



# ORIGINAL Public Service Commission

## -M-E-M-O-R-A-N-D-U-M-

**DATE:** April 13, 1998  
**TO:** Tommy Williams, Division of Communications  
**FROM:** David J. Draper, Division of Auditing and Financial Analysis *DD APC*  
**RE:** Docket No. 980218-TX, Coral Bay Financial, Inc. d/b/a Express Title Loans, Financial Analysis for Certificate Application for Alternative Local Exchange Telecommunications Service *DD*

Section 364.337 (1), Florida Statutes, requires the following:

The commission shall grant a certificate of authority to provide alternative local exchange service upon a showing that the applicant has sufficient technical, financial, and managerial capability to provide such service in the geographic area proposed to be served.

Also Section 364.01 (3) and (4) states that:

(3) The Legislature finds that the competitive provision of telecommunications service, including local exchange telecommunications service, is in the public interest.

and

(4)(d) The Commission shall exercise its exclusive jurisdiction in order to: (d) Promote competition by encouraging new entrants into telecommunications markets . . .

Regarding the showing of financial capability, the Finance staff has analyzed the unaudited financial statements of Coral Bay Financial, Inc. d/b/a Express Title Loans (CBF) for the nine month period ending September 30, 1997. An audit could change one's opinion of the company's financial condition. As the attached schedule shows, CBF has adequate liquidity, sufficient common equity and reported a positive net income for the period.

ACK \_\_\_\_\_  
 AF \_\_\_\_\_  
 APP \_\_\_\_\_  
 CAF \_\_\_\_\_  
 CMU \_\_\_\_\_  
 CTR \_\_\_\_\_  
 EAG \_\_\_\_\_  
 LEG \_\_\_\_\_  
 LIN \_\_\_\_\_  
 QPC \_\_\_\_\_

In this matter, CBF is asking for a certificate to provide alternative local exchange telecommunications service. Staff notes the limited nature of the application and that no customer provided funds appear to be at risk. For purposes of granting a certificate based on the financial information provided, the financial capability appears adequate. The applicant attests to its financial capability to provide and maintain the proposed telecommunications service. Furthermore, if additional capital is needed, shareholders have agreed to factor receivables and if necessary pledge personal assets. Based on this showing, the applicant appears to meet the financial capability standard of Section 364.337, Florida Statutes.

RCH \_\_\_\_\_  
 SEC   /   cc: Division of Legal Services  
 Division of Records and Reporting (2)

WAS \_\_\_\_\_

OTH \_\_\_\_\_

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**DOCKET NO. 980218-1X  
CORAL BAY FINANCIAL, INC. d/b/a  
EXPRESS TITLE LOANS**

**ALTERNATIVE LOCAL EXCHANGE SERVICE  
FINANCIAL ANALYSIS**

**FROM UNAUDITED FINANCIAL STATEMENTS**

|                               | <b>AS<br/>OF<br/>09/30/97</b> |
|-------------------------------|-------------------------------|
| <b>CURRENT ASSETS</b>         | <b>\$95,772</b>               |
| <b>CURRENT LIABILITIES</b>    | <b>50,860</b>                 |
| <b>CURRENT RATIO</b>          | <b>1.88</b>                   |
| <b>CASH</b>                   | <b>10,354</b>                 |
| <b>COMMON EQUITY</b>          | <b>46,170</b>                 |
| <b>TOTAL DEBT</b>             | <b>0</b>                      |
| <b>TOTAL INVESTOR CAPITAL</b> | <b>46,170</b>                 |
| <b>COMMON EQUITY RATIO</b>    | <b>100%</b>                   |
| <b>NET INCOME</b>             | <b>66,895</b>                 |
| <b>RETURN ON EQUITY</b>       | <b>145%</b>                   |

**NMF = No Meaningful Figure**

STATE OF FLORIDA

Commissioners:  
JULIA L. JOHNSON, CHAIRMAN  
J. TERRY DEASON  
SUSAN F. CLARK  
JOE GARCIA  
E. LEON JACOBS, JR.



DIVISION OF RECORDS & REPORTING  
BLANCA S. BAYÓ  
DIRECTOR  
(850) 413-6770

**Public Service Commission**

February 11, 1998

Christopher P. Bover  
8120 Fordham Drive  
Pensacola, Florida 32514

Re: Docket No. 980218-TX

Dear Mr. Bover:

This will acknowledge receipt of an application for certificate to provide alternative local exchange telecommunications service by Coral Bay Financial, Inc. d/b/a Express Title Loans, which was filed in this office on February 9, 1998 and assigned the above-referenced docket number. Appropriate staff members will be advised.

Mediation may be available to resolve any dispute in this docket. If mediation is conducted, it does not affect a substantially interested person's right to an administrative hearing. For more information, contact the Office of General Counsel at (850) 413-6078 or FAX (850) 413-6079.

Please make notes as well that Commission Rule 25-22.005(7), F.A.C., requires certificated companies to notify the Commission of any changes in name, telephone, address, or contact person. Should your application be granted by the Commission, you will be expected to comply with this rule by advising us of any changes as they occur.

Division of Records and Reporting  
Florida Public Service Commission

DEPOSIT

DATE APPLICATION FORM

RECEIVED

D708 FEB 09 1998

FEB 10 1998

1. This is an application for  (check one):

( X ) Original authority (new company)

980218-CMU-TX

( ) Approval of transfer (to another certificated company)

Example, a certificated company purchases an existing company and desires to retain the original certificate authority.

( ) Approval of assignment of existing certificate (to a noncertificated company)

Example, a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.

( ) Approval for transfer of control (to another certificated company)

Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of applicant:

CORAL BAY FINANCIAL, INC.

3. Name under which the applicant will do business (d/b/a):

EXPRESS TITLE LOANS

If applicable, please provide proof of fictitious name (d/b/a) registration.

CORAL BAY FINANCIAL INC 09-28-95 (904) 453-2100 4124 Barrancas Ave Pensacola, FL 32507

193B

63 609/632

2/4 1998

Pay to the Order of Florida Public Service Commission \$ 250.00

Two hundred Fifty dollars and 00/100 Dollars

SUN TRUST

SunTrust Bank, West Florida Main Office Pensacola, FL

For Alternative Local System

[Handwritten Signature]