applications Development
- Design and implementation of Object-oriented,
- Internet-based, software applications
- Artificial Intelligence and Engineering Information Systems

## University Education

Ph.D., 1985 University of Waterloo, Faculty of Engineering, Ontario, Canada.

M.Sc., 1982, University of Guelph (Department of Engineering), Ontario, Canada.

B.Sc., 1976 University of the West Indies. Department of Mechanical Engineering.

Professional Development:

Artificial Intelligence, Stanford University, Summer 1992.

Intelligent Manufacturing Systems, MIT, July 1989.

## Personal Information

Citizenship: USA

Marital Status: Married, 4 Children

# ALVIN W. GRAHAM

1773 Clydesdale Drive  
Loxahatchee, FL 33470  
(888) 888-9399 (W)

## Experience

10/2000 – Present                                  Global Dialtone, Inc.                          West Palm Beach, FL

### **Vice-President/Sales and Marketing**

- Develop marketing plan for telephone long-distance resale
- Perform competitive analysis, including study of demographics of target market
- Establishment of marketing budgets and projected cash flow
- Implement and supervise customer service program
- Perform technical maintenance of computer LAN and telephone equipment
- Maintain Internet Web Server and Website

1997 – 2000    Internet Communications & Commerce                          Palm City, FL

### **Technical Sales and Marketing Manager**

- Develop marketing program for distribution of Worldwide Internet-to-Phone service
- Perform technical Setup and sales program for Internet-To-Fax system
- Coordinate the development of marketing plan, budgets and forecasts
- Establish precise sales, profit goals and timetable.
- Develop and implement an Internet online marketing campaign
- Supervise the design & programming of database-driven, e-Commerce web sites, including cybercash integration, configuration and management of the secure Hosting infrastructure
- Technical/Programming Requirements: Maintain Windows NT LAN and Microsoft Internet Information Server, Internet Application development using Active Server Pages (ASP), JavaScript, VBScript, Database systems, Windows NT OS and Internet Server Systems.

1998 – 1999    Beacon Telecom, Inc                          Palm City, FL

### **Marketing Manager**

- Manage sales program for distribution of telephone Callback service
- Develop marketing plan, including competitive analysis and unique selling proposition
- Establish sales goals and forecasts
- Implement an Internet marketing program
- Participate in development of budgets and cash flow
- Maintain Internet Web Server
- Evaluate telephone Calling Card/Callback Switching equipment
- Perform technical maintenance of Telephone Calling Card/Callback Switching system

1991 – 1996    Eastman Kodak Company                          Rochester, NY

### **Management Services Consultant**

- Worldwide program planning, organization & rollout with various managers
- Recommended merge of business units to reduce costs and improve efficiency.
- Developed business plans, conducted strategy development processes across businesses
- Planned project that resulted in the reformulation of the scope of activities and key resources being reallocated to critical bottlenecks.
- Designed the Performance Expectation Process & assisted in its implementation at the senior management and operational levels
- Lead numerous problem solving group sessions across business lines
- Business Research Analyst - World-wide Market Size & Share

- Analysed the Office Imaging market by size & share in various geographic locations
- Liaised with primary market research suppliers to procure data that supports the Strategic Planning Function
- Research and provided data and analyses for business case support
- Conducted Conducted workshops across business units to facilitate the planning and implementation of goals.

1988 – 1990                      Julius Edwards & Company                      Kingston, Ja.

**Management Consultant**

- Redesigned the workflow system of the Local Registered Stock Unit of the Bank of Jamaica
- Developed and documented procedures that facilitated the computerization of the unit
- Designed an organizational structure that would facilitate the mission and vision of the unit
- Designed the Performance Expectation for critical functions that link the unit with the larger organizational structure and mission

1985 – 1986                      Goodyear Ltd.                      St. Thomas, Ja.

**Staff Industrial Engineer**

- Initiated and implemented various cost reduction program, such as the plant-wide implementation of Statistical Process Control
- Implement programs to reduce waste levels from 17% to 6.5%
- Participated in the implementation of the "right sizing" of the plant by conducting a Capacity vs. Requirements Study
- Assisted the Industrial Relations Manager in the preparation of employee grievance responses and negotiation of union contracts

**Education**

1986 – 1988                      Northeastern University                      Boston, MA  
 MS, Industrial Engineering (Conc. Operations Research)

1992 – 1996                      Rochester Institute of Technology                      Rochester, NY  
 MS, Applied Mathematics & Statistics (GPA 3.8/4.0)  
 Center For Quality & Applied Statistics

1997 & 1998 (Summers)      Harvard University                      Cambridge, MA  
 Applied Economics Program / Econometric Modeling

1979 – 1983                      The University of the West Indies                      Trinidad, WI  
 BS Industrial Engineering (Honors)

**Areas of Expertise / Management**

- Financial Management I & II / Accounting for Managers (R.I.T MBA Core Course)
- Strategic Framework/Strategy Development & Implementation / Strategic Benchmarking
- Process consulting / Project Leadership / Team building / Change Management
- Decision & Risk Analysis
- Designing & Conducting Workshops / Quality Leadership Process

**Organizational Affiliations**

- Board member - National Council on Alcoholism & Drug Dependence (NCADD)
- Vice-Chairman - Resource Development & Planning Sub-Committee (NCADD-RA)
- United Way Volunteer - Fundraising
- Volunteer - The B.E.S.T. Program (Kodak Sponsored Education Centered Program)
- NSBE member - National Society Of Black Engineers

**Global Dialtone, Inc.**  
**Balance Sheet, January 2006**

|  |                |
|--|----------------|
| <b>ASSETS</b>                                      |                |
| <b>Current Assets</b>                              |                |
| Cash   | 18,500         |
| Marketable securities                              | 0              |
| Accounts receivable, net                           | 6,300          |
| Inventory  | 0              |
| Prepaid expenses                                   | 3,500          |
| Other  | 0              |
| <b>Total Current Assets</b>                        | <b>28,300</b>  |
| <b>Long-Term Assets</b>                            |                |
| Computers, LAN, Web Servers, and Telecom equipment | 72,000         |
| Less accumulated depreciation                      | (16,000)       |
| Net Equipment                                      | 56,000         |
| Organizational Expenses                            | 15,000         |
| Database, Billing Software, and Web Site           | 18,000         |
| <b>Total Long-Term Assets</b>                      | <b>89,000</b>  |
| <b>Total Assets</b>                                | <b>117,300</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>        |                |
| <b>Current Liabilities</b>                         |                |
| Short-term debt                                    | 1,800          |
| Current maturities of long-term debt               | 0              |
| Accounts payable                                   | 4,300          |
| Income taxes payable                               | 0              |
| Accrued liabilities                                | 0              |
| Other  | 0              |
| <b>Total Current Liabilities</b>                   | <b>6,100</b>   |
| <b>Long-Term Liabilities</b>                       |                |
| Long-term debt less current maturities             | 5,800          |
| Deferred income taxes                              | 0              |
| Other long-term liabilities                        | 0              |
| <b>Total Long-Term Liabilities</b>                 | <b>5,800</b>   |
| <b>Shareholders' Equity</b>                        |                |
| Common stock                                       | 105,400        |
| Additional paid-in capital                         | 0              |
| Retained earnings                                  | 0              |
| Other  | 0              |
| <b>Total Shareholders' Equity</b>                  | <b>105,400</b> |
| <b>Total Liabilities and Shareholders' Equity</b>  | <b>117,300</b> |

  
V. A. Graham, President

**Global Dialtone, Inc**  
**Income Statement - 2004, 2005, 2006**

|  | 2004           | 2005           | 2006 (Est.)    |
|--|----------------|----------------|----------------|
| <b>Sales</b>                               |                |                |                |
| Sales                                      | 89,253         | 62,730         | 185,000        |
| <b>Total Sales</b>                         | <b>89,253</b>  | <b>62,730</b>  | <b>185,000</b> |
| <b>Less Cost of Goods Sold</b>             |                |                |                |
| Telecom Cost                               | 57,198         | 37,240         | 89,500         |
| Sales Commission                           | 2,300          | 1,800          | 7,800          |
| Other                                      |                |                |                |
| <b>Total Cost of Goods Sold</b>            | <b>59,498</b>  | <b>39,040</b>  | <b>97,300</b>  |
| <b>Gross Profit</b>                        | <b>29,755</b>  | <b>23,690</b>  | <b>87,700</b>  |
| <b>Operating Expenses</b>                  |                |                |                |
| <b>Total Operating Expenses</b>            | <b>31,000</b>  | <b>25,660</b>  | <b>67,940</b>  |
| <b>Operating Income</b>                    | <b>(1,245)</b> | <b>(1,970)</b> | <b>19,760</b>  |
| Other income (expense)                     | 0              | 0              | 0              |
| <b>Total Nonoperating Income (Expense)</b> | <b>0</b>       | <b>0</b>       | <b>0</b>       |
| <b>Income (Loss) Before Taxes</b>          | <b>(1,245)</b> | <b>(1,970)</b> | <b>19,760</b>  |
| <b>Income Taxes</b>                        | <b>0</b>       | <b>0</b>       | <b>2,964</b>   |
| <b>Net Income (Loss)</b>                   | <b>(1,245)</b> | <b>(1,970)</b> | <b>16,796</b>  |
| <b>Cumulative Net Income (Loss)</b>        | <b>(1,245)</b> | <b>(1,970)</b> | <b>16,796</b>  |

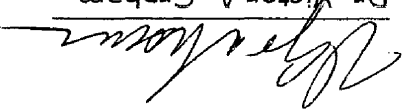


Florida Public Service Commission  
Division of Regulatory Oversight  
Telecom Certification Section  
Tallahassee, FL 32399

Re: Application for Certificate to Operate as a Competitive Local Exchange  
Telecommunications Company

This is to certify that the enclosed balance sheet for Global Dialtone, Inc is true  
and accurate to the best of my knowledge.

Sincerely,

  
Dr. Victor A. Graham  
President

1/26/2006

INTERNET & TELECOMMUNICATION SERVICES

**Global Dialtone, Inc**

Global Dialtone, Inc.  
P.O. Box 7912  
Port St. Lucie  
FL 34985-7912