

Travelers Cable TV, Inc.

13400 Periwinkle Avenue ~ Seminole, FL 33776
Phone 727-394-7096 Fax 727-399-0978

021055-75

October 15, 2002

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd
Tallahassee, FL 32399-0850

Dear Sirs:

Enclosed please find our application form for Authority to Provide Shared Tenant Service within the State of Florida. Also included is our check for \$100.00.

We appreciate your prompt review and approval of our application.

Sincerely,



La Vera Blanco
Account Manager

Encl

DOCUMENT NUMBER-DATE

11234 OCT 16 2002

FPSC-COMMISSION CLERK

1. This is an application for (Check One):

☒ **Original Certificate**

☐ **Approval of Transfer of Existing Certificate**

Example: a non-certificated company purchases a certificated company and desires to retain the original certificate of authority.

☐ **Approval of Assignment of Existing Certificate**

Example: a certificated company purchases a certificated company and desires to retain the certificate of authority of that company.

☐ **Approval of transfer of control**

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

2. Name of company or name of individual (not fictitious name or d/b/a):

Travelers Cable TV, Inc

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

N. A.

4. Official mailing address (including street name & number, Post Office Box, City, State, and Zip code):

Travelers Cable TV, Inc

1809 N. Black Horse Ake, Bldg C

P.O. Box 830

Williamstown, N.J 08094

5. Florida address (including street name & number, Post Office Box, City, State, and Zip code):

Travelers Cable TV, Inc
13400 Periwinkle Ave
Seminole FL 33776

6. Structure of organization:

() Individual () Corporation
(X) Foreign Corporation () Foreign Partnership
() General Partnership () Limited Partnership
() Other: _____

7. If individual, provide:

Name: NA
Title: _____
Address: _____
City/State/Zip: _____
Telephone No.: _____ Fax No.: _____
Internet E-Mail Address: _____
Internet Website Address: _____

8. If incorporated in Florida, provide proof of authority to operate in Florida:

(a) Florida Secretary of State Corporate Registration
Number: NA

9. If a foreign corporation, provide proof of authority to operate in Florida:

(a) Florida Secretary of State Corporate Registration
Number: FO 2 00000 5081

State of Florida



Department of State

I certify from the records of this office that TRAVELERS CABLE TV INC, is a corporation organized under the laws of New Jersey, authorized to transact business in the State of Florida, qualified on October 7, 2002.

The document number of this corporation is F02000005081.

I further certify that said corporation has paid all fees due this office through December 31, 2002, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capitol, this the
Eighth day of October, 2002



CR2EO22 (7-02)

Jim Smith

Jim Smith
Secretary of State

10. If using fictitious name d/b/a, provide proof of compliance with the fictitious name statute (Chapter 865.09, Florida Statutes) to operate in Florida:

(a) Florida Secretary of State Fictitious Name Registration

Number: NA

11. If a limited liability partnership, provide proof of registration to operate in Florida:

(a) Florida Secretary of State Registration

Number: NA

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

(a) Name: NA
Title: _____
Address: _____
City/State/Zip: _____
Telephone No.: _____ Fax No.: _____
Internet E-Mail Address: _____
Internet Website Address: _____

(b) Name: NA
Title: _____
Address: _____
City/State/Zip: _____
Telephone No.: _____ Fax No.: _____
Internet E-Mail Address: _____
Internet Website Address: _____

13. If a foreign limited partnership, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, Florida Statutes):

(a) The Florida Registration

Number: NA

14. Provide F.E.I. Number (if applicable): 58-1732874

15. Who will bill for your services?

Name: Hotwire Communications (Profitec, Inc aggregator)

Address: 300 E Lancaster Av

City/State/Zip: Wynnewood, PA 19096

Telephone No.: 610-642-9767

16. Who will serve as liaison to the Commission with regard to the following?

(a) The application:

Name: LaVera Blanco

Title: Account MANAGER

Address: 13400 Periwinkle Ave.

City/State/Zip: Seminole FL 33776

Telephone No.: 727-394-7096 Fax No.: 727-399-0978

Internet E-Mail Address: LBBLANCO@aol.com

Internet Website Address: NA

(b) Official Point of Contact for ongoing company operations including complaints and inquiries:

Name: LaVera Blanco

Title: Account MANAGER

Address: 13400 Periwinkle Ave.

City/State/Zip: Seminole FL 33776

Telephone No.: 727-394-7096 Fax No.: 727-399-0978

Internet E-Mail Address: LBBLANCO@aol.com

Internet Website Address: NA

(c) Complaint/Inquiries from Customers:

Name: Lavera Blanc
Title: Account MANAGER
Address: 13400 Periwinkle Ave
City/State/Zip: Seminole FL 33776
Telephone No.: 727-394-7096 Fax No.: 727-399-0978
Internet E-Mail Address: LBBLANCO@aol.com
Internet Website Address: NA

17. List the states in which the applicant:

- (a) has applications pending to be certificated as a shared tenant service provider.

NONE

- (b) is certificated to operate as a shared tenant service provider.

NONE

- (c) has been denied authority to operate as a shared tenant service provider and the circumstances involved.

NONE

- (d) has had regulatory penalties imposed for violations of telecommunications statutes, rules, or orders and the circumstances involved.

NONE

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

NONE

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

- (a) 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, provide explanation:

NONE

- (b) Officer, director, partner or stockholder and any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

NONE

19. A. Managerial Capability

H Tyler Bell

Tyler began his career by founding Global Satellite in 1983. As a result of his capable leadership, the company grew from a single storefront selling home satellite systems to the largest residential satellite dealer in Florida within one year. In 1985, the industry underwent a dramatic transformation with the advent of signal scrambling and Tyler took full advantage of this by launching Travelers Cable. His newly formed company focused on providing cable services to residential customers and he channelized his efforts on the RV parks and resort communities. As the company continued to grow, Tyler saw another opportunity to provide services to the industry he was in and formed Travelers Utility Supply in 1991. This new entity sold the utility products necessary to wire the various campgrounds and other communities he currently maintained and serviced. By 1995, Tyler's companies had grown to become the largest provider of cable television to the RV and resort communities and won national awards for service excellence. The Telecommunications Act of 1996 enabled companies to provide an alternative to the local monopolies currently in existence and Tyler immediately entered this market with the formation of Travelers Telecom. He realized that utilizing existing relationships with cable customers was an excellent way to transition into providing bundled services. Tyler's vision for providing broadband services has continued into the formation of Broadstar Communications in 2001, which now provides cable, telephone, and internet services to Multi Dwelling Units. In addition to the above companies, Tyler has diversified his businesses by founding the Atlas Investment Group in 2000 with its primary focus on leasing real estate to small business owners.

Greg Fath

Greg has held a number of positions in his 15 year telecom career while working at Verizon Communications and ATX Telecommunications. After graduating from Seton Hall University in 1987 as a Summa Cum Laude with a degree in Finance, he joined Verizon (New Jersey Bell at that time) as an assistant manager in the company's executive development program. Greg performed many functions ranging from project management to team building within various operational departments. After spending four years in Human Resources and completing his MBA, his career focused on Network Operations and Customer Operations where he was responsible for field organizations (directing the efforts of over 150 employees located at 26 separate garage locations) and customer service departments (managing 1.3 million access lines for residential and business customers). In 1999, Greg was recruited by ATX to build their local services group, including the company's entry into UNE (unbundled network elements) services. Within a year, he was named the company's Director of Customer Operations, at which time he was responsible for Field Services, Customer Service, and Provisioning of the company's entire customer base, while closely managing a \$7 million budget. This year Greg joined Travelers Cable TV in the newly created position of General Manager and is currently overseeing all operational and Human Resources functions.

19. B. Technical Capability

Dr. Yo-Sung Cho

Dr. Cho is Director of Technology. He also is CEO of NetLinc Technologies (NLT). Dr. Cho founded Integrated Network Corporation (INC) in 1985. During his tenure as CEO (1985 – 1998) of INC, the company introduced the first DSL product in 1987 with several hundred thousands of lines shipped to LECs, introduced one of the first DSLAM products in 1994 and sold the technology to Cisco Systems in 1997, and introduced one of the first VDSL products in 1996.

Prior to 1985, Dr. Cho was a department head and technical supervisor at Bell Laboratories and invented SLC-96, the first commercially successful digital loop carrier product in early 1980s, creating multi billion dollar businesses. He was also a General Manager at AT&T International where he ran a \$300 million switching and transmission businesses between 1981 and 1985. He founded two other telecom companies in Korea and is currently serving three telecom companies as board members. He received an MS and Ph.D. from Yale and a BSEE from Seoul National University. He has published numerous papers in the field of telecommunications and chaired many telecom-related sessions.

Jim Zalinski

Jim is in charge of field construction. He joined NetLinc Technologies in April 2001 and manages the company's general administration, contract manufacturing, quality and distribution functions. Prior to joining NetLinc Technologies he was the Vice President of Operations for Integrated Network Corporation where he was responsible for establishing and managing all aspects of the company's international supply chain. Previously, Mr. Zalinski held several management positions with the Digital Telecommunications segment of California Microwave, Inc. He has more than twenty years of business management experience involving start-up and fast growth companies. Mr. Zalinski holds an MBA from Rutgers University and BS in Business Management from Fairleigh Dickinson University.

Bruce McGrath

Bruce is responsible for product development. His career includes 8 years at Integrated Network Corporation, where he served in technical consulting and senior engineering management positions in the development of remote access products including DSLAM, advanced D4, and Copper-Linc product family. Prior to this he was President of a small consulting company whose clients included Telcordia (Bellcore) and Intel. He also was Director of Engineering for all packet oriented remote access products at Infotron Systems Corporation. He has over 25 years experience in network management, remote access transmission systems development and engineering. Mr. McGrath holds BS in Physics from Rutgers University.

19. B. Technical Capability (cont.)

Russell Bell

Russell is Director of Field Operations. Since Global Satellite's inception, Russell has been primarily responsible for installations and maintenance of equipment in the field for the Travelers companies. Russell has an extensive working knowledge of system design, C-Band, Ku-Band, DBS, Microwave, and Fiber. His 17 years of experience managing field and service crews for Travelers have given him a thorough understanding of service process and management techniques. Russell's teams currently service and maintain over 75 separate cable TV systems from Maine to Florida.

Douglas Bell

Douglas is Director of Engineering and Design. Douglas has an extensive background in Construction and Architectural Design, skills that translate well to Travelers business of installing communications infrastructure in a wide variety of buildings and settings. He has managed Construction projects ranging from custom homes to a \$200 Million Water Treatment Facility. Douglas provides valuable expertise in designing, installing, and maintaining Travelers extensive physical cable plant.

19. C. Financial Capability

Travelers Cable TV, Inc. does not have audited financial statements. The attached reviewed statements are true and correct and include Balance Sheets, Income Statements and Statements of Retained Earnings for the years 2001, 2000 and 1999.



H. Tyler Bell, CFO

Travelers Cable TV, Inc. has sufficient financial capability to provide the requested service in the geographic area proposed to be served. The company has secured \$25,000,000 in funding from Digital Communications Network, 4050 20th Street West, Bradenton, FL 34205.

Travelers Cable TV, Inc. has sufficient financial capability to maintain the requested service.

Travelers Cable TV, Inc. has sufficient financial capability to meet its ownership obligations. It has no lease obligations.

TRAVELERS CABLE TV, INC.

Balance Sheet

December 31, 2001

Assets

Current assets:

Cash	\$ 16,418
Accounts receivable, less reserve for bad debt of \$32,365	332,590
Inventory	152,077
Stockholder loan	307,071
Due from related companies	311,138
Employee advances	2,850
Note receivable and accrued interest	14,874
Prepaid rent	<u>23,125</u>

Total current assets 1,160,143

Property and equipment

Cable systems	2,197,200
Vehicles	123,513
On-site trailers	71,095
Leasehold improvements	52,975
Heavy equipment	96,270
Office equipment	111,409
Pay phone equipment	20,995
Furniture and fixtures	42,713
Miscellaneous equipment	<u>48,045</u>

2,764,215

Less accumulated depreciation 719,295

Net property and equipment 2,044,920

Loan costs, net of \$1,100 amortization 4,900

\$3,209,963

See accompanying accountant's review report and notes to financial statements.

2001

Liabilities and Stockholder's Equity

Current liabilities:	
Note payable to bank	\$600,000
Current installments of long-term debt	199,540
Trade accounts payable	71,791
Other payables	2,858
Accrued interest	12,626
Unearned revenue	<u>12,969</u>
Total current liabilities	899,784
Long-term debt, excluding current installments	<u>1,742,821</u>
Total liabilities	<u>2,642,605</u>
Stockholder's equity:	
Common stock, \$2 par value, authorized 2,500 shares, issued and outstanding 2,500 shares	5,000
Additional paid-in capital	57,712
Retained earnings	<u>504,646</u>
Total stockholder's equity	<u>567,358</u>

\$3,209,963

TRAVELERS CABLE TV, INC.

Statement of Income and Retained Earnings

Year ended December 31, 2001

Net sales	\$1,944,202
Cost of sales	<u>554,418</u>
Gross profit	1,389,784
General and administrative expense	<u>964,300</u>
Operating income before extraordinary item	425,484
Other income and (deductions):	
Interest and other income	12,832
Interest expense	-206,650
Gain on asset sale	<u>46,317</u>
	<u>-147,501</u>
Income before extraordinary item	277,983
Extraordinary item	<u>-132,240</u>
Net income	145,743
Retained earnings, beginning of period	406,044
Distributions	<u>-47,141</u>
Retained earnings, end of period	<u>\$504,646</u>

See accompanying accountant's review report and notes to financial statements.

TRAVELERS CABLE TV, INC.

Balance Sheet

December 31, 2000

Assets

Current assets:

Cash	\$ 42,414
Accounts receivable, less reserve for bad debt of \$15,387 (note 2)	215,996
Inventory	97,000
Stockholder loan (note 3)	227,850
Due from related companies (note 3)	437,919
Employee advances	675
Note receivable and accrued interest (note 4)	<u>13,434</u>

Total current assets 1,035,288

Property and equipment (note 2)

Cable systems	1,994,678
Vehicles	90,660
On-site trailers	29,095
Heavy equipment	48,270
Office equipment	47,839
Pay phone equipment	20,995
Furniture and fixtures	14,381
Miscellaneous equipment	<u>30,039</u>

2,275,957

Less accumulated depreciation 614,413

Net property and equipment 1,661,544

Deposits 2,865

\$2,699,697

See accompanying accountant's review report and notes to financial statements.

2000

Liabilities and Stockholder's Equity

Current liabilities:	
Current installments of long-term debt(note 2)	\$ 183,624
Trade accounts payable	76,295
Other accounts payable	14,920
Accrued interest	13,942
Unearned revenue	<u>20,039</u>
Total current liabilities	308,820
Long-term debt, excluding current installments(note 2)	<u>1,922,121</u>
Total liabilities	<u>2,230,941</u>
Stockholder's equity:	
Common stock, \$2 par value, authorized 2,500 shares. issued and outstanding 2,500 shares	5,000
Additional paid-in capital	57,712
Retained earnings	<u>406,044</u>
Total stockholder's equity	<u>468,756</u>

\$2,699,697

TRAVELERS CABLE TV, INC.

Statement of Income and Retained Earnings

Year ended December 31, 2000

Net sales	\$1,407,734
Cost of sales	<u>420,526</u>
Gross profit	987,208
General and administrative expense	<u>794,160</u>
Operating income	193,048
Other income and (deductions):	
Interest and other income	93,093
Interest expense	-192,374
Loss on sale of system	<u>-1,702</u>
	<u>-100,983</u>
Net income	92,065
Retained earnings, beginning of period	411,194
Distributions	<u>-97,215</u>
Retained earnings, end of period	<u>\$406,044</u>

See accompanying accountant's review report and notes to financial statements.

TRAVELERS CABLE TV, INC.

Balance Sheet

December 31, 1999

Assets

Current assets:

Cash	\$ 9,182
Accounts receivable, less reserve for bad debt of \$25,398 (note 2)	127,242
Stockholder loan (note 3)	217,000
Due from related companies (note 3)	675,051
Employee advances	1,866
Note receivable and accrued interest (note 4)	<u>11,995</u>

Total current assets 1,042,336

Property and equipment (note 2)

Cable systems	1,965,393
Vehicles	90,660
On-site trailers	29,095
Heavy equipment	48,270
Office equipment	46,423
Pay phone equipment	25,995
Furniture and fixtures	12,365
Miscellaneous equipment	<u>22,016</u>

2,240,217

Less accumulated depreciation 531,555

Net property and equipment 1,708,662

Deposits 2,865

\$2,753,863

See accompanying accountant's review report and notes to financial statements.

1999

Liabilities and Stockholder's Equity

Current liabilities:	
Current installments of long-term debt(note 2)	\$ 117,222
Trade accounts payable	33,596
Other accounts payable	3,416
Accrued interest	14,948
Unearned revenue	<u>5,031</u>
Total current liabilities	174,213
Long-term debt, excluding current installments(note 2)	<u>2,105,744</u>
Total liabilities	<u>2,279,957</u>
Stockholder's equity:	
Common stock, \$2 par value, authorized 2,500 shares, issued and outstanding 2,500 shares	5,000
Additional paid-in capital	57,712
Retained earnings	<u>411,194</u>
Total stockholder's equity	<u>473,906</u>

\$2,753,863

TRAVELERS CABLE TV, INC.

Statement of Income and Retained Earnings

Year ended December 31, 1999

Net sales	\$1,014,276
Cost of sales	<u>145,886</u>
Gross profit	868,390
General and administrative expense	<u>818,631</u>
Operating income	49,759
Other income and (deductions):	
Interest and other income	12,222
Interest expense	-220,668
Gain on sale of systems	<u>198,254</u>
	<u>-10,192</u>
Net income	39,567
Retained earnings, beginning of period	496,151
Distributions	<u>-124,524</u>
Retained earnings, end of period	<u>\$411,194</u>

See accompanying accountant's review report and notes to financial statements.

****APPLICANT ACKNOWLEDGMENT STATEMENT****

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of **0.15 of one percent** of the gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of **two and one-half percent** on all intra- and interstate business.
3. **SALES TAX:** I understand that a **seven percent** sales tax must be paid on intra- and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of **\$100.00** must be submitted with the application.

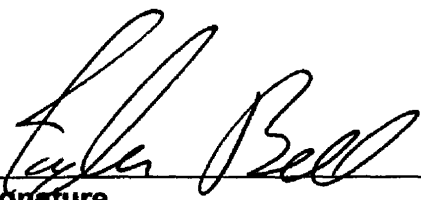
UTILITY OFFICIAL:

Tyler Bell
Print Name

General Manager
Title

856-286-5000
Telephone No.

Address: 1809 N. Black Horse Pike
Williamstown, NJ 08094


Signature

10/14/02
Date

856-429-4481
Fax No.

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 shared tenant 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.

I will comply with all current and future Commission requirements regarding shared tenant services. I understand that I am required to pay a regulatory assessment fee (minimum of \$50.00 per calendar year) and pay gross receipts tax. Furthermore, I agree to keep the Commission advised of any changes in the names or addresses listed in the application within 10 days of the change.

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."

UTILITY OFFICIAL:

Tyler Bell
Print Name


Signature

General Manager
Title

10/14/02
Date

856-286-5000
Telephone No.

856-629-4481
Fax No.

Address: 1809 N. Black Horse Pike
Williamstown, NJ 08094

CERTIFICATE TRANSFER OR ASSIGNMENT STATEMENT

I, (Name) N.A.

(Title) _____

of (Name of Company) _____

and current holder of Florida Public Service Commission Certificate Number # _____

have reviewed this application and join in the petitioner's request for a:

☐ transfer

☐ assignment

of the above-mentioned certificate.

UTILITY OFFICIAL:

Print Name _____

Signature _____

Title _____

Date _____

Telephone No. _____

Fax No. _____

Address: _____

