

980664-TX

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

APPLICATION FORM DEPOSIT DATE  
for D777 - MAY 18 1998

**AUTHORITY TO PROVIDE (ALEC)  
ALTERNATIVE LOCAL EXCHANGE SERVICE  
WITHIN THE STATE OF FLORIDA**

**INSTRUCTIONS**

- ◆ 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.
- ◆ Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- ◆ Use a separate sheet for each answer which will not fit the allotted space.
- ◆ If you have questions about completing the form, contact:

**Florida Public Service Commission  
Division of Communications  
Certification & Compliance Section  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0866  
(850) 413-6600**

- ◆ 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.

RECEIVED  
FLORIDA PUBLIC SERVICE COMMISSION  
98 MAY 18 9 23  
MAIL ROOM

FORM PSC/CMU 8 (11/86)  
Required by Chapter 364.337 F.S.

DOCUMENT NUMBER-DATE  
**05526, MAY 18 98**  
FPSC-RECORDS/REPORTING

## APPLICATION FORM

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 authority.

Approval of assignment of existing certificate  
(to a noncertificated 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:

Internet U, Inc.

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

Internet U

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

Fictitious name registration number: N/A

## APPLICATION FORM

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

2060 Palm Bay Road NE # 2

Palm Bay, FL 32905

(407) 952-8487

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

2060 Palm Bay Road NE # 2

Palm Bay, FL 32905

(407) 952-8487

6. Structure of organization:  Check appropriate box(es)

Individual

Corporation

Foreign Corporation

Foreign Partnership

General Partnership

Limited Partnership

Joint Venture

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

## APPLICATION FORM

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.

There have not been any such  
judgements.

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

Corporate charter number: P94000023342

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.

Jim Wells, Vice President  
Internet U, 2060 Palm Bay Road NE #2  
Palm Bay, FL 32905, 407-952-8487  
wells@iu.net, FAX-407-952-8487

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

N/A No other states

## APPLICATION FORM

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.

Via FAX at 407-952-8487

Via phone at 407-952-8487

Via postal service

Via email to support@iu.net

Via pager at 407-449-2522

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

N/A - not providing 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:

## APPLICATION FORM

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.

- B. Managerial capability.
- 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, described in detail the difference.)

# APPLICATION FORM

## 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: Jm Wells Signature 5/15/98 Date  
Title: VICE PRESIDENT (407) 952-8487 Telephone Number  
Internet U

Address: 2060 Palm Bay Road NE #2  
Palm Bay, FL 32905  
\_\_\_\_\_  
\_\_\_\_\_

## 25-24.825 Price List.

(1) Prior to providing service, each company subject to these rules shall file and maintain with the Commission a current price list which clearly sets forth the following information for basic local telecommunications services, as defined in s. 364.02(2), F. S. If basic local telecommunications service is offered on a package basis, the following information must be provided for the package:

- (a) current prices,
- (b) customer connection charges,
- (c) billing and payment arrangements, and
- (d) levels of service quality which the company holds itself out to provide for each service.

(2) At the company's option, price list information in paragraph (1) above and other information concerning the terms and conditions of service may be filed for services other than basic local telecommunication services.

(3) A price list revision must be physically received by the Commission's Division of Communications at least one day prior to its effective date.

(4) Price lists must be on 8 ½ by 11 inch paper in loose-leaf form and must utilize an ongoing page identification system which will allow for the identification of inserted and removed pages. The color of paper on which price lists are filed must be amenable to being clearly photocopied on standard photocopy equipment.

(5) Complete information concerning a company's service offerings, rates and charges, conditions of service, service quality, terms and conditions, service area, and subscribership information identified by local exchange company exchange must be made available to Commission staff upon request.

**Specific Authority: 350.127(2)**

**Law Implemented: 364.04, 364.337(5), F.S.**

**History: New 12/26/95.**

NOT APPLICABLE - BASIC SERVICE NOT OFFERED.



To the State of Florida Public Service Commission

InternetU does not have audited financial statements.

This is to attest that the attached financial statements are true and correct.

Signed:

Randy B. Pollack, CEO

R B Pollack per JW

James M. Wells, VP

JM Wells

InternetU, Inc.  
Balance Sheet  
December 31, 1995

ASSETS

Current Assets		
First Union National Bank-Ckg	\$	20,202.00
Savings Account		45,158.63
Petty Cash		65.00
		<u>65,425.63</u>
<b>Total Current Assets</b>		<b>65,425.63</b>
Property and Equipment		
Equipment		84,940.97
Accum. Depreciation-Equipment		<44,163.99>
		<u>40,776.98</u>
<b>Total Property and Equipment</b>		<b>40,776.98</b>
Other Assets		
Organization Costs		650.00
Accumulated Amortization-Orga		<195.00>
		<u>455.00</u>
<b>Total Other Assets</b>		<b>455.00</b>
<b>Total Assets</b>	<b>\$</b>	<b><u><u>106,657.61</u></u></b>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	16,694.45
Accrued Salaries Payable		12,282.75
Deferred Revenue		65,595.77
Sales Tax Payable		1.80
FICA Tax Payable		3,298.60
FWT Payable		3,331.80
SUTA Payable		272.61
FUTA Payable		80.78
		<u>101,558.56</u>
<b>Total Current Liabilities</b>		<b>101,558.56</b>
Long-Term Liabilities		
Stockholder Loans		2,700.00
		<u>2,700.00</u>
<b>Total Long-Term Liabilities</b>		<b>2,700.00</b>
<b>Total Liabilities</b>		<b>104,258.56</b>
Capital		
Common Stock		9.00
Additional Paid In Capital		2,241.00
Retained Earnings		74.00
Net Income		75.05
		<u>2,399.05</u>
<b>Total Capital</b>		<b>2,399.05</b>
<b>Total Liabilities &amp; Capital</b>	<b>\$</b>	<b><u><u>106,657.61</u></u></b>

Unaudited - For Management Purposes Only

InternetU, Inc.  
Income Statement  
For the Twelve Months Ending December 31, 1995

	Current Month		Year to Date	
<b>Revenues</b>				
Dialup Revenue	17,884.90	72.30	141,340.47	60.67
Referral Credits	0.00	0.00	0.00	0.00
Dedicated Connections	2,763.52	11.17	41,023.36	17.61
Training Fees	920.00	3.72	16,471.00	7.07
Consulting Fees	215.00	0.87	10,027.13	4.30
Web Page Design Fees	0.00	0.00	0.00	0.00
Web Page Hosting Fees	2,702.29	10.92	21,474.78	9.22
Equipment/Software Sales	0.00	0.00	688.86	0.30
Miscellaneous Income	92.95	0.38	1,794.53	0.77
Interest Income	158.63	0.64	158.63	0.07
<b>Total Revenues</b>	<b>24,737.29</b>	<b>100.00</b>	<b>232,978.76</b>	<b>100.00</b>
<b>Cost of Sales</b>				
Total Cost of Sales	0.00	0.00	0.00	0.00
<b>Gross Profit</b>	<b>24,737.29</b>	<b>100.00</b>	<b>232,978.76</b>	<b>100.00</b>
<b>Expenses</b>				
Accounting	0.00	0.00	700.00	0.30
Advertising	564.37	2.28	3,910.62	1.68
Auto Direct Reimbursement	0.00	0.00	0.00	0.00
Amortization-Org Expense	130.00	0.53	130.00	0.06
Bad Debt Expense	0.00	0.00	0.00	0.00
Bank Service Charges	468.66	1.89	3,481.80	1.49
Contract Services	457.11	1.85	12,288.49	5.27
Computer Supplies	517.87	2.09	5,271.37	2.26
Depreciation Exp.-Furniture a	0.00	0.00	0.00	0.00
Depreciation Exp.-Equipment	2,281.06	9.22	25,678.99	11.02
Depreciation Exp.-Leasehold	0.00	0.00	0.00	0.00
Dues	234.00	0.95	679.00	0.29
Employee Health Insurance	329.00	1.33	2,303.00	0.99
Entertainment	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	360.35	0.15
Legal Expenses	235.00	0.95	235.00	0.10
Licenses and Fees	646.32	2.61	1,264.67	0.54
Miscellaneous Expenses	294.52	1.19	912.52	0.39
Office Maintenance	30.00	0.12	365.00	0.16
Maintenance-CS	0.00	0.00	552.09	0.24
Office Supplies	859.82	3.48	5,658.69	2.43
Postage Expense	312.00	1.26	2,929.57	1.26
Promotion and Gifts	0.00	0.00	4,046.71	1.74
Printing and Copying	447.33	1.81	1,117.69	0.48
Payroll Taxes-FICA	1,648.21	6.66	6,315.06	2.71
Payroll Taxes-SUTA	188.79	0.76	812.61	0.35
Payroll Taxes-FUTA	66.32	0.27	240.78	0.10
Rent-Computer Site	0.00	0.00	678.40	0.29
Rent-Office	371.00	1.50	3,710.00	1.59
Rent-Equipment	240.00	0.97	2,757.45	1.18
Salaries-Administrative	0.00	0.00	5,000.00	2.15
Salaries-Customer Support	2,000.00	8.08	3,000.00	1.29
Salaries-Office Sales	1,499.31	6.06	9,379.31	4.03
Salaries-Officers	9,000.00	36.38	77,000.00	33.05
Salary Interim Posting	0.02	0.00	0.00	0.00
Security	0.00	0.00	688.03	0.30
Seminar Expenses	28.15	0.11	277.01	0.12

For Management Purposes Only

InternetU, Inc.  
Income Statement  
For the Twelve Months Ending December 31, 1995

Subscriptions	0.00	0.00	53.95	0.02
Telephone-administrative	608.76	2.46	1,991.74	0.85
Telephone-Phone Lines	4,173.44	16.87	38,861.98	16.68
Telephone T-1	2,395.00	9.68	9,317.40	4.00
Trade Shows	200.00	0.81	300.00	0.13
Travel-Lodging	0.00	0.00	0.00	0.00
Travel-Meals	0.00	0.00	20.00	0.01
Utilities	47.96	0.19	614.43	0.26
Suspense	0.00	0.00	0.00	0.00
	<hr/>		<hr/>	
Total Expenses	30,274.02	122.38	232,903.71	99.97
	<hr/>		<hr/>	
Net Income	\$ <5,536.73>	<22.38>	\$ 75.05	0.03
	<hr/>		<hr/>	

InternetU, Inc.  
Balance Sheet  
December 31, 1996

ASSETS

Current Assets		
First Union National Bank- CAP	\$	160,316.93
Petty Cash		65.00
Prepaid Expenses		824.00
		<hr/>
Total Current Assets		161,205.93
Property and Equipment		
Equipment		127,936.73
Leasehold Improvements		10,823.15
Accum. Depreciation-Equipment		<87,052.58>
Accum. Depreciation-Leasehold		<3,006.40>
		<hr/>
Total Property and Equipment		48,700.90
Other Assets		
Organization Costs		650.00
Accumulated Amortization-Orga		<325.00>
		<hr/>
Total Other Assets		325.00
		<hr/>
Total Assets	\$	<u><u>210,231.83</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	13,461.00
Accrued Salaries Payable		16,288.92
Deferred Revenue		127,614.92
Sales Tax Payable		160.96
FICA Tax Payable		3,736.52
FWT Payable		9,119.25
SUTA Payable		214.08
FUTA Payable		63.45
		<hr/>
Total Current Liabilities		170,659.10
Long-Term Liabilities		
Stockholder Loans		3,300.00
		<hr/>
Total Long-Term Liabilities		3,300.00
		<hr/>
Total Liabilities		173,959.10
Capital		
Dividends Paid		<16,000.00>
Common Stock		9.00
Additional Paid In Capital		2,241.00
Retained Earnings		2,016.05
Net Income		48,006.68
		<hr/>
Capital		36,272.73
		<hr/>
Total Liabilities & Capital	\$	<u><u>210,231.83</u></u>

Unaudited - For Management Purposes Only

InternetU, Inc.  
Income Statement  
For the Twelve Months Ending December 31, 1996

	Current Month		Year to Date	
<b>Revenues</b>				
Dialup Revenue	30,835.22	60.84	313,142.53	60.05
Referral Credits	500.00	0.99	6,770.00	1.30
Dedicated Connections	10,267.67	20.26	87,338.13	16.75
Training Fees	<60.00>	<0.12>	13,498.00	2.59
Consulting Fees	400.00	0.79	15,989.77	3.07
Web Page Design Fees	0.00	0.00	0.00	0.00
Web Page Hosting Fees	7,279.44	14.36	74,940.98	14.37
Equipment/Software Sales	0.00	0.00	0.00	0.00
Miscellaneous Income	903.00	1.78	6,423.89	1.23
Interest Income	558.47	1.10	3,337.27	0.64
<b>Total Revenues</b>	<b>50,683.80</b>	<b>100.00</b>	<b>521,440.57</b>	<b>100.00</b>
<b>Cost of Sales</b>				
Purchases	1,292.00	2.55	2,917.00	0.56
Domain Name Registrations	300.00	0.59	300.00	0.06
<b>Total Cost of Sales</b>	<b>1,592.00</b>	<b>3.14</b>	<b>3,217.00</b>	<b>0.62</b>
<b>Gross Profit</b>	<b>49,091.80</b>	<b>96.86</b>	<b>518,223.57</b>	<b>99.38</b>
<b>Expenses</b>				
Accounting	114.85	0.23	989.85	0.19
Advertising	2,310.20	4.56	15,510.22	2.97
Advertising-Referral Credits	500.00	0.99	6,770.00	1.30
Auto Direct Reimbursement	1,949.38	3.85	3,981.61	0.76
Amortization-Org Expense	130.00	0.26	130.00	0.02
Bad Debt Expense	0.00	0.00	0.00	0.00
Bank Service Charges	429.95	0.85	5,860.88	1.12
Commissions	0.00	0.00	455.00	0.09
Contract Services	0.00	0.00	1,972.50	0.38
Contributions	0.00	0.00	100.00	0.02
Computer Supplies	238.23	0.47	5,638.46	1.08
Depreciation Exp.-Furniture	0.00	0.00	0.00	0.00
Depreciation Exp.-Equipment	4,643.09	9.16	44,755.59	8.58
Depreciation Exp.-Leasehold	300.64	0.59	3,006.40	0.58
Directors Fees	0.00	0.00	1,200.00	0.23
Dues	340.00	0.67	777.00	0.15
Employee Health Insurance	371.86	0.73	4,153.58	0.80
Employee Pension (SEP)	10,000.00	19.73	10,000.00	1.92
Entertainment	186.59	0.37	246.26	0.05
Insurance	0.00	0.00	1,684.25	0.32
Legal Expenses	0.00	0.00	515.95	0.10
Licenses and Fees	109.59	0.22	1,802.84	0.35
Miscellaneous Expenses	414.00	0.82	908.02	0.17
Office Maintenance	65.47	0.13	540.56	0.10
Maintenance-CS	0.00	0.00	852.56	0.16
Office Supplies	977.95	1.93	8,261.26	1.58
Postage Expense	450.00	0.89	2,926.29	0.56
Promotion and Gifts	0.00	0.00	1,340.38	0.26
Printing and Copying	0.00	0.00	2,606.91	0.50
Payroll Taxes-FICA	1,885.30	3.72	14,197.37	2.72
Payroll Taxes-SUTA	82.44	0.16	1,607.80	0.31
Payroll Taxes-FUTA	24.45	0.05	476.41	0.09
Rent-Computer Site	1,166.00	2.30	11,810.12	2.26

For Management Purposes Only

InternetJ, Inc.  
Income Statement  
For the Twelve Months Ending December 31, 1996

Rent-Office	0.00	0.00	1,566.00	0.30
Rent-Equipment	0.00	0.00	960.00	0.18
Training and Seminars	63.28	0.12	298.05	0.06
Salaries-Administrative	0.00	0.00	0.00	0.00
Salaries-Customer Support	3,235.00	6.38	24,198.50	4.64
Salaries-Office Sales	13,672.67	26.98	66,274.74	12.71
Salaries-Officers	8,381.25	16.54	98,875.00	18.96
Salary Interim Posting	0.00	0.00	0.00	0.00
Security	0.00	0.00	0.00	0.00
Seminar Expenses	0.00	0.00	316.45	0.06
Subscriptions	98.53	0.19	318.74	0.06
Telephone-administrative	684.16	1.35	3,257.93	0.62
Telephone-Phone Lines	8,651.74	17.07	74,891.97	14.36
Telephone T-1	5,361.48	10.58	39,244.28	7.53
Trade Shows	0.00	0.00	781.97	0.15
Travel-Lodging	1,169.59	2.31	1,169.59	0.22
Travel-Meals	0.00	0.00	0.00	0.00
Utilities	226.66	0.45	2,985.60	0.57
Suspense	0.00	0.00	0.00	0.00
	<hr/>		<hr/>	
Total Expenses	68,234.35	134.63	470,216.89	90.18
	<hr/>		<hr/>	
Net Income	\$ <19,142.55>	<37.77>	\$ 48,006.68	9.21
	<hr/>		<hr/>	

For Management Purposes Only

InternetU, Inc.  
Balance Sheet  
December 31, 1997

ASSETS

Current Assets		
South Trust Bank	\$	100,000.00
First Union National Bank- CAP		30,676.29
The Bank Brevard		62,407.45
Petty Cash		65.00
Other Receivables		6,332.00
Inventory		323.00
Prepaid Expenses		6,402.25
		<hr/>
Total Current Assets		206,205.99
Property and Equipment		
Equipment		190,386.89
Leasehold Improvements		12,333.15
Accum. Depreciation-Equipment		<123,464.75>
Accum. Depreciation-Leasehold		<4,412.91>
		<hr/>
Total Property and Equipment		74,842.38
Other Assets		
Organization Costs		650.00
Accumulated Amortization-Orga		<455.00>
		<hr/>
Total Other Assets		195.00
		<hr/>
Total Assets	\$	<u><u>281,243.37</u></u>

After CPA's Adjustments  
Entered 3/22/98

LIABILITIES AND CAPITAL

Current Liabilities		
Accounts Payable	\$	9,011.04
Accrued Salaries Payable		21,781.83
Deferred Revenue		181,630.00
Sales Tax Payable		327.74
FICA Tax Payable		15.24
SUTA Payable		18.05
FUTA Payable		131.25
		<hr/>
Total Current Liabilities		212,915.15
Long-Term Liabilities		
Stockholder Loans		3,300.00
		<hr/>
Total Long-Term Liabilities		3,300.00
		<hr/>
Total Liabilities		216,215.15
Capital		
Dividends Paid		<45,082.00>
Common Stock		9.00
Additional Paid In Capital		2,241.00
Retained Earnings		41,096.56
Net Income		66,763.66
		<hr/>
Total Capital		65,028.22
		<hr/>
Total Liabilities & Capital	\$	<u><u>281,243.37</u></u>

Unaudited - For Management Purposes Only



InternetJ, Inc.  
Income Statement  
For the Twelve Months Ending December 31, 1997

	Current Month		Year to Date	
<b>Revenues</b>				
Dialup Revenue	38,761.57	62.52	425,140.48	59.45
Referral Credits	500.00	0.81	6,520.00	0.91
Dedicated Connections	9,745.50	15.72	116,838.10	16.34
Training Fees	0.00	0.00	190.00	0.03
Consulting Fees	125.00	0.20	2,940.00	0.41
Web Page Design Fees	0.00	0.00	0.00	0.00
Web Commission Income	170.75	0.28	386.83	0.05
Web Page Hosting Fees	16,081.91	25.94	144,310.58	20.18
Web Comm Income	0.00	0.00	0.00	0.00
Equipment/Software Sales	939.43	1.52	8,079.97	1.13
Miscellaneous Income	766.64	1.24	3,748.93	0.52
Gain/Loss on Sale of Assets	<6,242.00>	<10.07>	<3,748.60>	<0.52>
Interest Income	1,150.81	1.86	10,748.49	1.50
<b>Total Revenues</b>	<b>61,999.61</b>	<b>100.00</b>	<b>715,154.78</b>	<b>100.00</b>
<b>Cost of Sales</b>				
Purchases-Hardware	323.00	0.52	6,631.61	0.93
Purchases-Software	5,860.00	9.45	11,868.00	1.66
Domain Name Registrations	50.00	0.08	550.00	0.08
News Service	500.00	0.81	2,513.00	0.35
Telephone Lines	8,472.61	13.67	106,228.11	14.85
TI Lines	5,058.00	8.16	57,536.54	8.05
<b>Total Cost of Sales</b>	<b>20,263.61</b>	<b>32.68</b>	<b>185,327.26</b>	<b>25.91</b>
<b>Gross Profit</b>	<b>41,736.00</b>	<b>67.32</b>	<b>529,827.52</b>	<b>74.09</b>
<b>Expenses</b>				
Accounting	115.00	0.19	999.90	0.14
Advertising	612.50	0.99	11,965.15	1.67
Advertising-Referral Credits	500.00	0.81	6,620.00	0.93
Auto Direct Reimbursement	110.03	0.18	2,131.63	0.30
Amortization-Org Expense	130.00	0.21	130.00	0.02
Bad Debt Expense	0.00	0.00	60.00	0.01
Bank Service Charges	665.15	1.07	7,245.41	1.01
Commissions	0.00	0.00	0.00	0.00
Contract Services	675.00	1.09	1,900.00	0.27
Contributions	0.00	0.00	14.05	0.00
Computer Supplies	1,177.09	1.90	8,044.38	1.12
Customer Acquisition Costs	0.00	0.00	12,549.34	1.75
Depreciation Exp.-Furniture a	0.00	0.00	0.00	0.00
Depreciation Exp.-Equipment	1,615.55	2.61	46,850.75	6.55
Depreciation Exp.-Leasehold	193.78	0.31	2,865.91	0.40
Directors Fees	400.00	0.65	1,400.00	0.20
Dues	267.65	0.43	1,880.23	0.26
Employee Health Insurance	0.00	0.00	4,882.64	0.68
Employee Pension (SEP)	25,003.04	40.33	25,003.04	3.50
Entertainment	260.95	0.42	352.20	0.05
Insurance	0.00	0.00	1,828.25	0.26
Legal Expenses	0.00	0.00	1,323.92	0.19
Licenses and Fees	18.00	0.03	1,650.45	0.23
Miscellaneous Expenses	0.00	0.00	11.50	0.00
Office Maintenance	40.00	0.06	683.13	0.10
Maintenance-CS	320.00	0.52	320.00	0.04
Office Supplies	1,229.18	1.98	7,215.91	1.01
Postage Expense	0.00	0.00	2,540.85	0.36

After CPA's Adjustments  
Entered 3/22/98

For Management Purposes Only

InternetU, Inc.  
Income Statement  
For the Twelve Months Ending December 31, 1997

Promotion and Gifts	0.00	0.00	1,260.00	0.18
Printing and Copying	359.34	0.58	1,988.56	0.28
Payroll Processing	0.00	0.00	0.00	0.00
Payroll Taxes-FICA	2,985.91	4.82	19,850.65	2.78
Payroll Taxes-SUTA	17.26	0.03	1,757.61	0.25
Payroll Taxes-FUTA	58.80	0.09	718.21	0.10
Rent-Computer Site	1,166.00	1.88	13,992.00	1.96
Rent-Office	0.00	0.00	0.00	0.00
Rent-Equipment	0.00	0.00	0.00	0.00
Training and Seminars	0.00	0.00	150.75	0.02
Salaries-Administrative	0.00	0.00	0.00	0.00
Salaries-Customer Support	4,505.00	7.27	27,721.13	3.88
Salaries-Office Sales	8,054.84	12.99	51,269.49	7.17
Salaries-Officers	24,254.43	39.12	161,512.55	22.58
Salary Interim Posting	0.00	0.00	0.00	0.00
Salaries-Web Sales	2,723.00	4.39	23,867.13	3.34
Security	0.00	0.00	0.00	0.00
Seminar Expenses	0.00	0.00	0.00	0.00
Subscriptions	0.00	0.00	446.92	0.06
Taxes	0.00	0.00	290.02	0.04
Telephone-administrative	497.39	0.80	4,130.14	0.58
Telephone-Phone Lines	0.00	0.00	0.00	0.00
Telephone T-1	0.00	0.00	0.00	0.00
Trade Shows	0.00	0.00	0.00	0.00
Travel-Lodging	0.00	0.00	0.00	0.00
Travel-Transportation	0.00	0.00	120.00	0.02
Travel-Meals	0.00	0.00	0.00	0.00
Utilities	260.26	0.42	3,520.06	0.49
News Service	0.00	0.00	0.00	0.00
Suspense	0.00	0.00	0.00	0.00
<b>Total Expenses</b>	<b>78,215.15</b>	<b>126.15</b>	<b>463,063.86</b>	<b>64.75</b>
<b>Net Income</b>	<b>\$ &lt;36,479.15&gt;</b>	<b>&lt;58.84&gt;</b>	<b>\$ 66,763.66</b>	<b>9.34</b>

After CPA's Adjustments  
Entered 3/22/98

To the State of Florida Public Service Commission

InternetU plans to use its position as an ALEC to provide business and residential customers throughout Florida with DSL access to the Internet. This plan requires only modest financial resources, which InternetU has at hand.

InternetU will obtain unbundled elements (local loops) from ILECs and InternetU will place equipment (colocate) in the ILEC premises. Resources will be managed in such a way that an investment of only some 10s of thousands of dollars will be required. Customer prepayments for service will finance most of the equipment.

## **James M. Wells**

2699 Pineapple Avenue

Melbourne, FL 32935

(407) 242-9884

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### **Education:**

B.Sc. Electrical Engineering, 1963, University of Manitoba  
M.Sc. Computer Science, 1967, Stanford University  
Doctoral level studies in Systems Engineering, 1975, Carleton University  
Ed.S. Computer Education, 1989, Florida Institute of Technology.

### **Professional Experience:**

- May 94 to present - **Vice President, InternetU**  
Co-founder of Internet Service Provider. Provide technical direction and developmental leadership.
- Dec 89 to May 94 - **UNIX System Administrator, Florida Institute of Technology.**  
responsible for a network of multi-user UNIX systems. Manage a staff which provides service for 168 hours per week.
- Aug 88 to May 90 - **Assistant Professor of Engineering Technology, University of Central Florida.**  
Teaching courses on IBM PCs and Apple Macintosh; Assembler Language, 1-2-3, Pascal, Fortran, Auto CAD.
- May 87 to Aug 88 - **Consultant, Northern Telecom Electronics, West Palm Beach, Florida.**  
Developed software for CAM-CIM systems for printed circuit board production including testing and CNC.
- Sept 85 to Feb 87 - **Staff Engineer, Government Systems Sector, Harris Corporation, Melbourne, Florida.**  
Systems and software design and development for projects ranging from an SDI experiment to a computer system for Air Force weather forecasters (Satellite Data Handling System). Responsible for system architecture, performance analysis, software costing and software development management.
- Aug 83 to Aug 85 - **Senior Engineer and Product Center Manager, Datacom Division of Al Bassam International, Al Khobar, Saudi Arabia.**  
Designing, installing, and maintaining data processing/data communications systems and operating an electronic mail system. Responsible for a number of large accounts including Aramco, as well as for the first of a chain of retail outlets for PCs.
- Aug 80 to Aug 83 - **Senior Associate Principal Engineer, Group Leader, Cost Account Leader, Government Aerospace Systems Division, Harris Corporation, Melbourne, Florida.**  
Hardware and software design and development for:  
a) systems for telephone and CATV utilities so that they could use the subscriber loop for shared data/voice/image communication.  
b) office systems products: electronic mail.  
c) the communication multiplexer/processor (EMUX) for the B-1B long range combat aircraft. Managed the planning, design, implementation and testing of 55,000 lines of code.
- June 79 to July 80 - **Software Development Manager, Manitoba Telephone System, Winnipeg, Canada.**  
Managed the development of videotex information services within an experimental CATV system (project IDA).

- July 69 to June 79 - **Associate Professor of Computer Science (tenured), University of Manitoba, Winnipeg, Canada.**  
Designed and taught courses on programming languages, system design, compiler construction, artificial intelligence and computer graphics. Taught computer application courses in Engineering, Architecture and Business Admin. Executed funded research projects developing compilers, interactive graphics systems, and CAD systems. Installed mini-computer systems. Supervised several graduate theses. Consulted with industry and government on computer graphics, data processing and data communications. Spent a sabbatical year at the Communications Research Center, Ottawa, Canada, and at Carleton University in Ottawa. At CRC, I was involved in the early work on Canada's approach to Videotex systems (Telidon) and in the development of a prototype "common visual space" system.
- July 68 to July 69 - **Research Associate to Professor Niklaus Wirth, University of Zurich, Switzerland.**  
Worked on the design and implementation of the programming language PASCAL.
- July 67 to June 68 - **Assistant Professor of Computer Science, University of Manitoba.**  
See above.
- Sept 65 to July 67 - **Student, teacher, consultant, programmer, Stanford University, Stanford, California.**  
Programmed real time systems for data acquisition and experimental control in high energy physics. Designed and programmed interactive graphics systems. Taught courses for the computer center and did user services consulting.
- May 63 to Aug 65 - **Systems Engineer, IBM, Winnipeg, Canada.**  
Installed a large computer in a financial institution. Trained programmers. Made technical presentations. Programmed for IBM customers and for the data center.

**Hardware Experience:**

Mainframes - IBM, Burroughs, CDC. Minis - DEC, Harris,  
SDS. Micros - 8086, 1750. Pcs - IBM, Macintosh

**Software:**

OS/360, TSO/SPF, VAX/VMS, UNIX, XENIX, C, FORTRAN, PL1, Basic,  
Algol, Lisp, Pascal, Assemblers, MS-DOS, various PC packages

**Application Areas:**

Business, finance, education, engineering, manufacturing, aerospace,  
architecture

## ***Publications:***

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List Processing Facilities In High Level Languages, Stanford Linear Accelerator, Computation Group Report, 1967.

Generalized GPSS Model for Grain Terminal Elevators, (with J.E. Peterson and D. Sprague), Digest of the Second Conference on Applications of Simulation, 1968.

Format-directed Input-Output for Algol W, (with D.A.K. Moir), The University of Manitoba, Department of Computer Science, Scientific Report No. 23, April 1971.

A Pascal Compiler for the IBM 360/370 Computers, (with W.B. Foulkes), Proceedings of the Third Manitoba Conference on Numerical Mathematics, 1973.

A Day at Assiniboia Downs, INFOR, Vol. 11, No. 3 (October 1973), pp. 286-287.

Progress Report on a Pascal Compiler, (with W.B. Foulkes), Proceedings of the Algol 68 Informal Implementors Interchange, University of Manitoba, June 1974.

A Course on Computers for Architects, (with B.F. Harnish), Colloquium on Teaching Technical Subjects, School of Architecture, Nova Scotia Technical College, October 31 - November 2, 1974.

APL Graphics Demonstration of Planetary Astronomical Models, (with I. Cooke, J. Bate, and T. Andres), Canadian Information Processing Society National Conference, Regina, June 1975.

Discussion Paper - Public Access Information Medium, (with H.G. Brown), Communications Research Center, Department of Communications, Ottawa, Nov. 1975.

Implications for Canada of VIEWDATA/TELETEXT Developments, (with G. Jull et al), Communications Research Center Technical Memorandum, CS82/76, March 12, 1976.

Certification, Licensing, Accreditation and CIPS, CIPS Review, June, 1976.

Interactive Graphics for the Design of Feedback Control Systems, (with W.H. Lehn and W. Podaima), Proceedings of the Fifth Man-Computer Communications Conference, Published by National Research Council, Ottawa, May, 1977, pp. 231-241.

Postal Codes Locate Special Transit Demand, (with R.S.D. Thomas), Logistics and Transportation Review, Vol. 14, 1978, p. 90.

Implementing Common Visual Space, (with H.G. Bown et al), Eighth Australian Computer Conference, August 1978.

Multi-Origin Single-Destination Transit Routing, (with R.S.D. Thomas), Interfaces, Vol. 10, No. 4, April, 1980.

Expanding Communications Services to the Local Subscriber, (with E.J. Claire and C.C. Reynolds), I.E.E.E. Conference on Communications Conference Record, June 14-18, 1981, pp. 24.5.1-24.5.8.

Customer PDR Package for the Control Box Test PROM, and Overhead and Self Test CPCI for B-1B EMUX Program, CDRL AE041, Harris Corporation, June, 1982.

Customer CDR Package for the Control Box Test PROM, and Overhead and Self Test CPCI for B-1B EMUX Program, CDRL AE042, Harris Corporation, January, 1983.

Drill Sort Program for Printed Circuit Boards, (with C. Parrish), Northern Telecom Electronics, November, 1987.

Sketch Program for Printed Circuit Boards, (with C. Parrish), Northern Telecom Electronics, December, 1987.

Electrical Test Programs for Printed Circuit Boards, (with C. Parrish), Northern Telecom Electronics, May, 1988.

## **Randy B. Pollack**

2699 Pineapple Avenue

Melbourne, FL 32935

(407) 242-9884

---

### **Education:**

B.A. Anthropology, 1973, State University of New York at Stony Brook

M.A. Anthropology, 1964, Ohio State University

Ph.D. Anthropology, 1979, Ohio State University

M.S. Computer Science, 1983, Wright State University

### **Professional Experience:**

May 94 to present -

**President, InternetU**

Co-founder of Internet Service Provider. Provided leadership and management, taking the company from an initial staff of 3 part-time employees to 7 full-time, 6 part-time employees

Jan 90 to Dec 94 -

**Assistant Professor of Computer Science, Florida Institute of Technology.**

Responsibilities included course work at undergraduate and graduate level in:

- Object-Oriented Programming
- Artificial Intelligence
- Comparative Programming Languages
- Introductory Programming

Languages included Pascal, C++, Smalltalk, Lisp

Sep 83 to Dec 90

**Assistant Professor of Computer Science, Wright State University**

Responsibilities included course work at undergraduate and graduate level in:

- Artificial Intelligence
- Comparative Programming Languages
- Introductory Programming
- Data Structure

Languages included Pascal, Fortran, Ada, Lisp, Forth

Sep 78 to Jun 82 -

**Assistant Professor of Anthropology, Wright State University**

Responsibilities included course work at undergraduate level in:

- Physical (Biological) Anthropology
- Cultural Anthropology

Sep 73 to June 78 -

**Teaching Associate and University Fellow, Dept. of Anthropology, Ohio State University**



## ***Publications:***

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**Sexually Dimorphic Behavior Patterns in Young Pimates**, Present at the Central States Anthropological Society Meetings, 1977.

**Inbreeding and Isonymy in an Amish-Mennonite Population**, Central States Anthropological Society Meetings, 1978.

**Genetic Demography of an Amish-Mennonite Population**, Present at the American Association of Physical Anthropologists Meetings, 1978.

**Controlled Acculturation in an Ohio Amish Community**, Presented at the American Anthropological Association Meetings, 1979.

**Toward a Better Understanding of Bidirectional Search**, (with H.Davis & T.Sudkamp), Proceedings of the National Conference on Artificial Intelligence, 1984.

**A Technique for Comparing Search Algorithm Runtimes**, (with H.Davis & D.Golden), Proceedings of the Fourteenth Annual Computer Science Conference, 1986.

**Towards a Domain-Independent Method of Comparing Search Algorithm Runtimes**, (with H. Davis & D.Golden), Proceedings of the 6<sup>th</sup> Canadian Conference on Artificial Intelligence, 1986.

**Prediction of Search Algorithm Runtimes Using Time-Complexity Parameters**, (with H.Davis), Proceedings of the Fifth International Conference on Systems Engineering, 1987.

**Personnel Scheduling Using Heuristic Search and Constraints**, Proceedings of the Third International Conference on Expert Systems and the Leading Edge in Production & Operations Management, 1989.

**A Model-Based Fault Diagnostic and Control System For Spacecraft Power**, (with R. Morris, D.Carreira, A.Gonzalez, R.McKenzie, R.Fleeman, A.Dhir), Proceedings of the 27<sup>th</sup> Intersociety Energy Conversion Engineering Conference, 1993.

**Steven Johnson**  
201 Plantation Club Dr. #1415  
Melbourne, FL 32940  
(407) 259-8543

---

**Education:** B.A., Political Science, Vanderbilt University, 1979  
24 Graduate Hours, Computer Science, Corpus Christi State University  
18 Graduate Hours, Computer Science, University of Central Florida

**Professional Experience:**

- 1998 to present - **InternetU, Inc., Systems Administrator**
- \* Responsible for administration of Sun and NT servers
  - \* Responsible for network administration, routing, DNS
  - \* Responsible for technical support activities for dial-up and dedicated circuit connections
- 1997 to 1998 - **EnSCO Inc., Systems Administrator**
- \* Responsible for the installation, configuration and administration of a 40 processor SGI Origin 2000.
  - \* Responsible for the administration of Sun (Solaris 2.5.1 and 2.6) and NT (4.0 and 3.51) servers.
  - \* Responsible for the administration of 50 Sun, SGI and NT workstations.
  - \* Maintain two Netscape Enterprise Servers.
  - \* Install and integrated Contractor developed and Commercial software.
- 1993 to 1997 - **Level Five Research, Inc., Technical Services Manager**
- \* Responsible for the design, implementation and daily management of corporate network and all hardware systems.
  - \* Transitioned the company from the Novell network to an NT Server based network. Performed all NT domain planning.
  - \* Implementing the company transition onto the Internet, installed UNIX and NT based Web servers and developed the initial content.
  - \* Installed and configured a corporate firewall using the Borderware firewall.
  - \* Develop Web CGI scripts using C, C++ and PERL.
  - \* Ported two products from Windows environments to UNIX.
  - \* Installed and served as the database administrator for Oracle and Microsoft SQL Server database servers.
  - \* Installed and maintained an MS SNA Server.
  - \* Redesignated the corporate network, moving from a co-axial wiring plant to twisted pair.
  - \* Installed and configured the corporate ISDN connection.
  - \* Installed new bridges for WAN 56Kb connection to our parent company.
  - \* Upgraded corporate WAN connection to use routers and Frame Relay connection.
  - \* Assist on product development teams as needed, writing help files for corporate products, developing install scripts using InstallShield, testing software and provide input for code design.

1992 to 1993 -

**Metters Industries, Inc., Senior Staff Computer Systems**

**Analyst/Group Supervisor**

- \* Assisted in the design of a Management Information System database (Informix) for the U.S. Army.
- \* Designed and developed a Windows-based C++ program to retrieve data from an Informix database on a UNIX network for use on PCs in a Novell environment
- \* Designed and coded a Windows-based application integrated with MS Project and MS Excel to assist Army project managers to prepare new work briefs and develop project schedules including funding and resource requirements.
- \* Managed a six person help desk team responsible for software support and network administration.
- \* Managed a three person training team responsible for the computer training of over 350 people.
- \* Managed a 6 person software development team, responsible for all phases of software development, documentation and testing.
- \* Prepared project proposal schedules and resource requirements.

1988 to 1992 -

**Analysis & Technology Inc., Software Engineer/Trainer System Project Manager**

- \* Managed independent verification and validation projects for U.S. Navy trainer/simulation systems.
- \* Developed software test plans for verification and validation of trainer system software.
- \* Developed a requirements traceability matrix database using dBase.
- \* Reviewed FORTRAN, Ada and C++ code for accuracy, technical validity, modularity and adherence to design documents.
- \* Performed design analysis and code development for trainer software upgrades.
- \* Wrote Smalltalk programs to parse Ada source code for calculating the number of comment lines and number of executable code lines and programs to parse dBase IV memo fields.
- \* Developed DOS based hypertext application to provide training device operators with a PC-based help facility.

1979 to 1988 -

**U.S. Navy, Commissioned Officer (Ensign - Lieutenant)**

- \* Developed data items and reporting requirements for a major upgrade to a Navy-wide computer system.
- \* Maintenance programming on existing Digital PDP11-based software.
- \* Developed and maintained Automated Data Processing security programs.
- \* Supervised data processing technicians.
- \* Received Navy designation as a specialist in Computer System Technology.
- \* Established database systems and spreadsheet models for flight student data tracking.
- \* Developed scheduling software to ensure proper student loading into flight training.

**Papers:**

"Taking the Guesswork out of Program Management Utilizing COTS Software"  
Richard Peters, Edward Beckman and Steve Johnson. Industry/Inter-Service Training Systems Conference, 1992.

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

# APPLICATION FORM DEPOSIT

DATE

for **D777** - MAY 18 1998

## AUTHORITY TO PROVIDE (ALEC) ALTERNATIVE LOCAL EXCHANGE SERVICE WITHIN THE STATE OF FLORIDA

### INSTRUCTIONS

- ◆ 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.
- ◆ Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- ◆ Use a separate sheet for each answer which will not fit the allotted space.
- ◆ If you have questions about completing the form, contact:

Florida Public Service Commission  
Division of Communications  
Certification & Compliance Section  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0856

JAMES M. WELLS  
RANDY B. POLLACK  
2699 PINEAPPLE AVENUE  
MELBOURNE, FL 32935  
(407) 242-9884

0760

Pay to the order of

Florida Public Service Comm. \$ 250.00

two hundred and fifty <sup>00</sup> Dollars

FIRST UNION NATIONAL BANK OF FLORIDA  
P.O. BOX 10000, TALLAHASSEE, FLORIDA 32304

For INTERNET U

*J.M. Wells*

98 MAY 18 9 23  
MAIL ROOM  
SERVICE CENTER

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payable to the Florida

DOCUMENT NUMBER-DATE  
**05526 MAY 18 98**  
PSC-RECORDS/REPORTING