

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

ORIGINAL

Also Admitted in New York
and Maryland

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

March 9, 2000

VIA OVERNIGHT DELIVERY

Florida Public Service Commission
Division of Administration
2540 Shumard Oak Blvd.
Gunter Bldg.
Tallahassee, Florida 32399-0850

DEPOSIT
D250 .
DATE
MAR 13 2000
000305-TX

Re: Advanced TelCom Group, Inc.

Dear Sir/Madam:

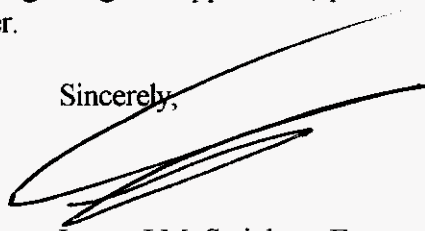
Enclosed please find one original and six (6) copies of Advanced TelCom Group, Inc.'s Application for Authority to Provide Alternate Local Exchange Telecommunications Service Within the State of Florida.

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.

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

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

Sincerely,



Lance J.M. Steinhart, Esq.
Attorney for Advanced TelCom Group, Inc.

RECEIVED & FILED

man
PSC BUREAU OF RECORDS

Enclosures

cc: Richard Levin, Esq.

DOCUMENT NUMBER-DATE

03150 MAR 10 8

FPSC-RECORDS/REPORTING

INVOICE NO.	INVOICE DATE	DESCRIPTION	DISCOUNT AMOUNT	NET AMOUNT
CR02/29/00	29-FEB-00		0.00	250.00
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4010Q EVERGREEN DATA SYSTEMS INC
PLEASE DETACH AND RETAIN THIS STATEMENT AS YOUR RECORD OF PAYMENT.

Thank You

THIS DOCUMENT HAS A COLORED BACKGROUND AND A SIMULATED WATERMARK ON THE BACK



**Advanced
TelCom
Group, Inc.**

110 Stony Point Road, Suite 200
Santa Rosa, California 95401
(707) 284-5000 FAX: (707) 284-5001

BANK OF AMERICA
CORPORATE BANKING SERVICES
1850 GATEWAY BLVD.
CONCORD, CA 94520
11-35/1210

No. 011440

CHECK DATE	CHECK NUMBER	CHECK AMOUNT
02-MAR-00	11440	*****250.00

PAY Two Hundred Fifty Dollars And 00 Cents*****

TO THE ORDER OF Florida Public Service Commission
c/o Lance Steinhart
6455 East Johns Crossing
Ste. 285
Duluth, GA 30097
United States

Charles Stuy

⑈011440⑈

**** FLORIDA PUBLIC SERVICE COMMISSION ****

**DIVISION OF TELECOMMUNICATIONS
BUREAU OF CERTIFICATION AND SERVICE EVALUATION**

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

Instructions

- ◆ This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Appendix A).
- ◆ Print or type all responses 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.
- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

**Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770**

- ◆ If you have questions about completing the form, contact:

**Florida Public Service Commission
Division of Telecommunications
Bureau of Certification and Service Evaluation
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

APPLICATION

1. This is an application for (check one):
 - Original certificate** (new company).
 - Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.
 - Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.
 - Approval of transfer of control:** Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:
Advanced TelCom Group, Inc.

3. Name under which the applicant will do business (fictitious name, etc.):
Advanced TelCom Group, Inc.

4. Official mailing address (including street name & number, post office box, city, state, zip code):
110 Stony Point Rd., Second Floor
Santa Rosa, CA 95401

5. Florida address (including street name & number, post office box, city, state, zip code):
None

6. Structure of organization:

- () Individual () Corporation
() Foreign Corporation () Foreign Partnership
() General Partnership () Limited Partnership
() Other _____

7. **If individual**, provide:

Name: Not applicable

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

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

(a) The Florida Secretary of State corporate registration number:

Not applicable

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

(a) The Florida Secretary of State corporate registration number:

F99000002193

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

(a) The Florida Secretary of State fictitious name registration number:

Not applicable

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

(a) **The Florida Secretary of State registration number:**

Not applicable

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

Not applicable

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) **The Florida registration number:** Not applicable

14. Provide **F.E.I. Number**(if applicable): 77-0189158

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

(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Provide explanation.

No.

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

No.

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

(a) The application:

Name: Lance Steinhart, Esq.

Title: Regulatory Counsel

Address: 6455 East Johns Crossing

City/State/Zip: Duluth, Georgia 30097

Telephone No.: 770/232-9200 Fax No.: 770/232-9208

Internet E-Mail Address: lsteinhart@telecomcounsel.com

Internet Website Address: _____

(b) Official point of contact for the ongoing operations of the company:

Name: Kathryn Thomas

Title: VP Regulatory & Public Policy

Address: 110 Stony Point Rd., Second Floor

City/State/Zip: Santa Rosa, CA 95401

Telephone No.: 707-284-5284 Fax No.: 707-284-5486

Internet E-Mail Address: kthomas@atgi.net

Internet Website Address: www.atgi.net

(c) Complaints/Inquiries from customers:

Name: Kathryn Thomas

Title: VP Regulatory & Public Policy

Address: 110 Stony Point Rd., Second Floor

City/State/Zip: Santa Rosa, CA 95401

Telephone No.: 707-284-5284 **Fax No.:** 707-284-5486

Internet E-Mail Address: kthomas@atgi.net

Internet Website Address: www.atgi.net

17. List the states in which the applicant:

(a) has operated as an alternative local exchange company.

California, Nevada, Oregon and Washington

(b) has applications pending to be certificated as an alternative local exchange company.

Applicant is in the process of filing applications

throughout the United States.

(c) is certificated to operate as an alternative local exchange company.

California, Colorado, Connecticut, Idaho, Illinois, Maryland,

Michigan, Nevada, New Jersey, Oregon, Texas, Virginia and Washington.

- (d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

None.

- (e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

None.

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

None.

18. Submit the following:

A. Financial capability.

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

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

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.*


Further, the following (which includes supporting documentation) should be provided:

1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
 2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
 3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.
- B. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
- C. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

****APPLICANT ACKNOWLEDGMENT STATEMENT****

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application

UTILITY OFFICIAL:



Signature

3/8/00

Date

Michael R. Black, Sr. VP Sales & Field Operations
Title

707-284-5000
Telephone No.

Address: 110 Stony Point, Rd., Second Floor

707-284-5486
Fax No.

Santa Rosa, California 95401

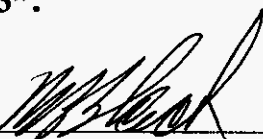
ATTACHMENTS:

- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - INTRASTATE NETWORK
- C - AFFIDAVIT

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 make 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: 
Signature

3/8/00
Date

Title: Michael R. Black
Sr. VP Sales and Field Operations

707-284-5000

Address: 110 Stony Point Road, Second Floor
Santa Rosa, California 95401

LIST OF ATTACHMENTS

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

STATEMENT OF FINANCIAL CAPABILITY

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

KEY PERSONNEL

Advanced TelCom Group, Inc. (ATG)

PRINCIPALS

CLIFFORD G. RUDOLPH, CHAIRMAN AND CHIEF EXECUTIVE OFFICER

Twenty-five years experience as an entrepreneur and senior executive in both the telecommunications and computer industry. Operating experience includes both regulated and unregulated products and services; corporate and line functions including: marketing, business development, acquisitions/mergers, sales, customer service, field engineering/operations and financial management. Most recently served as President for Brooks Fiber Properties Eastern and Western Divisions. Other executive level positions held at USWest Communications, David Systems, Inc. and the Amdahl Corporation. Masters in Business Administration, Pepperdine University.

ROBERT T. WARSTLER, PRESIDENT AND CHIEF OPERATING OFFICER

Twenty-five plus years experience in the telecommunications and computer industries. Operating experience includes both regulated and unregulated products and services; corporate and line functions including marketing, sales, strategic planning, customer service, business development, field engineering/operations and financial management. Most recently served as Senior Vice President for Network Equipment Technologies. Other executive level positions held at Hitachi Data Systems, U.S. West, Northern Telecom, AT&T and IBM. Bachelor of Arts, Valparaiso University.

MICHAEL R. BLACK, SR. VICE PRESIDENT SALES & FIELD OPERATIONS

Twenty-five plus years experience in the telecommunications industry. Operating experience includes both regulated and unregulated products and services; major and strategic accounts marketing/sales, customer service and field operations. Most recently served as Regional Vice President, Brooks Fiber Properties. Other executive level positions held at Ameritech and USWEST. Masters in Business Administration, Colorado State University.

CURTIS E. WHEELING, SR. VICE PRESIDENT MARKETING

Twenty-five plus years experience in the telecommunications and computer industry. Operating experience includes both regulated and unregulated products and services; corporate and line functions including: marketing, business development, acquisitions/mergers, sales and customer support. Most recently served as Regional Vice President and Vice President Business and Market Development, Brooks Fiber Properties. Other executive level positions held at Hitachi Data Systems and David Systems. Bachelor of Science Electrical Engineering, Montana State University.

THOMAS A. GRINA, SR. VICE PRESIDENT & CHIEF FINANCIAL OFFICER

Fourteen years of experience in a variety of telecommunications companies. Experienced in areas of operations, finance and mergers/acquisitions for companies in the wireless and fixed telephony industries. Most recently was Executive Vice President and Chief Financial Officer for Advanced Radio Telecom. Prior positions include Executive Vice President and Chief Financial Officer at Dial Page, Inc. and Vice President of Finance at an affiliate of Daniels & Associates.

KATHARINE S. KLEIN, SR. VICE PRESIDENT – MERGERS AND ACQUISITIONS

Twenty plus years of experience in investment banking and principal investments. Extensive experience advising major corporations on a wide range of domestic and international financial transactions including mergers and acquisitions and public and private financings. In this capacity was Managing Director, Investment Banking at Lehman Brothers Inc. in New York and London. As Managing Director, Communications Finance at General Electric Capital Corporation served as a principal investor and lender to early-stage telecommunications companies. Bachelor of the Arts from Harvard University and Master of Business Administration from The University of Chicago

KATHRYN L. THOMAS, VICE PRESIDENT-REGULATORY & PUBLIC POLICY

Nineteen plus years experience in the regulated utility industry. Operating experience includes utility companies, consulting and various senior staff positions at state regulatory commissions. Most recently served as Director of Government and Regulatory Affairs-Western Division, Brooks Fiber Properties. Other positions held at Washington State Utilities and Transportation Commission, Northeast Utilities, Potomac Electric Power Company, Exeter Associates and the Bendix Corporation. Bachelor of Business Administration, University of Washington.

CHARLES C. SEEFLOTH, VICE PRESIDENT-FIELD OPERATIONS

Twenty-seven years plus experience in the telecommunications industry. Operating experience primarily regulated services; corporate and line functions, including construction and maintenance organizations, network engineering teams, field engineering/operations and various technical staff positions. Most recently served as Director of Operations, responsible for the implementation of new market transport and switched services networks for Brooks Fiber Properties Western Division. Other positions in staff and network engineering and planning held with Pacific Bell and MCI/WorldCom.

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Tallahassee, Florida 32399-0850

DEPOSIT

D259

DATE

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000305-TX

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(707) 284-5000 FAX: (707) 284-5001

BANK OF AMERICA
CORPORATE BANKING SERVICES
1850 GATEWAY BLVD.
CONCORD, CA 94520
11-35/1210

No. 011440

CHECK DATE	CHECK NUMBER	CHECK AMOUNT
02-MAR-00	11440	*****250.00

PAY Two Hundred Fifty Dollars And 00 Cents*****

TO THE
ORDER OF

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c/o Lance Steinhart
6455 East Johns Crossing
Suite 285
Duluth, GA 30097
United States

Charlene Stuy
DOCUMENT NUMBER DATE

03150 MAR 10 2000

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FBI - TALLAHASSEE

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Lance J.M. Steinhart, Esq.
Attorney for Advanced TelCom Group, Inc.

Enclosures

cc: Richard Levin, Esq.

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