

# Jed A. Stabler

Attorney at Law First Union Bank Building 5849 Okeechobee Blvd., Suite 201 West Palm Beach, FL 33417 TEL: (561) 478-3479 FAX: (561) 640-1720 e-mail: jed@atlcom.com

September 12, 2000

Florida Public Service Commission Division of Records and Reporting 2540 Shumard Oak Boulevard Gerald Gunter Building Tallahassee, FL 32399-0850 Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward a copy of check to RAR with proof of deposit.

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001390-72

Re: ALEC Application for Available Telecom Services, Inc.

Dear Madam or Sir:

Enclosed for filing please find an original and six (6) copies of the Application Form for Authority to Alternative Local Exchange Service on behalf of Available Telecom Services, Inc. ("ATSI"). Also enclosed please find ATSI's check in the amount of \$250.00 which is the required filing fee associated with this application.

Upon advise of the Commission staff, and given that ATSI has yet to execute an interconnection agreement, ATSI's ALEC application does *not* include price lists. Price lists will be submitted to the Commission once ATSI executes an interconnection agreement.

Kindly date-stamp as received the enclosed "Stamp & Return" copy, and return it to the undersigned in the FedEx envelop provided.

Any questions regarding this application may be directed to the undersigned.

Sincerely yours, Jed A. Stabler

Enclosures

5849 OKEECHOBEE BOULEVARD • SUITE 201 • WEST PALMERED ST SEP 13 8

FPSC-RECORDS/REPORTING

#### FLORIDA ALEC APPLICATION 9/11/00

- 1. This is an application for (check one):
  - (X) **Original authority** (new company)
  - () 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)

<u>Example</u>, 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)

<u>Example</u>, a company purchases 51% of a certificated company. The Commission must approve the new controlling entitiy.

2. Name of applicant:

Available Telecom Services, Inc.

3. A. National mailing address including street name, number, post office box, city, state, zip code, and <u>phone number</u>.

5849 Okeechobee Boulevard Suite 201 West Palm Beach, FL 33417 561-471-1864

<sup>1</sup>FORM PSC/CMU (07/95) Required by Chapter 364.337 F.S. 51832.1

DOCUMENT NUMBER-DATE 1 3 9 3 SEP 13 8 FPSC-RECORDS/REPORTING

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B. Florida mailing address including street name, number, post office box, city, state, zip code, and phone number.

5849 Okeechobee Boulevard Suite 201 West Palm Beach, FL 33417 561-471-1864

C. Physical address of alternative local exchange service in Florida including street

name, number, post office box, city, state, zip code and phone number.

5849 Okeechobee Boulevard Suite 201 West Palm Beach, FL 33417 561-471-1864

4. Structure of organization:

| ( ) | Individual          | (X) | Corporation            |
|-----|---------------------|-----|------------------------|
| ()  | Foreign Corporation | ()  | Foreign Partnership    |
| ( ) | General Partnership | ()  | Limited Partnership    |
| ( ) | Joint Venture       | ( ) | Other, Please explain: |

5. If incorporated, please provide proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate Charter Number: P00000058131-1/1

Please see Exhibit C.

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

Available Telecom Services, Inc.

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

N/A

Fictitious name registration number:

8. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

N/A

9. State whether any of the officers, directors, or any of the ten largest stockholders have previously been 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 of the officers, directors, or any of the ten largest stockholders of Available Telecom Services, Inc. have been previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or any crime, nor might such actions result from pending proceeding.

10. Please provide the name, title, address, telephone number, internet address, and facsimile number for the person serving as ongoing liaison with the Commission, and if different, the liaison responsible for this application.

Jerold Stabler, President Available Telecom Services, Inc. 5849 Okeechobee Blvd. Suite 201 West Palm Beach, FL 33417 (V) 561-417-1864 (F) 561-640-1720 (Email) jstabler@atlcom.com Jed. A. Stabler Its Attorney 5849 Okeechobee Blvd. Suite 201 West Palm Beach, FL 33417 (V) 561-471-7100 (F) 561-640-1720 (Email) jed@atlcom.com

11. Please list other states in which the applicant is currently providing or has applied provide local exchange or alternative local exchange service.

N/A

12. Has the applicant been denied certification in any other state? If so, please list the state and reason for denial.

The applicant has not been denied certification in any other state.

13. Have penalties been imposed against the applicant in any other state? If so, please list the state and reason for penalty.

No penalties have been imposed against the applicant in any other state.

14. Please indicate how a customer can file a service complaint with your company.

A customer can file a service complaint with Available Telecom Services, Inc. by Telephoning, writing, faxing, or emailing the company at the above-listed numbers and addresses. Any such complaint will be kept on file at the company for one (a) year, along with a narrative description of the resolution reached by the company.

- 15. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide alternative local exchange service in Florida.
  - A. Financial capability.

Regarding the showing of financial capability, the following applies:

The application <u>should contain</u> the applicant's financial statements for the most recent 3 years, including:

- 1. The balance sheet.
- 2. Income statement.
- 3. Statement of retained earnings.

Please see Exhibit D for Applicant's 1997, 1998, and 1999 financial statements and associated certificate of their accuracy.

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial stability.

The financial ability of Available Telecom Services, Inc. to provide local exchange telephone services is derived from the financial resources of its parent company, namely Atlantic Communications Inc., as there are no financials available at present for Available Telecom Services, Inc. Note that exhibit A contains the financials of Atlantic Communications, Inc. which prior to 1998 was named Atlantic Telecommunication Systems, Inc.

Available Telecom Services, Inc. fully intends to be a strong and viablecompetitor in the local exchange business, and is prepared to provide all necessary financial support during the inevitable start-up period following entry into the business.

1. Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.

Please see the answer to Question 15A, above, and documents supporting Available Telecom Services, Inc.'s financial capability in Exhibit E.

2. Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.

Please see the answer to Question 15A, above, and documents supporting Available Telecom Services, Inc.'s financial capability in Exhibit E.

3. Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

Please see the answer to Question 15A, above, and documents supporting Available Telecom Services, Inc.'s financial capability in Exhibit E.

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.

If available, the financial statements should be audited financial statements.

If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should <u>attest that the financial statements are true and correct</u>.

B. Managerial capability.

Available Telecom Services, Inc., through its directors, and by means of its access to the managerial experience of its affiliated entities, has the requisite managerial ability to render local exchange telephone services. A summary of the relevant experience of these individuals is included as Exhibit F.

#### C. Technical capability.

Available Telecom Services, Inc. through its parent and affiliated companies has extensive experience in the provision of telecommunications services to 1300 customers in Florida and throughout the United States. This experience provides a solid background in areas such as the leasing of facilities used for transmitting communications signals, installation and maintenance of on-site and customer premises equipment, as well as experience in areas such as billing and customer service. This experience will be brought to bear on the efforts of Available Telecom Services, Inc. to provide local exchange services.

The fact that Available Telecom Services, Inc. is committed to providing only the highest-quality telephone service to its customers affects the technical means by which the firm will offer its services. Available Telecom Services, Inc. will deploy the most reliable and cost-effective technology available, including leased and resold facilities, for providing telephone services in light of the actual switching and processing technology deployed by the telecommunications affiliates of Available Telecom Services, Inc.

#### 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 alternative local exchange 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 sigh 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, pupishable as provided in s. 775.082 and s. 775.083".

Official: Si Title: **President** 

<u>561-471-1864</u> Telephone Number

Address 5849 Okeechobee Blvd. Suite 201 West Palm Beach, FL 33417

## LIST OF EXHIBITS

| Exhibit A                        | List of Officers, Directors and Legal Counsel |
|----------------------------------|---|
| Exhibit B                        | Articles of Incorporation and Amendments      |
| Exhibit CCertificat              | e of Good Standing to Do Business in Florida  |
| Exhibit DAnnual Reports for 1997 | 7, 1998, and 1999 and Certificate of Accuracy |
| Exhibit EDocumentation in        | n Support of Applicant's Financial Capability |
| Exhibit F                        | Summary of Experience of Key Personnel        |
| Exhibit G                        | Proposed Price Lists                          |

EXHIBIT A List of Officers, Directors, and Legal Counsel of Available Telecom Services, Inc.

51832.1

#### **Officers:**

Jerry Stabler, President Amy Stabler, Vice President

Available Telecom Services, Inc. 5849 Okeechobee Blvd. Suite 201 West Palm Beach, FL 33417 (V)561-471-1864

## Legal Counsel:

Jed A. Stabler Its Attorney Jed A. Stabler, P.A. 5849 Okeechobee Blvd. Suite 201 West Palm Beach, FL 33417 (V)561-471-7100 (F)561-640-1720 EXHIBIT B Articles of Incorporation of Available Telecom Services, Inc. and Amendments

#### **ARTICLES OF INCORPORATION**

#### OF

#### Atlantic Telecom Systems, Inc.

THE UNDERSIGNED sole incorporator, being a natural person competent to contract and desiring to form a corporation under Title XXXV, Chapter 607, of the Revised Florida Statutes, herewith submits the following information:

- 1. The name of the corporation is: Atlantic Telecom Systems, Inc.
- 2. The duration of the corporation shall be perpetual.
- 3. The general purpose or purposes for which this corporation is being formed are to include the transaction of any or all lawful business for which corporations may be incorporated under this chapter.
- 4. The aggregate number of shares which the corporation shall have authority to issue is 1,000,000 shares with a par value of \$.01.
- 5. The principal physical and mailing address of the corporation will be: 5849 Okeechobee Blvd,Suite 201,West Palm Beach, Florida 33417 and the name of its initial registered agent at such address is: Jed A. Stabler
- 6. The name and address of the sole incorporator is: Lizbeth Rivera, c/oBlumbergExcelsior Corporate Services, Inc.,
   62 White Street, 2nd Floor, New York, NY 10013

IN WITNESS WHEREOF, the undersigned, as sole incorporator of this corporation has executed these Articles of Incorporation.

Dated: June 14, 2000

Sole Incorporator

Blumberg Excelsior Corporate Services 62 White Street New York, NY 10013 (212) 431-5000

H00000032110 9

#### ARTICLES OF AMENDMENT TO ARTICLES OF INCORPORATION OF ATLANTIC TELECOM SYSTEMS, INC.

1. The name of the corporation is: ATLANTIC TELECOM SYSTEMS, INC.

2. Paragraph 1 of the Articles of Incorporation of ATLANTIC TELECOM SYSTEMS, INC. is hereby amended to read in its entirety as follows:

The name of this corporation is:

#### AVAILABLE TELECOM SERVICES, INC.

3. The foregoing amendment was unanimously adopted by the sole Director of the Corporation on September 8, 2000 and was approved on September 8, 2000 by written consent of the sole Shareholder of the Corporation sufficient for the approval of the foregoing amendment.

IN WITNESS WHEREOF, I have executed these Articles of Amendment this 8<sup>th</sup> day of September, 2000.

ENT/SECRETARY

EXHIBIT C Certificate of Good Standing to Do Business in Florida

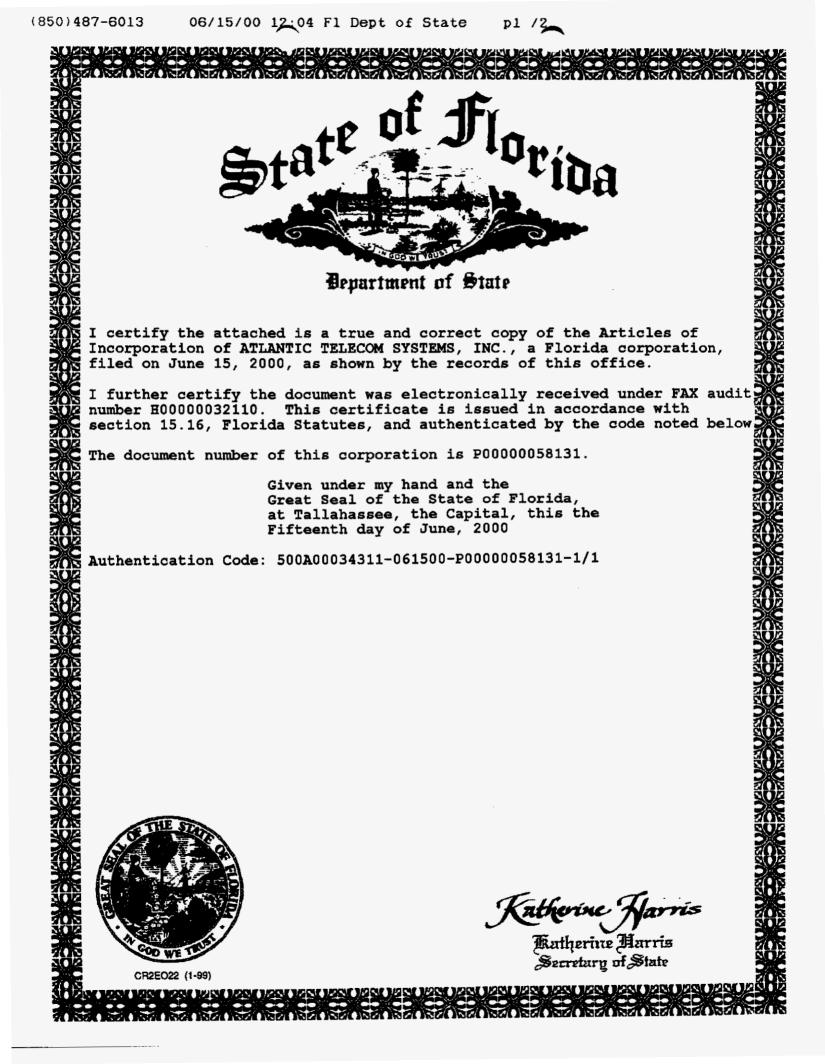


EXHIBIT D Annual Reports for 1997, 1998, and 1999 and Certificate of Accuracy

## ATLANTIC COMMUNICATIONS INC

## FINANCIAL STATEMENTS

#### **DECEMBER 31, 1999**

BLAKESBERG & COMPANY CERTIFIED PUBLIC ACCOUNTANTS 951 S.W. FOURTH AVENUE BOCA RATON, FLORIDA 33432-5803



**Certified Public Accountants** 951 S.W. Fourth Avenue

Boca Raton, Florida 33432-5803 (561) 750-8300 Fax (561) 750-8332 MEMBER American Institute of Certified Public Accountants Florida Institute of Certified Public Accountants New Jersey Society of Certified Public Accountants

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

To the Management of Atlantic Communications Inc 5849 Okeechobee Blvd. #201 West Palm Beach, FL 33417-4352

We have compiled the accompanying balance sheet of Atlantic Communications Inc (an S corporation) as of December 31, 1999 and the related statement of revenues and expenses for the twelve months then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The Company, with the consent of its shareholders, has elected under the Internal Revenue Code to be an S corporation. In lieu of corporation income taxes, the shareholders of an S corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in these financial statements.

bord On Certified Public Accountant June 29, 2000

# LANTIC COMMUNICATIONS IN BALANCE SHEET DECEMBER 31, 1999

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# <u>ASSETS</u>

| Current Assets<br>Cash<br>Due from Affiliate<br>Accounts Receivable<br>Total Current Assets  | \$ 12,535.00<br>258,170.00<br>119,304.00                               | \$        | 390,009.00                      |
|--|--|-----------|---------------------------------|
| Fixed Assets<br>Furniture and Fixtures<br>Machinery and Equipment<br>Computers<br>Leasehold Improvements<br>Accumulated Depreciation<br>Total Fixed Assets         | 59,059.00<br>40,974.00<br>111,341.00<br>5,786.00<br>(202,061.00)       |           | 15,099.00                       |
| Other Assets<br>Goodwill<br>Customer Lists<br>Research and Development<br>Accumulated Amortization<br>Security Deposits<br>Total Other Assets<br>Total Assets      | 10,000.00<br>109,133.00<br>32,455.00<br>(96,467.00)<br><u>4,663.00</u> | <u>\$</u> | <u>59,784.00</u><br>464,892.00  |
| LIABILITIES AND<br>STOCKHOLDERS' EQUIT   | <u>ry</u>  |           |                                 |
| Current Liabilities<br>Notes Payable - Current<br>Accounts Payable<br>Customer Deposits<br>Payroll Taxes Payable<br>Insurance Payable<br>Total Current Liabilities | \$ 37,215.00<br>90,556.00<br>86,331.00<br>512.00<br>165.00             | \$        | 214,779.00                      |
| Long-Term Liabilities<br>Notes Payable - Long Term<br>Loans from Shareholders<br>Total Long-Term Liabilities<br>Total Liabilities                                  | 121,224.00<br>139,059.00   |           | <u>260,283.00</u><br>475,062.00 |
| Stockholders' Equity<br>Capital Stock<br>Retained Deficit<br>Current Earnings (Loss)   | 100.00<br>(6,202.00)<br><u>(4,068.00</u> )                             |           |                                 |
| Total Stockholders' Equity<br>Total Liabilities And Stockholders' Equity   |  | <u>\$</u> | (10,170.00)<br>464,892.00       |

## ANTIC COMMUNICATIONS IN STATLIMENT OF REVENUES AND EXPENSES FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1999

**8**.

| Sales                         | \$        | 1,532,337.00 |
|-------------------------------|-----------|--------------|
| Cost of Sales                 |           |              |
| Advertising                   |           | 135,991.00   |
| Beeper Expenses               |           | 20,251.00    |
| Courier Service               |           | 281.00       |
| Leased Equipment              |           | 53,025.00    |
| Telephone Expenses            |           | 174,789.00   |
| Total Cost of Sales           |           | 384,337.00   |
| Gross Profit                  |           | 1,148,000.00 |
| Operating Expenses            |           |              |
| Salaries - Officers           |           | 135,200.00   |
| Salaries and Wages            |           | 682,730.00   |
| Advertising                   |           | 5,642.00     |
| Amortization Expense          |           | 28,985.00    |
| Auto Expenses                 |           | 29,906.00    |
| Bank and Credit Card Fees     |           | 1,688.00     |
| Computer Support and Updates  |           | 18,534.00    |
| Computer Repairs and Supplies |           | 8,155.00     |
| Depreciation                  |           | 13,400.00    |
| Dues and Subscriptions        |           | 3,040.00     |
| Entertainment                 |           | 456.00       |
| Insurance                     |           | 38,151.00    |
| Internet Expenses             |           | 520.00       |
| Interest Expense              |           | 22,552.00    |
| Licenses and Permits          |           | 871.00       |
| Office Expenses               |           | 11,915.00    |
| Payroll Taxes                 |           | 65,289.00    |
| Postage and Shipping          |           | 15,757.00    |
| Professional Fees             |           | 6,407.00     |
| Rent                          |           | 48,840.00    |
| Repairs and Maintenance       |           | 2,009.00     |
| Taxes - Other                 |           | 4,526.00     |
| Telephone                     |           | 3,786.00     |
| Utilities                     |           | 3,709.00     |
| Total Operating Expenses      |           | 1,152,068.00 |
| Net Income (Loss)             | <u>\$</u> | (4,068.00)   |

#### ATLANTIC TELECOMMUNICATION SYSTEMS, INC

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#### FINANCIAL STATEMENTS

#### FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1997

BLAKESBERG & COMPANY CERTIFIED PUBLIC ACCOUNTANTS 951 S.W. FOURTH AVENUE BOCA RATON, FLORIDA 33432-5803



951 S.W. Fourth Avenue Boca Raton, Florida 33432-5803 (561) 750-8300 Fax (561) 750-8332 MEMBER American Institute of Certified Public Accountants Florida Institute of Certified Public Accountants New Jersey Society of Certified Public Accountants

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

To the Management of Atlantic Telecommunication Systems, Inc 5849 Okeechobee Blvd, Suite 201 West Palm Beach, FL 33417

We have compiled the accompanying balance sheet of Atlantic Telecommunication Systems, Inc (an S corporation) as of December 31, 1997 and the related statement of revenues and expenses for the twelve months then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The Company, with the consent of its shareholders, has elected under the Internal Revenue Code to be an S corporation. In lieu of corporation income taxes, the shareholders of an S corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in these financial statements.

Certified Public Ageountants April 6, 1998

#### ATLANTIC TELECOMMUNICATION SYSTEMS, INC BALANCE SHEET DECEMBER 31, 1997

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## ASSETS

| Current Assets<br>Cash<br>Accounts Receivable<br>Prepaid Software | \$ 45,806.95<br>213.97<br>3,145.00 |           |           |
|---|------------------------------------|-----------|-----------|
| Total Current Assets  |                                    | \$        | 49,165.92 |
| Other Assets<br>Licenses  | <u> </u>                           |           |           |
| Total Other Assets  |                                    |           | 19,996.54 |
| Total Assets  |                                    | <u>\$</u> | 69,162.46 |

#### LIABILITIES AND STOCKHOLDERS<sup>®</sup> EQUITY

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| Current Liabilities<br>Due to A C I<br>Security Deposits   | \$ 4,251.46<br>550.00   |           |                  |
|--|---|-----------|------------------|
| Total Current Liabilities  |   | \$        | 4,801.46         |
| Stockholders' Equity<br>Capital Stock<br>Paid in Capital<br>Retained Deficit<br>Transfer-Retained Earnings<br>Current Earnings | 100.00<br>64,261.00<br>(132,657.55)<br>81,402.20<br>51,255.35 |           |                  |
| Total Stockholders' Equity   |   |           | 64,361.00        |
| Total Liabilities And Stockholders' Equity   |   | <u>\$</u> | <u>69,162.46</u> |

# ATLANTIC TELECOMMUNICATION SYSTEMS, INC STATIENT OF REVENUES AND EXPRES FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1997

| Sales                                   | <u>December 31, 1997</u><br>\$ 1,708,431.27 |
|---|---|
| Cost of Sales                           |   |
| Advertising                             | 114,119.08                                  |
|   | 28,246.08                                   |
| Beeper Expenses                         | 20,240.00 44,669.17                         |
| Leased Equipment<br>Payroll - Operators | 501,316.63                                  |
| Telephone Expenses                      | 180,989.62                                  |
| Outside Services                        | 63,274.58                                   |
| Obiside Services                        |   |
| Total Cost of Sales                     | 932,615.16                                  |
| Gross Profit                            | 775,816.11                                  |
| Operating Expenses                      |   |
| Salaries - Officers                     | 113,350.00                                  |
| Salaries and Wages                      | 202,245.11                                  |
| Advertising                             | 16,948.27                                   |
| Amortization Expense                    | 22,494.00                                   |
| Auto Expenses                           | 27,085.27                                   |
| Bank and Credit Card Fees               | 3,702.95                                    |
| Computer Expenses                       | 51,608.39                                   |
| Contributions                           | 200.00                                      |
| Depreciation                            | 23,317.44                                   |
| Dues and Subscriptions                  | 4,447.05                                    |
| Education Expenses                      | 2,393.25                                    |
| Employee Benefits                       | 1,947.00                                    |
| Entertainment                           | 2,585.72                                    |
| Insurance                               | 32,180.86                                   |
| Interest Expense                        | 24,252.23                                   |
| Licenses and Permits                    | 340.00                                      |
| Office Expenses                         | 24,717.29                                   |
| Payroll Taxes                           | 66,911.44                                   |
| Postage and Shipping                    | 10,332.98                                   |
| Professional Fees                       | 6,218.26                                    |
| Rent                                    | 52,165.18                                   |
| Repairs and Maintenance                 | 7,468.71                                    |
| Taxes - Other                           | 5,179.45                                    |
| Telephone                               | 4,723.15                                    |
| Travel Expense                          | 14,926.38                                   |
| Utilities                               | 4,317.30                                    |
| Total Operating Expenses                | 726,057.68                                  |
| Other Income                            |   |
| Interest Income                         | 1,496.92                                    |
|   | · · · · · · · · · · · · · · · · · · ·       |
| Net Income                              | <u>\$ 51,255.35</u>                         |

#### ATLANTIC COMMUNICATIONS INC

#### FINANCIAL STATEMENTS

## FOR THE FIVE MONTHS ENDED DECEMBER 31, 1997

BLAKESBERG & COMPANY CERTIFIED PUBLIC ACCOUNTANTS 951 S.W. FOURTH AVENUE BOCA RATON, FLORIDA 33432-5803



951 S.W. Fourth Avenue Boca Raton, Florida 33432-5803 (561) 750-8300 Fax (561) 750-8332 MEMBER American Institute of Certified Public Accountants Florida Institute of Certified Public Accountants New Jersey Society of Certified Public Accountants

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

To the Management of Atlantic Communications Inc 5849 Okeechobee Blvd. #201 West Palm Beach, FL 33417-4352

We have compiled the accompanying balance sheet of Atlantic Communications Inc (an S corporation) as of December 31, 1997 in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The Company, with the consent of its shareholders, has elected under the Internal Revenue Code to be an S corporation. In lieu of corporation income taxes, the shareholders of an S corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in these financial statements.

Certified Public Accountants April 8, 1998

#### ATLANTIC COMMUNICATIONS INC BALANCE SHEET DECEMBER 31, 1997

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#### ASSETS

| Current Assets               |                      |                      |
|------------------------------|----------------------|----------------------|
| Cash                         | \$ 41,496.92         |                      |
| Due from A T S I             | 4,251.46             |                      |
| Accounts Receivable          | 109,859.49           |                      |
| Employee Advances            | 604.70               |                      |
| Total Current Assets         |                      | \$ 156,212.57        |
| Fixed Assets                 |                      |                      |
| Furniture and Fixtures       | 54,059.47            |                      |
| Telephone Equipment          | 40,973.50            |                      |
| Computers                    | 107,352.75           |                      |
| Leasehold Improvements       | 5,786.32             |                      |
| Accumulated Depreciation     | <u>(169,446.12</u> ) |                      |
| Total Fixed Assets           |                      | 38,725.92            |
| Other Assets                 |                      |                      |
| Goodwill                     | 10,000.00            |                      |
| Customer Lists               | 109,132.94           |                      |
| Accumulated Amortization     | (44,988.00)          |                      |
| Capital Stock Subscript. Rec | 100.00               |                      |
| Security Deposits            | 4,663.34             |                      |
| Total Other Assets           |                      | 78,908.28            |
| Total Assets                 |                      | <u>\$ 273,846.77</u> |
|                              |                      |                      |

Palance Steet only "No activity in 1997"

# ATLANTIC COMMUNICATIONS INC BALANCE SHEET DECEMBER 31, 1997

#### LIABILITIES AND STOCKHOLDERS' EQUITY

| Current Liabilities<br>Notes Payable - Current<br>Accounts Payable<br>Customer Deposits | \$ 41,650.00<br>9,244.35<br>83,617.09 |           |             |
|---|---------------------------------------|-----------|-------------|
| Total Current Liabilities   |                                       | \$        | 134,511.44  |
| Long-Term Liabilities<br>Notes Payable - Long Term<br>Loans from Officers               | 165,552.43<br>55,085.10               |           |             |
| Total Long-Term Liabilities   |                                       |           | 220,637.53  |
| Total Liabilities   |                                       |           | 355,148.97  |
| Stockholders' Equity<br>Capital Stock<br>Transfer-Retained Earnings                     | 100.00<br>(81,402.20)                 |           |             |
| Total Stockholders' Equity  |                                       |           | (81,302.20) |
| Total Liabilities And Stockholders' Equity  |                                       | <u>\$</u> | 273,846.77  |

### ATLANTIC COMMUNICATIONS INC

#### **FINANCIAL STATEMENTS**

**DECEMBER 31, 1998** 

BLAKESBERG & COMPANY CERTIFIED PUBLIC ACCOUNTANTS 951 S.W. FOURTH AVENUE BOCA RATON, FLORIDA 33432-5803



951 S.W. Fourth Avenue Boca Raton, Florida 33432-5803 (561) 750-8300 Fax (561) 750-8332 MEMBER American Institute of Certified Public Accountants Florida Institute of Certified Public Accountants New Jersey Society of Certified Public Accountants

William J. Blakesberg, CPA Jon D. Blakesberg, CPA

To the Management of Atlantic Communications Inc 5849 Okeechobee Blvd. #201 West Palm Beach, FL 33417-4352

We have compiled the accompanying balance sheet of Atlantic Communications Inc (an S corporation) as of December 31, 1998 and the related statement of revenues and expenses for the twelve months then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The Company, with the consent of its shareholders, has elected under the Internal Revenue Code to be an S corporation. In lieu of corporation income taxes, the shareholders of an S corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in these financial statements.

Blaker

Certified Public Accountants March 22, 1999

#### ANTIC COMMUNICATIONS IN BALANCE SHEET DECEMBER 31, 1998

## <u>ASSETS</u>

| Current Assets<br>Cash<br>Due from A T S I<br>Accounts Receivable<br>Employee Advances<br>Total Current Assets   | \$   | \$ 295,                      | 768.00                           |
|--|--|------------------------------|----------------------------------|
| Fixed Assets<br>Furniture and Fixtures<br>Telephone Equipment<br>Computers<br>Leasehold Improvements<br>Accumulated Depreciation<br>Total Fixed Assets | 59,059.00<br>40,974.00<br>111,341.00<br>5,786.00<br>(188,661.00) | 28,4                         | 499.00                           |
| Other Assets<br>Goodwill<br>Customer Lists<br>Accumulated Amortization<br>Security Deposits<br>Total Other Assets<br>Total Assets                      | 10,000.00<br>109,133.00<br>(67,482.00)<br><u>4,663.00</u>        |                              | <u>314.00</u><br>581.00          |
| LIABILITIES AND<br>STOCKHOLDERS' EQUIT   | <u><b>ry</b></u>   |                              |                                  |
| Current Liabilities<br>Notes Payable - Current<br>Accounts Payable<br>Customer Deposits<br>Payroll Taxes Payable<br>Total Current Liabilities          | \$ 33,806.00<br>52,976.00<br>85,260.00<br>634.00                 | <b>\$</b> 172,0              | 676.00                           |
| Long-Term Liabilities<br>Notes Payable - Long Term<br>Loans from Shareholders<br>Total Long-Term Liabilities<br>Total Liabilities                      | 148,159.00<br>65,848.00  |                              | <u>007.00</u><br>683.00          |
| Stockholders' Equity<br>Capital Stock<br>Retained Deficit<br>Current Earnings<br>Distributions   | 100.00<br>(81,402.00)<br>75,475.00<br>(275.00)                   |                              |                                  |
| Total Stockholders' Equity<br>Total Liabilities And Stockholders' Equity   |  | <u>(6,</u><br><u>\$ 380,</u> | <u>102.00</u> )<br><u>581.00</u> |

## CLANTIC COMMUNICATIONS IN STAL MENT OF REVENUES AND EXPL. SES FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1998

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| Sales                     | \$ 1,843,880.00     |
|---------------------------|---------------------|
| Cost of Sales             |                     |
| Advertising               | 152,242.00          |
| Beeper Expenses           | 25,093.00           |
| Leased Equipment          | 43,468.00           |
| Payroll - Operators       | 552,454.00          |
| Telephone Expenses        | 194,283.00          |
| Outside Services          | 299.00              |
| Total Cost of Sales       | 967,839.00          |
| Gross Profit              | 876,041.00          |
| Operating Expenses        |                     |
| Salaries - Officers       | 135,200.00          |
| Salaries and Wages        | 283,970.00          |
| Advertising               | 4,317.00            |
| Amortization Expense      | 22,494.00           |
| Auto Expenses             | 36,294.00           |
| Bank and Credit Card Fees | 4,392.00            |
| Computer Expenses         | 32,675.00           |
| Seminars and Meetings     | 1,560.00            |
| Depreciation              | 19,214.00           |
| Dues and Subscriptions    | 5,576.00            |
| Entertainment             | 3,389.00            |
| Insurance                 | 36,968.00           |
| Interest Expense          | 23,122.00           |
| Licenses and Permits      | 640.00              |
| Office Expenses           | 19,937.00           |
| Outside Services          | 6,071.00            |
| Payroll Taxes             | 77,378.00           |
| Postage and Shipping      | 12,915.00           |
| Professional Fees         | 4,148.00            |
| Rent                      | 51,269.00           |
| Repairs and Maintenance   | 10,658.00           |
| Taxes - Other             | 1,236.00            |
| Telephone                 | 3,488.00            |
| Utilities                 | 3,914.00            |
| Total Operating Expenses  | 800,825.00          |
| Interest Income           | 259.00              |
| Net Income                | <b>\$</b> 75,475.00 |

**EXHIBIT E Documentation in Support of Applicant's Financial Capability**  First Union Natio Bank FL6559 West Lake Worth 6350 Lake Worth Road Lake Worth, Florida 33463 561 533-7601 First Union Direct 800 275-3862 Fax 561 533-7607



August 3, 2000

To Whom It May Concern:

Re: Atlantic Telecom Systems Inc.

We refer to the representations made by Atlantic Telecom Systems Inc., (ATSI) concerning its financial ability to conduct certain telecommunication business.

Subject only to satisfactory documentation we are pleased to commit such reasonable capital to Atlantic Telecom Systems Inc., as the company might require to conduct the telecommunication businesses it has referenced. We understand that allocations will be made at the discretion of ATSI.

Please contact us with any questions.

ordially Barbara/Bernstein

Assistant Vice President Financial Services

EXHIBIT F Summary of Experience of Key Personnel

#### Company Ownership/Management Team

ATS is a privately held Florida corporation. Jerold Stabler, ATS's founder, is the majority owner.

Jerold Stabler, President and CEO, has spent more than 20 years in the cable television business managing cable television operations for Vikoa, Teleprompter, and Warner Communications. He acquired franchises and made acquisitions for Cable Systems Corporation, an Irving, Texas company. The size of these systems ranged from 4,000 to 40,000 subscribers. His experiences encompassed all aspects of the cable business.

In 1980, he acquired Eastport Cablevision, serving Eastport, Maine. He later obtained franchises and began service to Machias, Lubec, and Bar Harbor, Maine. These cable operations were sold in 1981 at a substantial profit to investors.

In 1982, he came to Florida and started Atlantic Cablevision Inc., serving subscribers in Century Village; West Palm Beach and surrounding unincorporated areas of Palm Beach County.

In spite of obstacles placed in front of him by the developer of Century Village, He obtained individual easements from more than 300 independent homeowner associations. He later went on to expand the Company's county franchise to include a large portion of the unincorporated Palm Beach County. This cable system was sold in late 1986 with over 12,000 subscribers at a substantial profit to investors.

In 1982, Mr. Stabler started Atlantic Office Services Inc, an executive suite company subletting approximately 2500 square feet of space in an office building. The company provided executive suites, shared office space, secretarial and telephone services to 12 tenants.

In 1983, the Company purchased equipment to provide telemessaging services throughout the local dialing area, which encompassed northern Palm Beach County. In 1986, Mr. Stabler added service to Boca Raton, Florida. These services were provided under the name of Atlantic Answering Service Inc. The Company later expanded its territory to provide local live operator and voice mail services to clients from Miami to Ft. Pierce, Florida. In 1996, the Company changed its name to Atlantic Telecommunication Systems Inc. The Company has more than 1500 commercial clients today. Mr. Stabler has completed the Dale Carnegie Personal Relationship, Management Seminar and various marketing and management courses throughout his career. He has recently completed the Bell South CLEC course,

From January 1997 until present, Mr. Stabler served as President/General Mgr. Of Atlantic Telecomunication Systems, Inc., a competitive CLEC.

*Director of Marketing,* The Company has several candidates under consideration for this important position. Until a person is selected, Jerry Stabler will assume the duties of this position.

**Bob Hyser, Technical Operations Consultant,** has spent more than 40 years in the telephone industry and has an extensive knowledge of Central Office Switches and transmission interfaces. Among his many accomplishments Bob has worked as installation and test engineer for central office telephone switching equipment manufacturer, Leich Electric Company. He then worked for GTE Communications Systems for 17 years in various capacities, including Senior Sales Engineer, Staff Engineer and Network Support Specialist and National Account Manager. He currently works for Phillips Communications as National Sales Manager.

*Marsha Gerson, Comptroller*, has more than 30 years of accounting responsibilities employed by several major accounting firms. She has full responsibility for profit and loss statements, accounts payable and payroll functions. Marsha has found and saved ATS thousands of dollars in vendor billing errors over her years of employment. She has taken H&R Block Corporate and Personal tax preparation course and various accounting courses.

Lou Tomasovic, Manager Computer Operations, has over a 30-year background as a creative leader with an exemplary record in computer consulting, programming, implementation, and management. He maintains a strong technical, analytical, conceptual, and organizational focus. With emphasis on corporate growth he develops and adapts technical criteria essential to maintaining the cutting edge within the industry. Lou has held many programming positions and writes in various program languages.

EXHIBIT G Proposed Price Lists

51832.1

Atlachment 1 Exhibit G Rates - Page 1

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#### BELLSOUTH/QUANTUM RATES ODUF/EDOUF/CMOS

|  |  | RATES BY STATE     |                  |                  |             |             |             |             |   |              |
|--|--|--------------------|------------------|------------------|-------------|-------------|-------------|-------------|---|--------------|
| DESCRIPTION  | USOC                                   | AL                 | FL               | GA               | КҮ          | <b>LA</b>   | MS          | NC          | SC  | TN           |
| ODUF/EQDUF/CMD\$   |  |                    |                  |                  |             | E 2.00      |             | <u> </u>    | 1. S. | 8° 1977 - 19 |
| ODUF: Recording, per message   | N/A                                    | \$0.0002           | \$0.008          | \$0.008          | \$0.0008611 | \$0.00019   | \$0.0001179 | \$0.008     | \$0.0002862                               | \$0.00       |
| ODUF: Message Processing, per message  | N/A                                    | \$0.0033           | \$0.004          | \$0.004          | \$0.0032357 | \$0.0024    | \$0.0032089 | \$0.004     | \$0.0032344                               | \$0.00       |
| EODUF: Message Processing, per message   | N/A                                    | \$0.004            | \$0.004          | \$0.004          | \$0.004     | \$0.004     | \$0.004     | \$0.004     | \$0.004                                   | \$0.00       |
| CMDS: Message Processing, per message  | N/A                                    | \$0.004            | \$0.004          | \$0.004          | \$0.004     | \$0.004     | \$0.004     | \$0.004     | \$0.004                                   | \$0.00       |
| ODUF: Message Processing, per magnetic tape provisioned  | N/A                                    | \$55.19            | \$54.95          | \$54.95          | \$55.68     | \$47.30     | \$54.62     | \$54.95     | \$54.72                                   | \$54.9       |
| EODUF: Message Processing, per magnetic tape provisioned   | N/A                                    | \$47.30            | \$47.30          | \$47.30          | \$47.30     | \$47.30     | \$47.30     | \$47.30     | \$47.30                                   | \$47.30      |
| ODUF: Data Transmission (CONNECT:DIRECT), per message  | N/A                                    | \$0.00004          | \$0.001          | \$0.001          | \$0.0000365 | \$0.00003   | \$0.0000354 | \$0.001     | \$0.0000357                               | \$0.00       |
| EODUF: Data Transmission (CONNECT:DIRECT), per message   | N/A                                    | \$0.0000364        | \$0.0000364      | \$0.0000364      | \$0.0000364 | \$0.0000364 | \$0.0000364 | \$0.0000364 | \$0.0000364                               | \$0.0000     |
| CMDS: Data Transmission (CONNECT:DIRECT), per message  | N/A                                    | \$0.001            | \$0.001          | \$0.001          | \$0.001     | \$0.001     | \$0.001     | \$0.001     | \$0.001                                   | \$0.00       |
| Volume and term arrangements are also available  |  |                    |                  |                  |             |             |             |             |   |              |
| NOTES:   |  | - ee resolicied by | The parties upon | mayori by silber | · Oorth     |             |             |             |   |              |
| I no rate is identified in the contract, the rate for the specific service or function will be as se | t torth in applicable BellSouth tant o | r as negonated by  | the belogs about | endnese by enuer | pany.       |             |             |             |   |              |

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#### Jed A. Stabler

Attorney at Law First Union Bank Building 5849 Okeechobee Blvd., Suite 201 West Palm Beach, FL 33417 TEL: (561) 478-3479 FAX: (561) 640-1720 e-mail: jed@atlcom.com

September 12, 2000

Florida Public Service Commission Division of Records and Reporting 2540 Shumard Oak Boulevard Gerald Gunter Building Tallahassee, FL 32399-0850 CEPCENT DATE D 8 0 ☎ SEP 1 4 2000

Re: ALEC Application for Available Telecom Services, Inc.

Dear Madam or Sir:

Enclosed for filing please find an original and six (6) copies of the Application Form for Authority to Alternative Local Exchange Service on behalf of Available Telecom Services, Inc. ("ATSI"). Also enclosed please find ATSI's check in the amount of \$250.00 which is the required filing fee associated with this application.

Upon advise of the Commission staff, and given that ATSI has yet to execute an interconnection agreement, ATSI's ALEC application does *not* include price lists. Price lists will be submitted to the Commission once ATSI executes an interconnection agreement.

Kindly date-stamp as received the enclosed "Stamp & Return" copy, and return it to the undersigned in the FedEx envelop provided.

Any questions regarding this application may be directed to the undersigned.

Sincerely yours, Jed >

Enclosures

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MOUN JIAN

5849 OKEECHOBEE BOULEVARD • SUITE 201 • WEST PALM BEACH, FL 33417

Doc #11393-00



Jed A. Stabler

Attorney at Law First Union Bank Building 5849 Okeechobee Blvd., Suite 201 West Palm Beach, FL 33417 TEL: (561) 478-3479 FAX: (561) 640-1720 e-mail: jed@aticom.com

September 12, 2000

OEPOSIT

DATE DSGI 🚳 SEP 1 4 2000

2540 Shumard Oak Boulevard Gerald Gunter Building Tallahassee, FL 32399-0850

Florida Public Service Commission Division of Records and Reporting

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Any questions regarding this application may be directed to the undersigned.

|  | Sincerely yours, |   |
|--|------------------|---|
| ATLANTIC TELECOM SYSTEMS, INC.<br>5849 OKEECHOBEE BLVD STE 201<br>WEST PALM BEACH, FL 33417<br>PAY<br>TO THE<br>ORDER OF | ice Commission   | 1011<br><u> <u> </u> </u> |
| two Aundred Letter   |                  |   |
| First Union National Bank<br>Firstunion.com<br>R/T 067006432   |                  |   |
| FOR  | Malaka           | Augen .   |
|  |                  |   |