

WIGGINS & VILLACORTA, P.A.

ATTORNEYS AT LAW

501 EAST TENNESSEE STREET

POST OFFICE DRAWER 1657

TALLAHASSEE, FLORIDA 32302

TELEPHONE (904) 222-1534

TELECOPIER (904) 222-1689

February 6, 1996

ORIGINAL
FILE COPY

VIA HAND DELIVERY

Ms. Blanca Bayo
Director of Records & Reporting
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850

96 0135-7X

Re: Telephone Company of Central Florida, Inc.

Dear Ms. Bayo:

Enclosed for filing are the original and five (5) copies of Telephone Company of Central Florida, Inc.'s (TCCF) Application for Authority to Provide Alternative Local Exchange Service Within the State of Florida, along with the \$250 filing fee. TCCF will file its price list prior to offering services to the public.

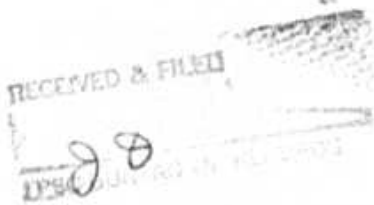
Thank you for your assistance in this matter.

Sincerely,



Marsha E. Rule

MER:plk
Enclosures



DOCUMENT NUMBER-DATE

01319 FEB-6 96

FPSC-RECORDS/REPORTIN

APPLICATION
FOR AUTHORITY TO PROVIDE
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

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 of authority.

() Approval of assignment of existing certificate (to a non-certificated 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:

Telephone Company of Central Florida, Inc.

3. Name under which the applicant will do business:

Telephone Company of Central Florida, Inc.

4. If applicable, please provide proof of fictitious name registration.

Fictitious name registration number: _____.

Not applicable.

5. A. National and Florida mailing addresses including street name, number, post office box, city, state and zip code.

National: 3551 West Lake Mary Blvd.
Suite 210
Lake Mary, Florida 32746

Florida: 3551 West Lake Mary Blvd.
Suite 210
Lake Mary, Florida 32746

DOCUMENT NUMBER-DATE

01319 FEB-68

FPSC-RECORDS/REPORTING

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

3551 West Lake Mary Blvd.
Suite 210
Lake Mary, Florida 32746

6. Structure of organization:

- | | |
|--|---|
| <input type="checkbox"/> Individual | <input checked="" type="checkbox"/> Corporation |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Joint Venture | <input type="checkbox"/> Other, explain _____ |

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

Not applicable.

8. 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.

No.

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

Corporate charter number: P95000092669

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.

Ongoing liaison: Elder N. Ripper
3551 West Lake Mary Blvd.
Suite 210
Lake Mary, Florida 32746
(407) 328-5002 telephone
(407) 321-1454 fax

Application liaison:

Marsha E. Rule
Wiggins & Villacorta, P.A.
501 East Tennessee Street
Suite B
Post Office Drawer 1657
Tallahassee, Florida 32302
(904) 222-1534 telephone
(904) 222-1689 fax

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

None.

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

No.

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

No.

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

Customers can contact Customer Service by calling a toll-free number: 1-800-314-8430.

15. Please complete and file a price list in accordance with Commission Rule 25-24.825.

TCCF will file its price list prior to offering services to the public.

16. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide alternative local exchange service in Florida.

A. Financial capability.

Attached as Exhibit 1.

B. Managerial capability.

Attached as Exhibit 2.

- C. Technical capability.
(If you will be providing local intra-exchange switched telecommunications service, then state how you will provide access to 911 emergency services. If the nature of the emergency 911 service access and funding mechanism is not equivalent to that provided by the local exchange companies in the areas to be served, describe in detail the differences.)

Attached as Exhibit 3.

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 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 Section 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.

Official: E. N. [Signature] AS
Signature

Title: PRESIDENT

1-25-96
Date
407-328-5002
Telephone Number

TELECOMMUNICATIONS COMPANY OF CENTRAL FLORIDA, INC.
PROJECTED INCOME STATEMENT FOR 1996

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Local Access	-	-	-	22,800	66,120	127,908	183,517	233,565	278,609	319,148	355,633	388,470	1,975,771
Long Distance	-	-	-	19,500	56,550	109,395	156,956	199,760	238,284	272,956	304,160	332,244	1,689,804
Total Revenue	-	-	-	42,300	122,670	237,303	340,473	433,325	516,893	592,104	659,793	720,714	3,665,575
Product Costs													
Local Access	-	-	-	20,344	52,698	95,850	128,406	157,697	184,060	207,786	229,139	248,357	1,324,346
Long Distance	-	-	-	8,250	23,925	46,283	66,404	84,514	100,812	115,481	128,683	140,565	714,917
Cost of Access	-	-	-	-	-	-	-	-	-	-	-	-	-
Billing	-	-	-	1,525	4,423	8,555	12,275	15,622	18,635	21,347	23,787	25,983	132,151
Total Product Costs	-	-	-	30,119	81,045	150,698	207,085	257,833	303,507	344,613	381,609	414,905	2,171,414
Gross Margin	-	-	-	12,181	41,625	86,605	133,388	175,492	213,386	247,490	278,184	305,809	1,494,161
Production Costs													
Program Manager	125,000		10,000	10,000	10,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	65,000
Process/System Support	100,000		8,333	8,333	8,333	4,167	4,167	4,167	4,167	4,167	4,167	4,167	54,167
Dedicated Support	100,000		2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	20,833
Provisioning			-	2,600	5,200	7,800	7,800	7,800	7,800	7,800	7,800	7,800	62,400
Client Services			2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	25,000
Total Production Costs			22,917	25,517	28,117	21,550	21,550	21,550	21,550	21,550	21,550	21,550	227,400
Contribution Margin			(22,917)	(13,336)	13,608	65,055	111,838	153,942	191,836	225,940	256,634	284,258	1,266,761
Sales Costs													
Commission	1%		-	423	1,227	2,375	3,405	4,333	5,169	5,921	6,598	7,207	36,656
Sales Manager	100,000		8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	83,333
Sales Representative	62,500		5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,208	52,083
Telemarketing	25		44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	44,000	440,000
Training Costs (% of TR)	10%		4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	44,000
Marketing Collateral			2,000	4,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	54,000
T&L			2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	20,000
Consulting Fees			3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	30,000
Total Sales Costs			88,942	71,365	74,168	75,315	76,346	77,275	76,111	78,863	79,540	80,148	780,072
Direct Margin			(91,858)	(84,700)	(60,560)	(10,259)	35,491	76,667	113,725	147,078	177,095	204,110	506,683
Support Costs													
Legal & Regulatory 25%			2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	20,833
Overhead - 15% of Other Costs			13,779	14,532	15,343	14,530	14,684	14,824	14,949	15,062	15,163	15,255	148,121
Income Before Tax			(107,720)	(101,315)	(78,065)	(26,872)	18,724	59,780	96,693	129,932	159,848	186,772	337,734
Gross Margin %				29%	34%	36%	39%	40%	41%	42%	42%	42%	41%
EBIT %				-240%	-64%	-11%	5%	14%	19%	22%	24%	26%	9%

Telephone Company of Central Florida, Inc.

Managerial Capability

ELDER N. RIPPER

Mr. Ripper, the founder of Telephone Company of Central Florida, Inc. serves as President and Chief Executive Officer of the company. Mr. Ripper, who has 25 years of business and technical experience in the telecommunications industry, has designed local and wide area integrated voice/data networks for companies in a variety of industries. He is experienced in the use and deployment of existing and developing technologies including analog and digital trunk facilities, Software Defined Networks, ISDN, Centrex and data communications services ranging from two-wire analog through switched 56k and Frame Relay to T-1.

In addition to his technical expertise, Mr. Ripper is a seasoned executive and business manager. He has 10 years of experience as an officer of telecommunications companies, including the startup and operation of businesses. Mr. Ripper has established proposal management organizations for major telecommunications manufacturers and implemented the senior management review processes necessary to ensure profitability of such undertakings. He has provided program management and technical support to field representatives in the installation of new telecommunications technologies at locations such as U.S. Air Force and U.S. Army bases, the White House, U.C.L.A., McDonnell Douglas, Northwestern University, and Regional Bell Operating Companies. He earned his B.S. in Mechanical Engineering from Case Institute of Technology in 1971.

Telephone Company of Central Florida, Inc.

Technical Capability

As shown in Exhibit 2, Mr. Elder Ripper, TCCF's President and CEO, has 25 years of business and technical experience in the telecommunications industry, including experience in network design. TCCF initially will provide service by reselling services purchased from local exchange companies or alternative local exchange companies, and therefore will enter into contractual and/or tariff relationships with one or more such companies in its service areas.

TCCF will provide access to 911 emergency services over LEC or ALTEC facilities. The nature of the emergency 911 service access and funding mechanism will therefore be equivalent to that provided by the local exchange companies in the areas to be served.