WILLIAM D. STEINMEIER, P.C.

2031 Tower Drive Jefferson City, Missouri (MO) 65109

WILLIAM D. STEINMEIER ATTORNEY AT LAW GOVERNMENTAL CONSULTANT (573) 659-8672 FAX (573) 636-2305

MAILING ADDRESS: Post Office Box 104595 Jefferson City, Missouri (MO) 65110-4595 MARY ANN YOUNG ATTORNEY AT LAW OF COUNSEL (573) 634-8109 Fax (573) 634-8224

May 14, 2002

Missouri Public Service Commission Attn: Secretary of the Commission 200 Madison Street, Suite 100 P. O. Box 360 Jefferson City, MO 65102-0360

RE: Case No. _____ Delta Communications, LLC, d/b/a Clearwave Communications Application for Authority to Provide Basic Local, Local Exchange and Interexchange Telecommunications Services

Dear Secretary:

Enclosed please find an original and eight copies of the <u>Application for</u> <u>Certificate of Service Authority and For Competitive Classification</u> for filing with the Commission on behalf of Delta Communications, LLC, d/b/a Clearwave Communications. This is an Application to provide basic local telecommunications services, local exchange telecommunications services and interexchange telecommunications services. An original and eight copies of a <u>Motion for Protective</u> Order is also enclosed for filing with the Commission in the same case.

Thank you for assistance in the processing this filing. Copies are being served on the Commission's General Counsel and Office of the Public Counsel. Please contact me at 634-8109 if there are any questions.

Sincerely Mary Ann (Garr) Young

Enclosure

cc: General Counsel Office of the Public Counsel James Keller, Clearwave

BEFORE THE PUBLIC SERVICE COMMISSION OF THE STATE OF MISSOURI

In the matter of the Application of) **Delta Communications, LLC**) **d/b/a Clearwave Communications**) for Certificate of Service) Authority to Provide Basic Local Exchange,) Non-switched Local Exchange,) and Interexchange Telecommunications) Services within the State of Missouri) and for Competitive Classification)

Case No.

APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY AND FOR COMPETITIVE CLASSIFICATION

Comes now Delta Communications, LLC d/b/a Clearwave Communications ("Clearwave" or "Applicant"), by its undersigned counsel, and hereby applies pursuant to Sections 392.361, 392.410, 392.420 and 392.430, and 392.450 RSMo., the federal Telecommunications Act of 1996 and 4 CSR 240-2.060, for authority to provide basic local exchange, non-switched local exchange and interexchange telecommunications services within the State of Missouri and for competitive classification. In support of its application, Clearwave states as follows:

1. Applicant Delta Communications, LLC d/b/a Clearwave Communications is a limited liability company duly organized and existing under and by virtue of the laws of the State of Illinois with its principal place of business at: 404 Seright St, Harrisburg, IL 62946.

The character of business performed by Applicant is telecommunications services. Clearwave is authorized to operate in Missouri as a foreign company. A copy of the Company's Certificate of Authority to conduct Business in Missouri will be late-filed as Exhibit A when it is available pursuant to 4 CSR 240-2.060(2). 2. All inquiries, correspondence, communications, pleadings, notices, orders and decisions relating to the case should be addressed to:

Mary Ann (Garr) Young WILLIAM D. STEINMEIER, P.C. 2031 Tower Drive P.O. Box 104595 Jefferson City MO 65110-4595 Phone: 573-634-8109 Fax: 573-634-8224 Email: myoung0654

With a copy to:

Scott Riggs President and C.E.O. Clearwave Communications 404 Seright St. Harrisburg, IL 62946 Phone: 816-253-4174 Fax: 618-253-3063 Email: sriggs@clearwavecommunications.com

3. Clearwave proposes to provide basic local exchange telecommunications services on a facilities and resold basis throughout all exchanges currently served by the incumbent local exchange telecommunications companies (ILECs) Southwestern Bell Telephone Company (SWBT), GTE Midwest, Incorporated d/b/a Verizon Telephone Company (Verizon), Spectra Communications Group, LLC (Spectra) and Sprint Missouri, Inc., d/b/a Sprint (Sprint). The specific SWBT, Verizon, Spectra and Sprint exchanges within which Clearwave proposes to offer service are listed in the incumbent providers' respective local exchange tariffs. Clearwave may seek authority to provide this service in other areas of the state in a subsequent proceeding. Clearwave proposes to provide interexchange and non-switched local exchange services on a statewide basis throughout Missouri.

4. Pursuant to this application, Clearwave seeks to offer and provide all forms of basic local telecommunications service, including but not limited to:

Basic Residential Service (flat rate)
Basic Business Service (flat rate)
Data Services
Enhanced Residential and Business Features including Call waiting Call Forwarding Caller I. D. DSL

Clearwave also seeks to offer non-switched local exchange (private line) services and interexchange services such as 800 service, calling card services and leased line services.

5. Clearwave possesses the technical and managerial expertise to provide the services it proposes. A description of the backgrounds of Clearwave management, which demonstrate the extensive experience and expertise are attached hereto and incorporated herein by reference as Exhibit B.

6. Clearwave also possesses the necessary financial resources to provide the services it proposes. Clearwave requests its financial statements be treated as highly confidential by the Commission, and is filing a Motion for Protective Order concurrently with this Application pursuant to 4 CSR 240-2.085. Applicant is a privately held corporation and its financial statements are not public information. Applicant will provide its financial statements to be late-filed as Exhibit C under seal subsequent to issuance of the Commission's standard Protective Order and requests that they remain confidential and not be disclosed except pursuant to the terms of the Commission's protective order.

7. Clearwave seeks classification of itself and its services as competitive pursuant to Sec. 392.361 RSMo. and 4 CSR 240-2.060(6)(A). Applicant believes that its proposed services will be subject to sufficient competition to justify a lesser degree of regulation and

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that granting this request will allow greater price and service options for telephone users.

8. Clearwave will offer basic local telecommunications service as a separate and distinct service in accordance with applicable law. Clearwave will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services in Clearwave's proposed service areas in accordance with applicable law.

9. Clearwave is willing to comply with all applicable Commission rules and is willing to meet all relevant service standards, including, but not limited to billing, quality of service and tariff filing and maintenance. Consistent with the Commission's treatment of other certificated competitive basic local exchange telecommunications companies, Clearwave requests that the following statutes and regulations be waived for Clearwave and its basic local exchange service offerings:

Statutory Provisions:

Section 392.210.2 Section 392.240(I) Section 392.270 Section 392.280 Section 392.290 Section 392.300.2 Section 392.310 Section 392.320 Section 392.330 Section 392.340

Missouri Public Service Commission Rules

4 CSR 240-10.020 4 CSR 240-30.010(2)(C) 4 CSR 240-30.040 4 CSR 240-32.030(4)(C) 4 CSR 240-33.030 4 CSR 240-35 With regard to its non-switched local exchange and interexchange services, Clearwave requests that the following statutes and regulations be waived, consistent with the Commission's treatment of other certificated competitive local exchange and interexchange telecommunications companies:

Statutory Provisions:

Section 392.210.2 Section 392.240(I) Section 392.270 Section 392.280 Section 392.290 Section 392.300.2 Section 392.310 Section 392.320 Section 392.330 Section 392.340

<u>Missouri Public Service Commission Rules</u> 4 CSR 240-10.020 4 CSR 240-30.010(2)(C) 4 CSR 240-30.040 4 CSR 240-32.030(4)(C) 4 CSR 240-33.030

10. Clearwave further requests a temporary waiver of 4 CSR 240-2.060(6)(C). This rule requires that an application for a certificate of service authority to provide interexchange, local exchange or basic local exchange service shall include a proposed tariff with a forty-five day effective date. Clearwave finds it impossible at this time to develop tariffs to fully comply with this rule since Clearwave has not yet executed or received Commission approval of any resale or interconnection agreements with ILECs. At such time as all facts necessary for the development of such tariffs are known to Clearwave, it will promptly file said tariffs bearing no less than a forty-five day effective date with the Commission in a manner consistent with recent Commission practice in similar cases.

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11. Furthermore, Applicant agrees that its proposed basic local service tariff will specifically identify the geographic service area in which it proposes to offer basic local service and that such area will follow the exchange boundaries of the ILECs in the same area and be no smaller than an exchange. In any circumstance, Applicant will file its proposed basic local exchange telecommunications service tariff no later than 30 days after Commission approval of Applicant's interconnection and/or resale agreement. Applicant will also file its proposed local exchange and interexchange tariffs at or before that time.

12. Notwithstanding the provisions of Section 392.500 RSMo., as a condition of certification and competitive classification, Applicant agrees that, unless otherwise ordered by the Commission, Applicant's originating and terminating switched exchange access rates will be no greater than the lowest Commission-approved corresponding access rates in effect for each ILEC within whose service area(s) Applicant seeks authority to provide service. Additionally, pursuant to the Commission's <u>Report and Order</u> in Case No. TO-99-596, Applicant agrees that if the ILEC in whose service area Applicant is operating decreases its originating and/or terminating access service rates, Applicant shall file an appropriate tariff amendment to reduce its originating and/or terminating access rates within thirty (30) days of the ILEC's reduction of its originating and/or terminating access rates.

13. Applicant herein states, in accordance with 4 CSR 240-2.060(1)(K), that there are no pending actions or final unsatisfied judgments or decisions against Applicant in any state, federal agency, or court which involve customer service or rates for which action, judgment, or decision has occurred within three (3) years of the date of this Application.

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14. Pursuant to 4 CSR 240-2.060(1)(L), Applicant hereby states that the Company does not have any overdue annual reports or fees owed to the Missouri Public Service Commission.

15. Clearwave submits that the public interest will be served by Commission approval of this application because Clearwave's proposed services will create and enhance competition and expand customer service options consistent with the federal Telecommunications Act of 1996 and Chapter 392 RSMo. Prompt approval of this application also will expand the availability of innovative, high quality and reliable telecommunications services within the State of Missouri.

WHEREFORE, Applicant Delta Communications, LLC d/b/a Clearwave Communications respectfully requests that the Commission grant it a certificate of service authority to provide basic local exchange, non-switched local exchange, and interexchange telecommunications services as herein requested, grant Clearwave competitive classification, treat Applicant's financial information as Highly Confidential and grant waiver of the aforesaid statutes and regulations.

Respectfully submitted,

Mary Ann (Garr) Young Mo. Bar #27951 WILLIAM D. STEINMEIER, P.C. 2031 Tower Drive P.O. Box 104595 Jefferson City MO 65110-4595 Phone: 573-634-8109 Fax: 573-634-8224 Email: myoung0654@aol.com

ATTORNEY FOR DELTA COMMUNICATIONS, LLC D/B/A CLEARWAVE COMMUNICATIONS

CERTIFICATE OF SERVICE

I hereby certify that a copy of this document has been hand delivered or mailed by first class mail, postage prepaid to the Office of Public Counsel and the General Counsel of the Missouri Public Service Commission on this 14th day of May 2002.

Mary Ann (Garr) Young

Delta Communications, LLC D/B/A Clearwave Communications

Exhibit A to Basic Local Service Application

Secretary of State Certificate

To be late-filed

Delta Communications, LLC D/B/A Clearwave Communications

Exhibit B to Basic Local Service Application

Management Biographies

 5625 HWY 145 South
 618.253.4174

 Harrisburg, IL 62946
 sriggs@yourclearwave.com

Jennings Scott Riggs

Objective	To seek a senior position with a growing or start up company that will utilize my talents and wireless knowledge to its fullest.		
Experience	train and manage d Responsible for devel		
	2000-2001	Telecorp PCS (Nasdag TLCP)	Nashville, TN
	Vice President Sales		TAGSTAINC, ITA
	 Responsible for the Largest Market area (2.5 million pops) in the Company for the 7th Largest PCS Carrier 		
	 Manage a staff of over 125 including Direct, Indirect, and Retail Sales, compensation, Sales Training, Sales Support, Finance and Engineering 		
	 Responsible for 40 + million budget in 2000 with total P&L Responsibility 		
	 Achieved over 140% of company goals for the year 2000 budget 		
	1998-2000	Tritel Comm. (Nasdaq TTEL)	Jackson, MS
	Vice President Regional Manager Sales & Marketing		
	 Recruited, Trained, and Managed Tritel's first PCS launched Market area 		
	 One of four that created and designed a financial model and organizational structure for Tritel's 14 million pops 		
	 Accountable for P&L, budget projections, sales distribution, and network design 		
	 Managed a staff of over 75 including Direct, Indirect, and Retail Sales, compensation, Sales Training, Sales Support, Finance and Engineering 		
	 Achieved over 140% of company goals for the year 2000 budget 		
	 Assisted with the IPO of Tritel in December 1999 		
	1993-1998	Mercury Communications	Harrisburg, IL
	General Manager		
	 Assisted in the initial development of company distribution, policy & procedures, budget projections, marketing, and retail store design & layout 		

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Achieved 1995,1996,and 1997 top GM Award for overall best ran property

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which included RPU, Churn and CPGA

- Recruited and closed the sale of this property to outside Cellular Company
- Promoted to General Manager within 1 year with the company

1992-1993 Mercury Communications Athens, OH

Sales Manager

- Managed a group of 5 outside Sales Reps and 3 Sales Support
- Responsible for the highest average revenue per rep in the company
- Achieved 150% of sales goals in 1991 and 1992

1990-1992 Larry Simmons Chevrolet - Mazda Athens, OH

Sales & Finance Manager

- Responsible for overall Profitability of Dealership
- Managed a staff of over 25 including all revenue producing channels
- Responsible for formulating an organizational structure
- Largest Chevrolet Dealership in Southern Ohio

1985-1990

SuperAmerica

Athens, OH

Area Retail Manager

- Responsible for 7 Retail stores with over 40 million is gross sales
- Assisted in the initial design and layout of 4 new Retail locations
- Achieved 43% gross profit for region and accumulated the #1 and #2 Retail stores in the company out of 400 stores
- Accountable for overall profitability of region
- Started out as the night supervisor

Education

1983–1985 Ohio University Athens, OH
 20 hours short of a BA in Business.
 1981-1983 Hocking College Nelsonville, OH
 2 year Business Degree
 Dale Carnegie Sales Training
 Tom Peters Minute Manager
 Professional Selling Skills series
 Zig Zigler / Brian Tracey success
 Kevin Davis Sales Management Training
 Guest Speaker for ASE Corporation (Sales Training)
 CellularOne Group advisor

PRESENTATION OF QUALIFICATIONS

JAMES J. KELLER

6826 Brindle Heath Way Alexandria, Virginia 22315 (703) 922-7908 jkeller@clearwaveonline.com

OBJECTIVE

To provide experienced leadership within a team based environment that will contribute to the operational effectiveness, growth and profitability of a progressive organization.

COMPETITIVE ADVANTAGE

- Dedicated, results oriented professional with demonstrated management and leadership skills
- Extensive experience developing and participating in cross functional work teams
- Strong work ethic; good organization and time management skills
- Action oriented toward pro-active strategic planning focused on operational efficiencies and maximize competitiveness
- Recognized as one with the ability to elevate morale and promote organizational loyalty
- Experienced in performance management, consistently monitoring progress toward stated goals
- Demonstrated ability to assess, solicit input and reach decisions expeditiously

PROFESSIONAL PROFILE

Myers Keller Communication Law Group (http://www.myerskeller.com) Engineering Partner

Washington, DC 1993-Present

- Management of internal information technology policy
- Provide clients with planning, design and implementation of their wireless and/or wire line communication systems. These systems fall under both private and/or common carrier designations in fixed, mobile, point to point, and point to multi-point environments
- Assist in the selection of management for a number of our clients
- For start up companies, performed the executive functions including program planning; program direction and communication; staff and resource utilization; and program monitoring and evaluation
- Served as a focal point for promoting a company-wide operational culture. This culture is focused on excellent business practices, innovative technology, strong customer service, and effective communications
- Advise start-up and existing telecommunication companies on how to become focus on voice and high speed data. Both on wireline and wireless
- Consult with clients on how to achieving CLEC status and initiate ISP services
- Consultant for Northwest Telephone (www.nw-tel.com) which is becoming one of Washington State's leading integrated communication providers of enhanced data services, switched voice, frame relay, ATM and Internet access solutions to bandwidth intensive businesses and the growing e-commerce market. As a full service provider, the company offers local and long distance voice and data services, streaming audio/video, data vaulting and high-speed broadband transport via an expanding fiber optic network

Celtronix Telemetry, Inc. (www.celtronixtelemetry.com)

Vice President

- Involved in development and implementation of business plan and projections
- Designed and built out wireless telemetry network in Hampton Roads Virginia
- Directly involved in the selection of the market location to deploy the wireless data network
- Responsible for equipment selection, network construction, and interconnection

CEC Engineering, Inc

Cellular Engineer

 Responsible for interaction with the Federal Communications Commission regarding licensing issues. Designed rural cellular service areas and acted as project manager during build outs .

Eastern Telephone and Computer Management

Network Engineer

Designed networks for telephone and computer systems. Installed and maintained Telephone and Computer Systems in the Eastern Kentucky area.

Pikeville, KY 1990-1992

Virginia Beach, VA 1994-Present

1992-1993

Jackson, MS

DEMONSTRATIONS OF EXPERIENCE

- Network design of phone and computer systems ٠
- Network design of cellular systems ٠
- Installation and construction of cellular systems ٠
- Regulatory issues regarding the Federal Communications Commission •
- Network design of wireless system in the 218 Mhz 39 Ghz range
- Managing attorneys, engineers, and support staff to make sure projects were completed in a timely manner ٠
- Network design for CLEC, Long-distance, and ISP systems ٠
- Business plan development and projections ٠
- ٠ Budget development, implementation and analysis

EDUCATION

University of Kentucky

Lexington, Kentucky Bachelor of Science in Electrical Engineering - Telecommunications emphasis, 1989

EXTRA CURRICULAR

- Spoke at IVDS Conference regarding network build out 1995
- Federal Communications Bar Association, non-attorney
- ♦ 11th and 12th grade Sunday school teacher

REFERENCES AVAILABLE UPON REQUEST

Stephen H. Kautz 5721 Corte Libre Pleasanton, CA. 94566 925-200-2234 925-462-4669 Fax E-mail skautz@home.com

OBJECTIVE: Seeking a management position in the financial sector to which I can bring the benefit of my extensive management, credit granting, and organizational experience.

EXPERIENCE

Starcrest Partners, LLC President & Chief Executive Officer

Responsible for managing a small private investment firm. Tasked with identifying, gualifying, and funding the company's passive investment portfolio. Also responsible for the management of all company business and finances.

SCT High Vacuum Deposition Equipment Chief Financial Officer

Functioned as the CFO of a midsized vacuum engineering and manufacturing firm. I was responsible for all financial planning and implementation including A/R, A/P, and budgeting activities. I also managed all Human Resource activities. Successfully negotiated sale of the business in order to maximize benefit to the seller.

Commercial Bank of Fremont Senior Vice President & Senior Loan Officer

Managed the lending activities of a regional independent bank. I was responsible for increasing the portfolio size, maintaining credit quality, management and training of all loan officers, mitigating problem loans, and interfacing with regulatory authorities while maintaining a premier performing portfolio. I was instrumental in increasing the portfolio size from \$25MM to \$215MM during this time.

Lloyds Bank, California VP & Manager, Corporate Banking Office

Managed the bank's corporate banking activities in the Silicon Valley. I was responsible for business development, lending, and operations.

Crocker Bank Vice President

Joined the bank in 1964 as a management traince and progressed to the level of Vice President while acquiring the skills of operations, personnel, management, and lending.

EDUCATION

University of Washington (Pacific Coast Banking School)

Sacramento State University Bachelor of Science

REFERENCES: Available upon request

Fremont, California 4/16/86 to 3/31/95

Pleasanton, California

Livermore, California

6/16/95 to 12/31/98

1/1/99 to Present

San Jose, California 5/1/82 to 3/31/86

> Various 1964 to 4/30/82

Seattle, Washington 1993

Sacramento, California 1964

12-03-01 13:11

MICHAEL J. PHALIN

1 Country Club Court, Harrisburg, Illinois 62946 618.253.8587 Home 618.253.4174 Office 618.528.8625 Mobile

SUMMARY

Over 6 years of management and sales experience within the wireless industry, producing consistently high sales results.

EXPERIENCE

Clearwave Communications, Harrisburg, Illinois

Vice President of Sales and Marketing- March 2001 to present

Report directly to the President. Oversee all aspects of sales and marketing to include product line development, advertising, human resources and sales operations.

Major Accomplishments and Skills:

- Developed strategic partnership as an agent for First Cellular, a prominent cellular carrier in the region.
- Developed strategic partnership with CVS Systems, Inc., a Dish Network distributor.
- Launched a new retail location in July of 2001, on time and below budget.
- Developed marketing strategy for newly launched internet service.

SunCom, Telecorp PCS, Jackson, Mississippi

Interim Director of Sales- January 2001 to March 2001

Reported directly to Regional General Manager. Oversee all aspects of all sales channels, including planning and developing sales strategies, market policies, human resources, and network development. Responsible for staff of over 60 employees.

Major Accomplishments and Skills:

- Lead organization through difficult transitional period following company merger.
- Assisted new Regional General Manager in developing long term network build-out plans.

SunCom, Tritel Communications, Jackson, Mississippi

Corporate Sales Manager- January 2000 to January 2001

Reported directly to Area Vice President. Oversee all aspects of corporate sales channel, including planning and developing sales strategies and market policies.

Major Accomplishments and Skills:

- Successfully built the Jackson corporate sales team into a company leader in unit sales, average unit sales per salesperson, and RRU
- Strong team builder and decision maker
- Exceptional interpersonal and communications skills
- Ability to recruit, train and motivate salespeople
- Able to set and achieve goals consistently, both personal and organizational

SunCom, Tritel Communications, Jackson, Mississippi

Indirect Sales Manager- March 1999 to January 2000

Assisted the Vice President of National Distribution in the development and execution of the company's indirect sales channel. Coordinated negotiating and developing relationships and agreements with strategic, long-term distribution partners.

Major Accomplishments and Skills:

- Developed and implemented for the company a comprehensive dealer training program
- Successfully launched a strategically planned distribution network of dealers in the Jackson market
- Completed the build-out of two corporate-type stores on time and below budget
- Produced results that far exceeded the expectations of the indirect channel in the first quarter of operations in Jackson
- Able to communicate with excellent verbal and written communication skills

MICHAEL J. PHALIN – page 2

CELLULARONE, Mercury Communications, Harrisburg, Illinois

Agent Coordinator- February 1996 to March 1999

Serviced and developed both new and existing agent channels of distribution. Created advertising campaigns and launched promotions for the indirect channel and assisted in developing promotions for all channels. Coordinated recruiting and training of retail and direct salespeople.

Major Accomplishments and Skills:

- Ability to develop and execute both short- and long-range promotional advertising campaigns
- Self-driven with strong persistence in completing projects and tasks
- Able to work and guide others in a variety of situations
- Team player with strong work ethic and ability to manage multiple projects

CELLULARONE, Douglas Communications, Carbondale, Illinois

Account Representative- August 1995 to February 1996 Sold and serviced both new and existing cellular accounts.

Northwestern Mutual Life Insurance Company, Carbondale, Illinois

Life Insurance Agent- February 1994 to August 1995

Proposed and sold solutions for business owners', professionals' and families' insurance needs and long-term investment goals.

U.S Army 7th Infantry Division (Light), Monterey, California

Assistant Division Commander's Driver/Aide- March 1989 to February 1992 Selected to work in Division Headquarters from hundreds of applicants. Deployed on combat missions as part of an Infantry Brigade in operations "Just Cause" and "Promote Liberty", Panama 1990

EDUCATION

Southern Illinois University at Carbondale Carbondale, Illinois B.S. Liberal Arts

COMPUTER LITERACY

Windows, Microsoft Word, Excel, and Power Point

PROFESSIONAL

Member of Rotary Club International

Delta Communications, LLC D/B/A Clearwave Communications

Exhibit C to Basic Local Service Application

Financial Statements

To be late-filed upon issuance of protective order