

Lance J.M. Steinhart, P.C.
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Alpharetta, Georgia 30005

RECEIVED-FPSC

08 JUL 28 PM 4:02

COMMISSION
CLERK

Also Admitted in New York
and Maryland

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Facsimile: (770) 232-9208

Email: lsteinhart@telecomcounsel.com

July 24, 2008

VIA OVERNIGHT DELIVERY

080516-TX

Florida Public Service Commission
Ann Cole, Commission Clerk
2540 Shumard Oak Blvd.
Gunter Bldg.
Tallahassee, Florida 32399-0850
(850) 413-6770

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

Initials of person who forwarded check

Re: Great America Networks, Inc.

To Whom It May Concern:

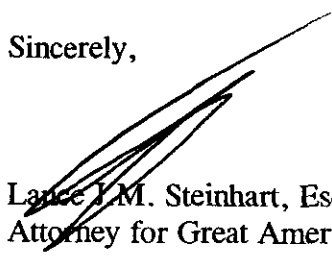
Enclosed please find one original and six (6) copies of Great America Networks, Inc.'s (Great America) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$400.00 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 Great America Networks, Inc.

- COM
- ECR
- GCL 2
- OPC
- RCP 3
- SSC
- SGA
- ADM Enclosures
- CLK cc Eric W. Brackett

DOCUMENT NUMBER-DATE
06537 JUL 28 08

08 JUL 28 PM 2:48

REGISTRATION CENTER

FPSC-COMMISSION CLERK

FLORIDA PUBLIC SERVICE COMMISSION
DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT
APPLICATION FORM
for
AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE
TELECOMMUNICATIONS COMPANY SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

Florida Public Service Commission
Division of the Commission Clerk and Administrative Services
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).

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

Florida Public Service Commission
Division of Competitive Markets and Enforcement
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600

DOCUMENT NUMBER - DATE

06537 JUL 28 08

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 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: Great America Networks, Inc.

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

4. Official mailing address:

Street/Post Office Box: 10350 Heritage Park Drive, Suite 101
City: Santa Fe Springs
State: California
Zip: 90670

5. Florida address:

Street/Post Office Box:
City:
State:
Zip:

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:

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F08000003239

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): 01-0580319

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

(a) The application:

Name: Lance J.M. Steinhart
Title: Regulatory Counsel
Street name & number: 1720 Windward Concourse, Suite 115
Post office box:
City: Alpharetta
State: Georgia
Zip: 30005
Telephone No.: 770-232-9200
Fax No.: 770-232-9208
E-Mail Address: lsteinhart@telecomcounsel.com
Website Address:

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

Name: Eric W. Brackett
Title: President
Street name & number: 10350 Heritage Park Drive, Suite 101
Post office box:
City: Santa Fe Springs
State: California
Zip: 90670
Telephone No.: (213) 891-1160
Fax No.: (213) 891-1273
E-Mail Address: service@goodlongdistance.com
Website Address: www.goodlongdistance.com

(c) Complaints/Inquiries from customers:

Name: Mikel Carver
Title: LA Sales and Customer Service Manager
Street/Post Office Box: 10350 Heritage Park Drive, Suite 101
City: Santa Fe Springs
State: California
Zip: 90670
Telephone No.: (800) 506-2631
Fax No.: (213) 891-1273
E-Mail Address: mcarver@goodlongdistance.com
Website Address: www.goodlongdistance.com

16. List the states in which the applicant:

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

California, Colorado, Illinois, Minnesota, New Hampshire, Nevada, New York, Texas and Washington

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

Indiana.

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

California, Colorado, Illinois, Minnesota, New Hampshire, Nevada, New York, Texas and Washington

(d) has been denied authority to operate as a Competitive Local Exchange 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

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.

None

(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.

None

(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.

None

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.

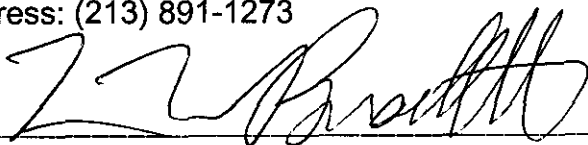
RECEIPT AND UNDERSTANDING OF RULES: I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

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: Eric W. Brackett
Title: President
Telephone No.: (213) 891-1160
E-Mail Address: (213) 891-1273

Signature:  _____

Date: 6/6/05

LIST OF ATTACHMENTS

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

STATEMENT OF FINANCIAL CAPABILITY

FINANCIAL INFORMATION

Great America Networks, Inc.
Profit & Loss
January through December 2007

	<u>Jan - Dec 07</u>
Ordinary Income/Expense	
Income	
45020 · 8XX Inbound Income	418,185.03
45025 · Long Distance Income	
45026 · LD Dedicated Usage	1,000.00
45029 · LD PICC Income	56,277.20
45025 · Long Distance Income - Other	<u>518,364.08</u>
Total 45025 · Long Distance Income	575,641.28
45030 · Internet Services	55,728.00
45035 · Conference Services	0.00
45040 · Local Usage Income	213,231.18
45041 · Lines & Circuits	1,296,432.48
45045 · Installation Income	5,258.00
45050 · Travel Card Income	812.81
45060 · Late Fee Income	14,033.77
45070 · Miscellaneous Income	74.64
45080 · Termination Charge Income	14,913.29
45800 · Returns & Allowances	<u>-1,081.16</u>
Total Income	2,593,229.32
Cost of Goods Sold	
50000 · Cost of Goods Sold	16.46
50020 · Dedicated Services	1,122,324.71
50021 · Internet Circuits	55,148.95
50022 · Travel Card Services	437.96
50023 · Equipment Costs	5,906.25
50025 · Switched Services	185,329.82
50026 · Lines & Circuits'	72,828.57
50028 · LD Usage	126,517.88
50029 · Other Costs	11,203.16
50031 · Toll Free Feature Charges	31,749.48
50039 · Local Usage'	113,060.51
50041 · Billing Disputes	50.00
50042 · Bundled Services	710.92
50212 · Sales Commissions	31,022.74
50213 · Technician Salaries	84,084.00
50235 · Referral Commissions	<u>4,323.54</u>
Total COGS	<u>1,844,714.95</u>
Gross Profit	748,514.37
Expense	
70100 · Advertising	10,407.00
70110 · Marketing & Promotion	3,180.00
70130 · Commissions Expense	19,375.65
70200 · Automobile Expense	0.00
70550 · Bank Service Charges	2,250.70
70551 · Paypal Fees	45.27
70770 · Contributions	2,848.00
70790 · Dues and Subscriptions	912.00

Great America Networks, Inc.
Profit & Loss
January through December 2007

	<u>Jan - Dec 07</u>
71000 · Insurance Expense	973.02
71010 · Agent Services	7,066.72
71060 · Depreciation Expense	1,403.00
71070 · Excise Taxes	926.35
71080 · Licenses and Permits	1,062.61
71090 · Filing Fees	349.00
71095 · Late Fees	2,365.74
71100 · Regulatory Compliance	8,187.92
71105 · Payroll Costs	329.70
71110 · Administrative Salaries	
71115 · Wage Levies - Admin	7,516.17
71110 · Administrative Salaries - Other	196,380.67
Total 71110 · Administrative Salaries	<u>203,896.84</u>
71120 · Sales Salaries	
71125 · Wage Levies - Sales	1,508.10
71120 · Sales Salaries - Other	78,907.59
Total 71120 · Sales Salaries	<u>80,415.69</u>
71130 · Employee Reimbursements	98,265.60
71230 · Office Supplies	1,548.00
71235 · Billing Services	58,100.72
71240 · Office Expenses	392.33
71250 · Outside Services	5,733.40
71270 · Consulting Fees	18,225.00
71280 · Stationery & Printing	848.00
71300 · Accounting	18,250.00
71310 · Shipping	192.00
71320 · State Franchise Tax	1,734.14
71325 · Federal Income Tax	0.00
71750 · Travel	0.00
71770 · Education & Seminar	562.50
71850 · Telephone	2,400.42
71860 · Long Distance Expense	2,122.78
71900 · Miscellaneous	0.00
75010 · Rent	69,000.00
79710 · Bad Debt Expense	23,231.81
Total Expense	<u>646,601.91</u>
Net Ordinary Income	101,912.46
Other Income/Expense	
Other Income	
45090 · Ordinary Partnership Income	-112,126.53
45200 · Interest Income	13.63
45210 · Miscellaneous Income	0.00
Total Other Income	<u>-112,112.90</u>
Net Other Income	<u>-112,112.90</u>

Great America Networks, Inc.
Profit & Loss
January through December 2007

Jan - Dec 07

Net Income

-10,200.44

Great America Networks, Inc.
Balance Sheet
As of December 31, 2007

	<u>Dec 31, 07</u>
ASSETS	
Current Assets	
Checking/Savings	
10033 · South Central Bank Operating	9,354.35
10035 · Paypal Account	1,484.71
10036 · Joliet Bank Operating Account	857.34
10037 · Joliet Bank Reserve Account	<u>2,513.63</u>
Total Checking/Savings	14,210.03
Accounts Receivable	
11110 · Accounts Receivable	76,835.71
11111 · Allowance For Doubtful Accounts	<u>-2,423.91</u>
Total Accounts Receivable	74,411.80
Other Current Assets	
11114 · Security Deposits	42,800.00
11120 · Commissions Receivable	606,888.13
11130 · Bounced Checks	430.40
11140 · Loans Receivable - Sacramento	88,258.60
11300 · Loan Receivable - RP	59.90
11410 · Advances	59,000.00
11440 · Loans to GAN Conferencing	<u>80,001.75</u>
Total Other Current Assets	<u>877,438.78</u>
Total Current Assets	966,060.61
Fixed Assets	
11200 · DS3 Multiplexors	11,230.19
11205 · Accum. Depr. DS3 Multiplexors	<u>-7,722.00</u>
Total Fixed Assets	3,508.19
Other Assets	
11420 · Loans To Shareholder	152,442.05
17120 · Prepaid Taxes	<u>800.00</u>
Total Other Assets	<u>153,242.05</u>
TOTAL ASSETS	<u><u>1,122,810.85</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20010 · *Accounts Payable	<u>296,505.38</u>
Total Accounts Payable	296,505.38
Other Current Liabilities	
20410 · GALC Lease Payment Payable	4,013.92
20850 · Income Tax Payable	800.00
21000 · Taxes & Surcharges Payable	45,319.09
23000 · Unearned Revenue	1,160.00

Great America Networks, Inc.
Balance Sheet
As of December 31, 2007

	<u>Dec 31, 07</u>
26000 · Advances - B. Brackett / UIRC	50,000.00
Total Other Current Liabilities	<u>101,293.01</u>
Total Current Liabilities	397,798.39
Long Term Liabilities	
28000 · Loan payable - Joliet	400,000.00
Total Long Term Liabilities	<u>400,000.00</u>
Total Liabilities	797,798.39
Equity	
30030 · Capital Stock	1,000.00
30040 · Additional Paid-In-Capital	109,000.00
35100 · Retained Earnings	225,212.90
Net Income	-10,200.44
Total Equity	<u>325,012.46</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,122,810.85</u></u>

MANAGEMENT INFORMATION

Great America Networks, Inc. Executive Biographies and Descriptions

Eric Brackett, CEO

JD IIT Chicago Kent College of Law

BA Northwestern University College of Arts and Sciences

Telecommunications Experience – Eric Brackett has been the CEO of BTI Communications Group since inception in 1992. Prior to that, Eric was the principal in Brackett Telecommunications, Inc., which he started in 1985. In his career, he has been a five time winner of the SBC/Ameritech Partners in Excellence award as principal of BTI Communications Group, Ltd. This award is for operating and customer service excellence while also hitting sales targets. He has lead and continues to lead BTI Communications Group, Ltd. And Great America Networks' expansion and quality divisions.

Roger Simon, General Manager

B.B.A. Finance (minor in Accounting) (1980) Loyola University Chicago

Telecommunications Experience

Avenew, Inc./Lightfirst, Inc. (2001-2002) General Manager of Vendor Products for regional Internet provider. Responsible for creating all products, services and pricing for this company's reorganization. Products included credit card services, home mortgages, and discounted utility plans and were offered online to a test customer base. Vendors included banks, mortgage lenders, energy utilities, and various telecommunications carriers, including RBOCs, CLECs and wireless carriers. Negotiated the terms and structure of the transactions with all vendors. Personnel within the technical and sales departments also reported directly or indirectly to me.

Quartet Service USA Corp. (2000-2001) U.S. Regional Sales Director

Implemented the startup of the Midwest region for this BLEC and technology company. Helped develop and implement an in-building service strategy (voice/data/desktop/integration services) for commercial multi-tenant buildings. Hired and directly supervised the regional sales staff. Developed pricing, compensation plans and forecast models for the region. Customer base included small to medium sized businesses and Fortune 1000 companies.

Connect America, Inc. (1998-1999) VP Sales (Contract Position)

(Acquired Midwest customer base of Preferred Networks.)

Reorganized existing core businesses. Developed and implemented new business plans to distribute long distance, data, Internet, and wireless products to retail distributors, agents, and corporate and consumer end users. Hired new inside/outside sales account managers, telesales staff and technical staff. Negotiated agreements with carriers and vendors. Developed new products, services and pricing. Implemented and managed budgets.

Preferred Networks, Inc. (1996-1997) GM (96); Reg. Director-Wholesale Wireless Bandwidth (97)

Oversaw the Midwest startup of a multi-state region, while this wireless carrier was completing its national build-out and IPO. Developed and implemented the sales/marketing budget and staffing plans. Directed the region's employees (general managers, engineers, managers, sales staff) to reach all targeted goals and objectives. Customer base was regional and national carriers and Fortune 1000 companies.

Communicate Direct, Inc. (1994-1996) COO (94); GM (95-96)

(Three-year plan was executed, and the company was sold to a public company, SoftNet Systems, Inc.)

Organized the management team, directed operations, and oversaw sales. Services included telecommunications wireline service through SBC, PBX systems, cellular/paging, data, software and networking applications. Managed all external relationships, including those with banks, accounting firms and law firms. Customer base included Fortune 1000 and medium sized businesses. Won SBC/Ameritech Partners in Excellence

Becker Beeper, Inc. (1991-1994) VP Sales and Finance
(Company sold to Arch Communications.)

Formalized operations and regionally grew this carrier, call center and cellular provider. Developed and executed the three-year plan to sell the company, which required me to reorganize the sales department, direct all operations and establish new banking relationships. Directly supervised the sales and MIS/accounting departments.

Bell Atlantic Capital Corp./100 East Credit Corp. (1985-1991) Area District Manager

Responsible for developing lease/financing products for national sales and dealer networks. Negotiated and structured a variety of loan workouts, supervised regional specialists, and developed budgets. Responsible for ROI performance.

Paul Sturm, Billing System Manager

CEO Computer Voice Systems since 1989

Telecommunications Billing Software Experience – Has operated an ASP based billing and provisioning system for UNE and resold services for local and long distance resellers nation wide. Exclusive clients who Paul does all billing for include Access One, Inc. and Great America Networks, Inc.

Pauline Russell, Director of Operations

BA Loyola University Chicago 1986

Telecommunications Experience - Pauline has been part of BTI's team in its SBC business since 1999 and has held posts including SBC Program Manager, Director of Provisioning, and Director of Customer Service. She has been an integral part of BTI's team in its winning of the SBC 5 – Star and Partners in Excellence Awards each year that BTI has won those awards.

Dave Smith, Lead Implementation Engineer

Telecommunications Experience – Dave has been with BTI since 2000. Dave's role as one of two Lead Implementation Engineers is to ensure that customer equipment requirements are met by GAN provisioning including ensuring that all user, technical, and safety (911) requirements are met. He is one of two liaisons between sales and operations. Dave has personally turned up hundreds of Internet and Voice circuits at customer sites in his career as technician and has managed BTI's quality process successfully in the past.

Eric Hatfield, Lead Implementation Engineer

Also has over 10 years technical experience. Also started as a technician.

Patrick Snook, IT Director

Patrick has been IT Director for BTI for the past three years and an integral part of our management team.

STATEMENT OF FINANCIAL CAPABILITY
Great America Networks, Inc.

Applicant 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 Applicant's stated financial capability, a copy of its Profit & Loss Statement for the period ending December 31, 2007 and Balance Sheet as of December 31, 2007 is attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.