



Public Service Commission

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

DATE: August 26, 1999
TO: Tommy Williams, Division of Communications
FROM: Eva P. Samaan, Division of Auditing and Financial Analysis
RE: Docket No. 991102-TI, Concert Communications Sales, LLC, Financial Analysis for Certificate Application for Intrastate Interexchange Telecommunications Service

Handwritten initials: ALM, APC, MK

Section 364.337 (3), Florida Statutes, requires the following:

The commission shall grant a certificate of authority to provide intrastate interexchange telecommunications 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 British Telecommunications, parent of Concert Communications Sales, LLC (CCS) for the period ending March 31, 1998. An audit could change one's opinion of the company's financial condition. As the attached schedule shows, CCS has minimal liquidity, but sufficient common equity and reported a positive net income for the period.

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APP
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cc: Division of Legal Services
Division of Records and Reporting (2)

DOCUMENT NUMBER-DATE

10291 AUG 27 99

REC'D RECORDS/REPORTING

DOCKET NO. 991102-T1
BRITISH TELECOMMUNICATIONS

IXC TELECOMMUNICATION SERVICE
FINANCIAL ANALYSIS

FROM UNAUDITED FINANCIAL STATEMENTS AS OF 03/31/98

\$ IN MILLIONS

CURRENT ASSETS	\$8,295
CURRENT LIABILITIES	15,293
CURRENT RATIO	0.54
CASH	2
COMMON EQUITY	21,394
LONG-TERM DEBT	8,848
TOTAL INVESTOR CAPITAL	30,242
COMMON EQUITY RATIO	71%
NET INCOME	2,839
RETURN ON EQUITY	13%

NMF = No Meaningful Figure

STATE OF FLORIDA

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



DIVISION OF RECORDS & REPORTING
BLANCA S. BAYÓ
DIRECTOR
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Public Service Commission

August 16, 1999

Brian D. Hughes, Attorney
Kelley Drye & Warren LLP
1200 19th Street, NW, Suite 500
Washington, D.C. 20036

Re: Docket No. 991102-TI

Dear Mr. Hughes:

This will acknowledge receipt of an application for certificate to provide interexchange telecommunications service by Concert Communications Sales LLC, which was filed with this office on August 13, 1999 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