

**Lance J.M. Steinhart**  
Attorney At Law  
6455 East Johns Crossing  
Suite 285  
Duluth, Georgia 30097

Also Admitted in New York  
and Maryland

DEPOSIT

DATE

Telephone: (770) 232-9200

Facsimile: (770) 232-9208

**D691**

**JAN 20 1998**

January 16, 1998

**VIA OVERNIGHT DELIVERY**

Florida Public Service Commission  
Division of Communications  
Certification & Compliance Section  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850

980094-TX

Re: Southern Telemanagement Group, Inc.

Dear Sir/Madam:

Enclosed please find one original and six (6) copies of Southern Telemanagement Group, Inc.'s Application for Authority to Provide Alternate Local Exchange Service Within the State of Florida.

Southern Telemanagement Group, Inc. has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Southern Telemanagement Group, Inc.'s stated financial capability, attached to its application is a copy of the Company's Financial Statements for the year ended December 31, 1996. As a reseller, applicant does not intend to make a capital investment to provide service in the State of Florida, however, applicant intends to fund the provision of service through internally generated cash flow. Southern Telemanagement Group, Inc. also has the ability to borrow funds, if required, based upon its financial capabilities.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Received by  
forwarded to  
Fiscal to  
to RAR

Initials of person who forwarded

A.S.

DOCUMENT NUMBER-DATE

**01053 JAN 20 98**

FPSC REGISTRATION/REPORTING

Florida Public Service Commission  
January 16, 1998  
Page 2

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding the application, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for Southern Telemanagement Group, Inc.

Enclosures  
cc: Frank Brown

**FLORIDA PUBLIC SERVICE COMMISSION  
CAPITAL CIRCLE OFFICE CENTER - 2540 SHUMARD OAK BOULEVARD  
TALLAHASSEE, FLORIDA 32399-0850**

**APPLICATION FORM  
for  
AUTHORITY TO PROVIDE ALTERNATIVE LOCAL EXCHANGE SERVICE  
WITHIN THE STATE OF FLORIDA**

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**INSTRUCTIONS**

1. **This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing alternative local exchange certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee.**
  2. **Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.**
  3. **Use a separate sheet for each answer which will not fit the allotted space.**
  4. **If you have questions about completing the form, contact:**  
  

**Florida Public Service Commission  
Division of Communications  
Certification & Compliance Section  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0866  
(904) 413-6600**
  5. **Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250 made payable to the Florida Public Service Commission at the above address.**
-

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

**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:

**Southern Telemanagement Group, Inc.**

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

**d/b/a Not Applicable**

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

Fictitious name registration number: Not Applicable

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

**33 Gulf Breeze Parkway  
Gulf Breeze, Florida 32561  
850-934-6444**

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

**33 Gulf Breeze Parkway  
Gulf Breeze, Florida 32561  
850-934-6444**

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, Please explain

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

N/A

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: P96000029178

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.

**Frank Brown - Ongoing Liaison**  
**President**  
**Southern Telemanagement Group, Inc.**  
**33 Gulf Breeze Parkway**  
**Gulf Breeze, Florida 32561**  
**850-934-6444/Phone**  
**850-934-6222/Fax**

**Lance J.M. Steinhart - Application**  
**Regulatory Counsel**  
**6455 E. Johns Crossing, Suite 285**  
**Duluth, GA 30097**  
**770-232-9200/Phone**  
**770-232-9208/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. The company is in the process of applying to provide local exchange service in Florida, Louisiana, Georgia and Alabama.**

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.

Customer service will be available at the same times as the incumbent local exchange carriers which will provide the underlying facilities for applicant's proposed service.

15. Please complete and file a price list in accordance with Commission Rule 25.24.825

Applicant will provide prior to the commencement of the provision of basic service.

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.

Regarding the showing of financial capability, the following applies

The application should contain the applicant's financial statements for the most recent 3 years including:

1. the balance sheet
2. income statement
3. statement of retained earnings

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

1. Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served
2. Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.
3. Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

**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 attest that the financial statements are true and correct.

**See Attached**

**B. Managerial capability.**

**See Attached.**

**C. Technical capability.**

(If you will be providing local intra exchange switched telecommunications service, then state how you will provide access to 911 emergency service. 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 difference.)

**Since applicant intends to provide only resold local exchange service utilizing the facilities of incumbent local exchange carriers, access to 911 emergency service will be provided by the LECs.**



**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 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".

Official: Frank Brown  
Signature Date

Title: Frank Brown \_\_\_\_\_ 850-934-6444  
Telephone Number  
President

Address: 33 Gulf Breeze Parkway  
Gulf Breeze, Florida 32561

 LYNN AFFLECK  
My Comm. Exp. 7-12-98  
Bonded By Service Ins  
No. CC391871  
My Comm. Known ( ) Other ( )

Lynn Affleck 1/16/98

**LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

PENSACOLA  
320 West Cervantes St.  
Pensacola, FL 32501  
(904) 432-8111  
FAX 469-9199



Smith Business Services, Inc.

GULF BREEZE  
1101 Gulf Breeze Pkwy  
Suite 101, Box 23  
Gulf Breeze, FL 32561  
(904) 932-3326  
FAX 932-7209

SEPTEMBER 15, 1997

SOUTHERN TELEMAGEMENT GROUP, INC.  
33 GULF BREEZE PARKWAY  
GULF BREEZE, FLORIDA 32561

THE ACCOMPANYING BALANCE SHEET FOR SOUTHERN TELEMAGEMENT GROUP, INC. AS OF DECEMBER 31, 1996 AND THE RELATED STATEMENT OF INCOME AND CASH FLOW AS OF DECEMBER 31, 1996 AND THE YEAR-TO-DATE HAVE BEEN PREPARED BY US IN ACCORDANCE WITH TAX ACCOUNTING PRINCIPLES OF THE INTERNAL REVENUE CODE AND THE ATTENDANT RULES AND REGULATIONS THERETO.

OUR ENGAGEMENT IS LIMITED TO ORGANIZING, IN THE FORM OF TAX BASIS FINANCIAL STATEMENT, THE ACCOUNTING AND FINANCIAL DATA OF MANAGEMENT AS REFLECTED IN ITS BOOKS AND RECORDS. ACCORDINGLY, THE ACCOMPANYING FINANCIAL STATEMENTS ARE A REPRESENTATION OF MANAGEMENT PROVIDED DATA AND WE CAN UNDERTAKE NO RESPONSIBILITY FOR ITS ACCURACY.

IN OUR CAPACITY AS ENROLLED AGENTS, FEDERALLY GRANTED THE RIGHT BY THE U. S. TREASURY DEPARTMENT TO PRACTICE BEFORE THE INTERNAL REVENUE SERVICE, WE DECLARE WE ARE NOT AWARE OF MATERIAL ADJUSTMENTS THAT NEED BE MADE TO THE ACCOMPANYING FINANCIAL STATEMENTS TO BRING THEM IN CONFORMITY WITH TAX ACCOUNTING PRINCIPLES OF THE INTERNAL REVENUE CODE--UNLESS SUCH ADJUSTMENTS ARE SO NOTED IN THE ACCOMPANYING FOOTNOTES WHICH ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

SMITH BUSINESS SERVICES, INC.

**SOUTHERN TELEMANAGEMENT GROUP, INC.**  
**BALANCE SHEET (INTERIM)**  
**DECEMBER 31, 1996**

**ASSETS**

**CURRENT ASSETS**

COMPASS BANK	\$	12,724.10	
JACKSONVILLE		14.99	
NOTE RECEIVABLE		7,451.96	
		-----	
<b>TOTAL CURRENT ASSETS</b>			<b>\$ 20,191.05</b>

**FIXED ASSETS**

DEPRECIABLE ASSETS	\$	21,003.38	
ACCUMULATED DEPRECIATION		(13,266.00)	
		-----	
<b>TOTAL FIXED ASSETS</b>			<b>7,737.38</b>

**OTHER ASSETS**

DEPOSITS		2,476.75	
		-----	
		0.00	
ORGANIZATION COSTS		70.00	
LESS: AMORTIZATION		(10.50)	
		-----	
		59.50	
		-----	
<b>TOTAL OTHER ASSETS</b>			<b>2,536.25</b>
			-----
<b>TOTAL ASSETS</b>			<b>\$ 30,464.68</b>
			-----

**SEE ACCOUNTANTS' COMPILATION REPORT WHICH IS AN  
INTEGRAL PART OF THIS STATEMENT**

**SOUTHERN TELEMANAGEMENT GROUP, INC**  
**BALANCE SHEET (INTERIM)**  
**DECEMBER 31, 1996**

**LIABILITIES AND STOCKHOLDERS EQUITY**

<b>CURRENT LIABILITIES</b>		
STATE WITHHELD TAX	265.12	
PAYROLL TAXES PAYABLE	1,635.73	
	-----	
<b>TOTAL CURRENT LIABILITIES</b>		<b>\$ 1,900.85</b>
<b>LONG TERM LIABILITIES</b>		
LOAN PAYABLE - STOCKHOLDER	2,462.99	
CLUBLIFE RESORTS	5,980.76	
	-----	
<b>TOTAL LONG TERM LIABILITES</b>		<b>8,443.75</b>
		-----
<b>TOTAL LIABILITIES</b>		<b>10,344.60</b>
<b>OWNERS' EQUITY</b>		
CAPITAL		
COMMON STOCK ISSUED	1,000.00	
CASH DISTRIBUTIONS	(36,486.50)	
NET INCOME (LOSS)	55,606.58	
	-----	
<b>TOTAL STOCKHOLDER'S EQUITY</b>		<b>20,120.08</b>
		-----
<b>TOTAL LIABILITES AND EQUITY</b>		<b>\$ 30,464.68</b>
		-----

**SEE ACCOUNTANTS' COMPILATION REPORT WHICH IS AN  
INTEGRAL PART OF THIS STATEMENT**

## NOTES TO FINANCIAL STATEMENTS

### SOUTHERN TELEMANAGEMENT GROUP, INC.

1. Southern Telemanagement Group, Inc., was incorporated from the sole proprietorship of Southern Telemanagement Group, which began business November 1994. The Company is organized as a For-Profit Corporation chartered in the State of Florida to market long distance telephone service. A S Corporation Election approval was received from the Internal Revenue Service for the tax year beginning April 1, 1996.
2. The Company recognizes income and expenses using the cash accounting method. We have reconciled cash reported on hand with check registers and the bank checking account statement each month and prepared monthly income statements on a continuing basis.
3. Assets are stated at cost. Furniture and Fixtures are depreciated over a seven-year period using the modified accelerated cost recovery system method (MACRS). Listed property is depreciated over a five-year period using the modified accelerated cost recovery system method (MACRS).
4. Long-term liabilities
  - a. Clublife Resorts, Inc. - Original principle balance \$6,000 - 14.5% interest - Due December 2002.

SOUTHERN TELEMANAGEMENT GROUP, INC  
 INCOME STATEMENT (INTERIM)  
 FOR THE ONE MONTH AND  
 TWELVE MONTHS ENDED

	CURRENT PERIOD		YEAR TO-DATE	
	THIS YEAR	%	THIS YEAR	%
REVENUE				
SALES	\$ 80,245.01	100.00	\$ 117,822.14	99.88 %
OTHER	0.00	00	395.00	.12
TOTAL REVENUE	80,245.01	100.00	118,217.14	100.00
COST OF REVENUE				
TOTAL PURCHASES	0.00	00	0.00	00
TOTAL COST OF REVENUE	0.00	00	0.00	00
GROSS PROFIT	80,245.01	100.00	118,217.14	100.00
OPERATING EXPENSES				
ACCOUNTING	0.00	00	469.98	.14
ADVERTISING	270.90	.34	2,760.00	.82
AMORTIZATION	10.50	.01	10.50	.00
EMPLOYE AUTO	2,408.35	3.25	10,491.01	3.16
BANK FEES	84.53	.11	122.53	.04
COMMISSIONS	8,467.53	10.55	51,151.53	15.12
DEPRECIATION	12,186.82	15.13	13,244.00	3.92
DUES/SUBSCRIPTIONS	(130.00)	(.16)	594.21	.18
ENTERTAINMENT/MEALS	2,457.92	3.06	3,017.13	.89
INSURANCE	(73.98)	(.09)	1,163.65	.34
INTEREST	0.00	.00	522.59	.15
LEASED EQUIPMENT	(252.70)	(.31)	2,741.71	.82
OFFICE EXPENSE	3,609.88	4.50	6,442.80	1.96
PROFESSIONAL SERVICES	0.00	.00	150.00	.10
RENT	5,635.14	7.02	16,574.34	4.90
SALARY - OFFICER	3,000.00	3.74	11,000.00	3.25
SUPPLIES	0.00	.00	64.80	.02
TAXES - OTHER	0.00	.00	30.00	.01
TAXES - PAYROLL	3,262.54	4.07	10,198.18	3.02
TAXES - SUTA	0.00	.00	701.20	.21
TAXES - FUTA	0.00	.00	483.61	.14
TELEPHONE	2,514.27	3.14	13,651.98	4.04
TRAVEL	943.32	1.18	9,400.00	2.76
UTILITIES	241.04	.30	2,199.98	.65
WAGES	41,712.41	51.98	125,413.02	37.04
TOTAL OPERATING EXPENSES	86,549.57	107.86	282,205.15	81.64
OPERATING INCOME	(6,304.56)	(7.86)	56,012.00	14.56

SEE ACCOUNTANTS' COMPILATION REPORT NUMBER IS AN  
 INTEGRAL PART OF THIS STATEMENT

**TRINITY TELEMANAGEMENT GROUP, INC**  
**INCOME STATEMENT (INTERIM)**  
**FOR THE ONE MONTH AND**  
**TWELVE MONTHS ENDED**

	CURRENT PERIOD		YEAR TO DATE	
	THIS YEAR	%	THIS YEAR	%
<b>LESS: NON-Deductible EXPENSES</b>	(25.00)	( .03)	605.63	.12
<b>NET INCOME (LOSS)</b>	\$ (6,275.54)	(7.83)%	55,606.58	16.66%

**SEE ACCOUNTANTS' COMPILATION REPORT WHICH IS AN**  
**INTEGRAL PART OF THIS STATEMENT**



SOUTHERN TELEMANAGEMENT GROUP, INC.  
 TREND STATEMENT  
 FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1996

	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	YTD	% OF SALES
<b>REVENUE</b>															
SALES	\$ 3.00	\$ 0.00	\$ 3.00	\$ 11,822.93	\$ 35,123.34	\$ 16,388.25	\$ 43,852.25	\$ 3.00	\$ 3.00	\$ 16,732.52	\$ 53,423.89	\$ 40,143.25	\$ 80,245.31	\$ 317,822.24	99.98%
OTHER	0.00	0.00	0.00	395.20	175.30	475.00	7.27	0.00	0.00	0.00	0.00	0.00	0.00	1,052.77	0.33%
<b>TOTAL REVENUE</b>	<b>3.00</b>	<b>0.00</b>	<b>3.00</b>	<b>12,218.13</b>	<b>35,308.64</b>	<b>16,863.25</b>	<b>43,859.52</b>	<b>3.00</b>	<b>3.00</b>	<b>16,732.52</b>	<b>53,423.89</b>	<b>40,143.25</b>	<b>80,245.31</b>	<b>318,875.01</b>	<b>100.00%</b>
<b>COST OF REVENUE</b>															
<b>TOTAL PURCHASES</b>	<b>3.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00%</b>
<b>TOTAL COST OF REVENUE</b>	<b>3.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00%</b>
<b>GROSS PROFIT</b>	<b>0.00</b>	<b>0.00</b>	<b>3.00</b>	<b>12,218.13</b>	<b>35,308.64</b>	<b>16,863.25</b>	<b>43,859.52</b>	<b>3.00</b>	<b>3.00</b>	<b>16,732.52</b>	<b>53,423.89</b>	<b>40,143.25</b>	<b>80,245.31</b>	<b>318,875.01</b>	<b>100.00%</b>
<b>OPERATING EXPENSES</b>															
ACCOUNTING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	488.94	0.00	0.00	0.00	0.00	488.94	0.15%
ADVERTISING	0.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	42.21	420.22	75.00	270.00	1,517.43	0.48%
AMORTIZATION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00%
AUTO	0.00	0.00	0.00	0.00	11.13	<11.13>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00%
EMPLOYEE AUTO	0.00	0.00	0.00	0.00	187.54	957.67	1,519.82	1,199.96	1,119.37	1,175.40	411.77	2,608.15	10,491.01	3.14%	
LEASE FEES	0.00	0.00	0.00	30.00	0.00	0.00	0.00	0.00	0.00	0.00	6.00	84.53	122.53	0.04%	
COMMISSIONS	0.00	0.00	0.00	6,135.35	7,456.95	6,749.64	6,893.67	5,150.00	3,181.78	7,727.21	11,190.20	8,487.51	51,151.53	15.73%	
DEPRECIATION	0.00	0.00	0.00	28.13	122.31	122.31	112.31	168.71	188.67	188.67	188.67	12,186.82	13,266.30	3.92%	
DUPLICATES/SUBSCRIPTIONS	0.00	0.00	0.00	0.00	284.68	0.00	0.00	0.00	36.53	0.00	405.00	<110.00>	596.21	0.18%	
ENTERTAINMENT/MEALS	0.00	0.00	0.00	0.00	91.87	467.54	7.00	0.00	0.00	0.00	0.00	2,457.92	3,017.33	0.89%	
INSURANCE	0.00	0.00	0.00	0.00	186.80	183.40	183.40	183.40	183.40	0.00	513.83	<73.90>	1,163.65	0.34%	
INTEREST	0.00	0.00	0.00	0.00	76.24	75.72	0.00	0.00	370.11	0.00	0.00	0.00	522.07	0.15%	
LABOR EQUIPMENT	0.00	0.00	0.00	0.00	192.31	516.44	127.70	125.00	891.23	255.41	706.32	<252.70>	2,761.71	0.82%	
OFFICE EXPENSES	0.00	0.00	0.00	27.88	266.37	123.47	660.28	174.72	18.75	165.00	1,616.53	3,609.88	6,642.80	2.06%	
PROFESSIONAL SERVICES	0.00	0.00	0.00	0.00	100.88	0.00	0.00	100.88	0.00	150.00	0.00	0.00	350.30	0.10%	
RENT	0.00	0.00	0.00	1,288.00	1,288.00	1,288.20	2,340.00	0.00	560.00	3,040.00	834.00	5,615.10	16,576.34	4.99%	
SALARY - OFFICES	0.00	0.00	0.00	1,888.00	1,588.00	500.00	1,500.00	500.00	1,000.00	1,500.00	500.00	3,000.00	11,000.00	3.25%	
SUPPLIES	0.00	0.00	0.00	0.00	0.00	66.80	0.00	0.00	0.00	0.00	0.00	0.00	66.80	0.02%	
TAXES - OTHER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30.00	0.00	0.00	0.00	30.00	0.01%	
TAXES - PAYROLL	0.00	0.00	0.00	298.36	769.64	286.55	1,460.58	477.48	1,191.20	2,071.97	660.36	3,262.56	10,196.18	3.02%	
TAXES - FUTA	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	781.20	0.00	0.00	781.20	0.21%	
TAXES - FUTA	0.00	0.00	0.00	0.00	0.00	0.00	275.85	0.00	0.00	287.76	0.00	0.00	483.61	0.14%	
TELEPHONE	0.00	0.00	0.00	1,181.17	2,728.31	384.30	1,561.73	260.00	872.62	1,986.67	2,400.71	2,516.37	13,651.98	4.04%	
TRAVEL	0.00	0.00	0.00	1,432.70	858.00	1,443.34	19.81	2,000.00	135.53	2,308.00	0.00	943.12	9,440.70	2.74%	

SOUTHERN TELEMANAGEMENT GROUP, INC.  
 TRIMO STATEMENT  
 FOR THE TWELVE MONTHS ENDED DECEMBER 31, 1994

	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL	% OF 1993
UTILITIES		0.00	0.00	0.00	0.00	0.00	269.57	471.19	1.00	251.04	84.40	1.00	241.04	1,114.80	1.1
WAGES		0.00	0.00	0.00	2,900.00	8,560.57	21,200.00	17,593.00	5,742.47	14,571.57	25,579.57	6,554.04	41,702.4	125,400.00	17.8
TOTAL OPERATING EXPEN		0.00	0.00	0.00	16,150.00	25,722.54	14,150.80	34,657.75	24,444.40	25,107.14	47,140.84	27,221.04	85,344.3	240,200.00	34.44
OPERATING INCOME		0.00	0.00	0.00	41,945.58	5,885.00	1,442.43	29,210.40	424,444.92	11,224.38	5,771.73	23,127.00	49,124.34	1,500,000.00	19.5
LESS NON-DEDUCTIBLE EX		0.00	0.00	0.00	0.00	240.00	0.00	25.00	0.00	245.43	0.00	0.00	425.00	401.43	0.05
NET INCOME (LOSS)		\$ 0.00	\$ 0.00	\$ 0.00	\$ 41,945.58	\$ 5,645.00	\$ 1,442.43	\$ 29,210.40	\$ 424,444.92	\$ 11,224.38	\$ 5,771.73	\$ 23,127.00	\$ 48,699.34	\$ 1,499,598.57	19.45

SOUTHERN TELEMAGEMENT GROUP, INC  
 STATEMENT OF CASH FLOWS  
 FOR THE MONTH ENDED DECEMBER 31, 1996

BEGINNING CASH BALANCE		\$ 18,125.52
REVENUE (NET)		80,245.03
		-----
SUBTOTAL CASH AVAILABLE		98,370.55
EXPENSES NOT REQUIRING CASH		
DEPRECIATION	12,186.82	
AMORTIZATION	10.50	
		-----
TOTAL NONCASH EXPENSES		12,197.32
		-----
TOTAL CASH AVAILABLE		\$ 110,567.87
CASH DISBURSED:		
OPERATING EXPENSES	86,549.57	
		-----
TOTAL CASH DISBURSED		86,549.57
OTHER EXPENSES - CASH		(25.00)
OTHER USES OF CASH:		
CASH DISTRIBUTIONS	(1,095.48)	
ACQUIRE CURRENT ASSETS	7,451.96	
ACQUIRE FIXED ASSETS	7,227.27	
ACQUIRE OTHER ASSETS	(498.86)	
CURRENT LIABILITES		
PRINCIPAL PAYMENT	(1,701.29)	
PAYROLL DEDUCTIONS	(265.12)	
PAYROLL TAXES	185.73	
		-----
TOTAL OTHER USES OF CASH		11,304.21
		-----
ENDING CASH BALANCE		\$ 12,739.09
		=====

SEE ACCOUNTANTS' COMPILATION REPORT WHICH IS AN  
 INTEGRAL PART OF THIS STATEMENT

8543 Scott Dery Loop Road South  
 Mobile, AL 36686  
 Work 334 607 6373  
 Home 334 633 3300

# DUNN, BYRON J.

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## Summary of qualifications

- Trainer on BellSouth LAN, Internet, Intranet, and desktop platform, including all commercial and proprietary applications. Have trained employees on Windows 95, Microsoft Office (Word, Excel, Power Point, and Access), Lotus SmartSuite (1-2-3, AmiPro, Freelance, and Approach), and Netscape
- Accomplished public speaker, instructor, and presenter
- Novel, Win95/3 x, TCP/IP LAN/WAN maintenance and end user support
- Highly experienced and trained in all aspects of voice, video, and data communications. Twenty-four years experience in telecommunications.
- Proficient in Wide Area Network design and configuration, including transport, hardware, protocols, and network optimization.
- Highly experienced in Internet and intranet applications, connectivity, protocols, firewalls, proxy services, and software. Limited HTML programming experience
- Extremely knowledgeable on Frame Relay, SMDS, ISDN (BRI & PRI), Sonet, and other voice and data network and transport technologies.
- Experienced Project Manager
- Microsoft Access and Lotus Approach database application development experience.

## Education

1993 - 1995 University of Mobile Mobile, AL  
**Bachelor of Science**  
 • Major - Organizational Management

## Professional experience

1995 - Present BellSouth Business Systems Mobile, AL  
**Senior Systems Designer**  
 • See Summary of Qualifications above

1994 - 1995 BellSouth Mobile, AL  
**Project Manager**  
 • Total responsibility for customer satisfaction on communications services implementation and installation  
 • Project definition and planning  
 • Managed and scheduled necessary resources for project completion

1993 - 1994 BellSouth Mobile, AL  
**Customer Promise Equipment Sales Specialist**  
 • Voice PBX, hardware and maintenance design and sales to major customers.

**Professional  
experience  
(continued)**

1989 - 1994

BellSouth

Mobile, AL

**Systems Designer, CSR**

- Similar to present experience

1985 - 1989

BellSouth Advanced Systems

Mobile, AL

**Systems Designer, CSR**

- Voice PBX design, programming, implementation, and end-user training.
- Project Management and Sales Support
- Branch Office Management

1974 - 1985

South Central Bell &amp; ATT

Mobile, AL

**Communications Systems Rep, Account Executive,  
Communications Consultant**

- Voice and data network, including local and long distance, sales and sales support.

**Additional  
professional  
activities**

Chairman of Mobile County Schools Technology Committee, New Product Development Task Force Member, Local onsite LAN coordinator, GulfSouth Customer Database developer, BellSouth Television Network onsite support, New Product and Technology Trainer

**Community  
activities**

Net Day Volunteer, Board of Directors - Alabama Community Access Network

**Volunteer  
experience**

Mobile Area Free-Net, All Phases of Net Day Mobile, Job Shadow Program

**Awards received**

BellSouth "Best of the Best", Achievers Club, 1996 Leaders Award

**Steven C. Rockwell, Ph.D.**  
806 Nassau Drive  
Mobile, AL 36608  
(334) 344-8310 (H)  
(334) 809-1675 (W)  
srockwell@cet1.acet.net

## **EDUCATION**

**August 1989 to May 1993:** University of Alabama, Tuscaloosa, Ph.D. in Mass Communication. Major Area: Theory, Processes, and Effects. Cognate: New Communication Technologies.

**August 1987 to May 1989:** University of Alabama, Tuscaloosa, Master of Arts in Telecommunication and Film.

**September 1980 to May 1985:** University of South Alabama, Mobile, Bachelor of Arts. Major: English, Minor: History.

## **WORK AND PROFESSIONAL EXPERIENCE**

**June 1995 to present:** Director, The Center for Telecommunications Technology, University of Alabama, Brewton, AL. Responsible for all facets of operation of this state funded center designed to increase the integration and utilization of telecommunications technology throughout the state.

**November 1993 to present:** President, Bay Area Multimedia. Designed and produced informational kiosks. Provided computer, multimedia, and telecommunications consultation services for various clients.

**September 1993 to June 1995:** Assistant Professor, University of South Alabama. Taught courses in new communication technologies, television production, media theory, and media effects. Supervised directed research projects and served on a number of graduate and thesis committees. Continued active research program investigating factors influencing user involvement with new communication technologies.

**August 1982 to August 1993: Research Fellow, Institute for Communication Research.** Managed day-to-day operations of the Institute. Conducted and supervised various research and technical endeavors including data acquisition, data analysis, and writing, resulting in several publications. Purchased, evaluated, and implemented new hardware and software for the Institute for Communication Research. Designed, installed, and administered a local area computer network. Served as data acquisition and statistical analysis consultant for faculty and Ph.D. students. Assisted in the evaluation of several systems for distance learning via satellite.

**February 1982 to August 1993: Multimedia Systems Designer.** Primary duties included serving as design consultant and coordinator for an interactive multimedia mathematics course developed at the University of Alabama.

**August 1982 to May 1993: Adjunct Instructor.** MC 101, *Introduction to Mass Communication*, Spring, 1993. Served as co-instructor (with Jennings Bryant) of MC 550, *Mass Communications Research Methods*, Fall, 1992.

**January 1989 to July 1992: BellSouth Foundation Telecommunications Research Assistant.** Duties included: Conducting or supervising various research endeavors resulting in several publications; planning, purchasing, and overseeing installation of equipment for the Institute for Communication Research; and assisting in the evaluation of distance learning systems and programs. Also served as administrative assistant to the BellSouth Foundation for a conference, *Telecommunications: Connecting College Students to the Information Age* (Atlanta, GA, October 6-8, 1990).

**August 1989 to December 1990: Graduate Teaching Assistant (GTA).** Teacher of Record for BFC 339, *Broadcast News Operation* (one-half time).

**August 1989 to December 1990: Graduate Research Assistant (GRA).** Research Assistant for Dr. Dan Riffe. Duties included data analysis, library research, and writing for various research projects (one-half time).

**August 1988 to May 1989: Graduate Teaching Assistant, University of Alabama.** Lab instructor for *Introduction to Media Writing*. Duties included lecturing, evaluation, and record keeping. Responsible for 70% of student's grade in the class.

**August 1987 to May 1988: Graduate Teaching Assistant (GTA), University of Alabama.** Duties included student grading, record keeping, and lecturing. Courses assisted: (1) *Motion Picture History and Criticism*, (2) *Telecommunication Aesthetics*.

November 1988 to May 1987: Graphics operator, production assistant, and camera operator, WCFT-TV, Tuscaloosa, AL. Served as assistant producer for one daily newscast. Responsible for creating graphics for three daily newscasts. Operated studio camera and ENG camera on a regular basis.

October 1985 to May 1985: 9th-12th grade English instructor, Marietta B. Johnson School, Fairhope, AL. Duties included the daily instruction, evaluation, counseling, and record keeping of students enrolled in high school level English courses at the school.

## PUBLICATIONS

Rockwell, S. C., & Bryant, J. (under review) Interactivity and enjoyment in a multimedia entertainment application for children.

Bryant, J., & Rockwell, S. C. (under review) Three experimental investigations of the effects of background media on studying, doing homework, and learning.

Scott, C., & Rockwell, S. C. (In Press) The effect of communication, writing, and technology apprehension on likelihood to use new communication technologies. *Communications Educator*, January, 1997

Bryant J., Rockwell, S. C., & Owens J. W. (1994) "Buzzer beaters" and "barn burners:" The effects of watching the game go "down to the wire." *Journal of Sport and Social Issues* 18(4), 326-339

Bryant, J., & Rockwell, S. C. (1994). Effects of massive exposure to sexually-oriented primetime television programming on adolescents' moral judgment. In D. Zillmann, J. Bryant, & A. Huston (Eds.), *Media, children, and family: Social scientific, clinical, and psychoanalytic perspectives*. Hillsdale, NJ: Lawrence Erlbaum Associates.

Zillmann, D., Rockwell, S., Schweitzer, K., & Sundar, S. (1993) Does humor enhance discomfort tolerance? *Motivation and Emotion* 17(1), pp 1-21

Bryant, J. & Rockwell, S.C. (1993). Remote control devices in television program selection: Experimental evidence. In J. Walker (Ed.), *The remote control device in the new age of television*. New York: Praeger

Bryant, J., & Rockwell, S. C. (1991). Integrating reception and reaction processes: Emerging and evolving models. In J. Bryant & D. Zillmann (Eds.), *Responding to the screen: Reception and reaction processes* (pp 217-226). Hillsdale, NJ: Lawrence Erlbaum Associates



## TECHNICAL REPORTS

- Bryant, J., Maxwell, M., Rockwell, S., Love, C., Shastri, V., Oppliger, P., & Pope, J. (1993). *Violence in children's animated television programs: Cro, Teenage Mutant Ninja Turtles, and The New Adventures of Winnie the Pooh*. Tuscaloosa, AL: Institute for Communication Research [46 pp.]
- Bryant, J., Rockwell, S., Maxwell, M., Love, C., Oppliger, P., & Shastri, V. (1993). *Audience responses to Cyberculture*. Tuscaloosa, AL: Institute for Communication Research [55 pp.]
- Bryant, J., Maxwell, M., Scott, L., Rockwell, S., & Love, C. (1990). *THIN United Star Network evaluation report 1989-1990 Vol I Introduction and overview*. Tuscaloosa, AL: Institute for Communication Research [19 pp.]
- Bryant, J., Love, C., Maxwell, M., Rockwell, S., & Scott, L. (1990). *THIN United Star Network evaluation report 1989-1990 Vol II Technical reports: Site visits*. Tuscaloosa, AL: Institute for Communication Research [177 pp.]
- Bryant, J., Copeland, G., Rockwell, S., Love, C., Maxwell, M., Owens, J., & Wood, C. (1990). *THIN United Star Network evaluation report 1989-1990: Vol. 111: Technical reports: Normative data and questionnaire evaluation*. Tuscaloosa, AL: Institute for Communication Research [103 pp.]
- Bryant, J., Rockwell, S., Gassmann, R., & Hyde, J. (1988). *A profile of telecommunications higher education in the Southeastern U S A*. Report presented to the Bellsouth Foundation. Tuscaloosa AL: University of Alabama. [110 pp.]
- Bryant, J., Rockwell, S., Gassmann, R., & Hyde, J. (1988). *Communication curriculum analysis*. Report presented to Lawrence Erlbaum Associates, Inc., Publishers. Tuscaloosa, AL: The University of Alabama [712 pp.]

## CONFERENCE PRESENTATIONS

- Presentation on the uses of preference analysis systems to measure audience responses, presented to the 26th Annual ITVA International Conference, Anaheim, CA, June, 1994.
- Co-author with Jennings Bryant and John Owens of a paper entitled "Buzzer Beaters" and "Barn Burners": The effects on enjoyment of watching the game go "Down to the Wire," presented to the 79th Annual Meeting of the Speech Communication Association, Miami Beach, FL, November 1993

## Douglas A. Greene

doug\_greene@compuserve.com

137 Silverwood  
Mobile, AL 36607  
(334)473-2768

### Overview

- Over 9 years of experience in the Information Technology Services Industry
- BS, Computer Science, Spring Hill College, Mobile, AL (May '88)
- Security Clearance: Secret (Apr '88)

### Programming Languages

Visual Basic	Visual C++ (MFC)	Java
C	C++	Pro*C

### Graphical User Interfaces

Windows 95/Windows NT	Modif	HTML/ActiveX
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### Database Management Systems

Oracle	SQL Server	Access
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### Operating Systems

Windows 95/Windows NT	UNIX (HP/UX, Linux)	MPE/iX
-----------------------	---------------------	--------

### Hardware

Intel x86	HP 9000	HP 3000
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### Work Experience

Aug 1996 - Present

Information Systems Consultant *ACO Information Services* Mobile, AL

#### Berge Cascade - Office Products Division

- *FP/UCAMS Project* - Performed database administration tasks on Oracle database on NT Server platform. Setup initialization parameters, implemented automated backups, and performed database tuning.
- *OnlineSQL Project* - Analyst/Developer for Visual Basic/SQL Server application on Windows 95 platform. Designed and developed application to perform Statistical Process Control on any process mill-wide. Application produced Control Charts (Over/Range), Individuals Charts, Capability Charts, and Pareto Charts. Also allowed for automatic or user-defined setting of control and specification limits.
- *TimeKeeper Project* - Analyst/Developer for HTML/VBScript/SQL Server application. Designed and developed web pages and programs that collected, analyzed, and reported time and attendance data for contract employees. Improved time tracking accuracy and invoice verification.
- *Internet Project* - Analyst/Developer for HTML/Java/VBScript/SQL Server application. Designed and developed web pages and programs that delivered information mill-wide from various areas. Worked with Internet Information Server (IIS), Active Server Pages (ASP), ActiveX, and Internet Database Connectivity (IDC).
- *Berge Tracking Project* - Analyst/Developer for Visual Basic/SQL Server application on Windows 95 platform. Designed and developed application to track berge status, incoming wood shipments, and intervals (load, transit, unload). Implemented at local and remote sites.

## Douglas A. Greene

- **Operational Reporting Project - Analyst/Developer** for Visual Basic/SQL Server application on Windows 95 platform. Designed and developed data entry application that allowed users to build reports and enter data for all operational areas of the paper mill. Reduced IS costs through user maintenance of reporting variables.
- **Lab Results Viewer Project - Analyst/Developer** for Visual Basic/SQL Server application on Windows 95 platform. Designed and developed an application, using Multiple Document Interface (MDI), that allowed lab test results to be viewed by the paper machine operators as soon as they are entered. Improved lab test results turn-around time and reduced usage of printed reports.
- **Customer Complaint Tracking Project - Analyst/Developer** for Visual Basic/SQL Server application on Windows 95 platform. Designed and developed an application that allowed customer complaints to be entered, processed, and reported. Improved customer complaint tracking and visibility.
- **ISO Documentation Viewer Project - Analyst/Developer** for Visual Basic application on Windows 95 platform. Worked with Microsoft MediaView Author and MediaView SDK to create a custom viewer for MediaView (M14) ISO documentation file.
- **Scoreboard Project - Analyst/Developer** for Visual Basic/SQL Server application on Windows 95 platform. Developed Data Collection and Information Delivery applications for Paper Mill management to use in decision-making. Data collected from multiple legacy systems and Visual Basic data entry programs were loaded into SQL Server database. That information was then presented to the customer via graphical user interfaces written in Visual Basic. Application also included a charting tool.

Sep 1994 - Aug 1996

IS Senior Specialist

Northern Telecom (Nortel)

Research Triangle Park, NC

- **Quality Data Collection System - Project Manager** for C/C++/Motif/Oracle application on HP/UX platform. Responsible for system design and implementation. Supervised 3 application developers, and coordinated support from various groups: DBA, Desktop Services, etc. Delivered application 1 month ahead of schedule and under budget. Improved quality control analysis.
- **PUR Rationalization - Analyst/Project Lead** for COBOL/View/TurboImage application on MPE/iX platform. Consolidated Canadian & US Purchasing Systems together to reduce maintenance and computing costs. Project team received Nortel Award of Merit for realizing over \$30 million in cost savings.
- **Warehouse Management System - Analyst/Developer** for interfacing C/C++ application on HP/UX platform and COBOL applications on MPE/iX platform. Project implemented automated warehousing system, using wireless bar-code terminals, in the Nashville, TN Distribution Center. Project team received Nortel President's Award of Excellence for Teamwork.
- Actively participated in the following organizations: Development Environment Standards Committee, Data Architecture Working Committee, Information Systems Learning Center Advisory Council, Teacher Training Program.

Aug 1993 - Sep 1994

Information Systems Consultant

Metro Information Services

Research Triangle Park, NC

Dec 1990 - Aug 1993

MIS Manager

Mobile Aerospace Engineering

Mobile, AL

**Military Experience**

- Presently hold rank of Captain, US Army Reserve
- Branch Qualified in both Transportation Corps and Quartermaster Corps
- Desert Storm Veteran, Ports of Jubail and Dammam, Kingdom of Saudi Arabia

**Education and Training**

- Project Estimating and Risk Management Training, Keane Consulting, Research Triangle Park, NC (Jun '96)
- Project Management Training, Keane Consulting, Research Triangle Park, NC (Aug '95)
- Over 300 hours of instructor-led technical training in C, C++, Motif, Relational DB Design, SQL, VB and Java
- BS, Computer Science, Spring Hill College, Mobile, AL (May '88)

**DAVID DENMARK**

145 Silverwood  
Mobile, AL 36607

334 479 3229 H  
334 602 6370 W

**Key  
Strengths**

- **Data Networking Design:** Emphasis on Frame Relay, ISDN, ATM
- **Oral Presentation Skills:** Emphasis on technical training
- **Voice Telecommunications Systems:** Centrex, PBX and key systems
- **Data Networking Applications:** SNA, Internet access, remote connection to LANs
- **Cost-center analysis:** Expense/Revenue reporting
- **Contract Negotiation and Administration:** RFP generation and analysis
- **Project Management:** coordinating multiple vendors toward a specific, measurable goal

**Education** Southern Methodist University, Dallas, TX, Electrical Engineering Dept.  
1995 - present Masters in Telecommunications (*ongoing, 33% complete, current GPA 4.0*)

1982 - 1986 University of South Alabama, Mobile, AL, B.S. in Computer Science (major)  
cumulative GPA 3.83 Business Management (minor)

*Presidential Scholastic Scholarship  
Computer Science Outstanding Academic Achievement Award*

**Awards**

Leadership Mobile Class of 1996  
BellSouth's Fast Track program since 1994  
1996 Leadership Award for Southern Region  
Aspiration Award Recipient (*BellSouth's highest achievement*)  
Best of the Best Award for 1996  
BellSouth's Summit Club 3 consecutive years  
Achiever's Club 8 consecutive years

**Boards /  
Volunteer**

Mobile United, voting member  
Leadership Mobile, Chairman of Selection Committee  
Mainstreet Mobile, Board Member  
Boys and Girls Club of Alabama  
Episcopal Youth Advisory Committee

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**Work  
Experience**  
1988 - present

**BellSouth, Systems Designer and Regional Accounts Manager**
*Experience includes:*

- Designed 1,200 station Centrex system for Mobile County Gov't Plaza
- ISDN Subject Matter Expert for Alabama (1993 - 1994)
- Provided technical training for BellSouth Indirect Sales Channels (primarily on ISDN and data networking)
- Designed and implemented city-wide data network utilizing ISDN circuit and packet switching. This design received national recognition.
- / Designed and implemented 4-state Frame Relay Network (134 sites)
- Designed county-wide network using SMDS technology for Mobile schools (104 sites)
- Worked on initial team building the technical platform for the Mobile Area FreeNet
- Profit Center Assistant Analyst for GulfSouth District
- Responsible for managing \$6.6 M annual revenue stream for BellSouth
- Provided technical support for Telecommunication Systems (*voice and data*) for

Mobile Infirmary, Alabama Supercomputer Authority, City of Mobile, Mobile County, Baldwin County, QMS, Delchamps, Mobile Gas Service Corp., Mobile County Schools, Huntsville City Schools, City of Huntsville, Madison County, UAH, Alabama A&M, Nichols Research, SCI

1986 - 1988

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**BellSouth Services, Analyst / Programmer, Birmingham Data Center**
*Experience included:*

- Writing interrupt-driven software to simulate "load testing" on an IBM Series 1
- Designing parmng subroutines implemented in Right Touch Services
- Writing system management subroutines for IBM mini-computers

---

**Personal**

Married to Holly Gould. We have one daughter, Madeleine (14 months old)  
Active at Christ Episcopal Church in downtown Mobile

**Lance J.M. Steinhart**  
Attorney At Law  
6455 East Johns Crossing  
Suite 285  
Duluth, Georgia 30097

Also Admitted in New York  
and Maryland

**DEPOSIT**                      **DATE**  
**D691**                      **JAN 20 1998**

Telephone (770) 232-9200  
Facsimile (770) 232-9208

January 16, 1998

**VIA OVERNIGHT DELIVERY**

Florida Public Service Commission  
Division of Communications  
Certification & Compliance Section  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850

750094-TX

Re: Southern Telemanagement Group, Inc

Dear Sir/Madam:

Enclosed please find one original and six (6) copies of Southern Telemanagement Group, Inc.'s Application for Authority to Provide Alternate Local Exchange Service Within the State of Florida.

Southern Telemanagement Group, Inc. has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Southern Telemanagement Group, Inc.'s stated financial capability, attached to its application is a copy of the Company's Financial Statements for the year ended December 31, 1996. As a reseller, applicant does not intend to make a capital investment to provide service in the State of Florida.

2949



**SOUTHERN TELEMANAGEMENT GROUP, INC.**  
33 GULF BREEZE PARKWAY, SUITE A  
GULF BREEZE, FLORIDA 32561

COMPASS BANK  
P.O. BOX 1000  
TALLAHASSEE, FLORIDA 32302

STG

**PAY** --Two Hundred Fifty Dollars and 00/100

TO THE ORDER OF **FLORIDA PUBLIC SERVICE COMMISSION**

AT:

AMOUNT

0250.00

DOCUMENT NUMBER-DATE

01053 JAN 20 98

FPSC-RECORDS REPORTING