

BEFORE THE PUBLIC UTILITIES COMMISSION  
IN AND FOR THE STATE OF IDAHO

In Re The Application of )  
Granite Telecommunications, LLC )  
For a Certificate of Public Convenience and )  
Necessity, )  
Applicant. )  
\_\_\_\_\_ )

Docket Number: GRN-7-03-01

**APPLICATION FOR CERTIFICATION**

COMES NOW the Applicant Granite Telecommunications, LLC, (“Applicant”), to petition the Public Utilities Commission (“Commission) for a Certificate of Public Convenience and Necessity pursuant to the laws of the State of Idaho and the rules and regulations of the Commission.

**I  
PROPOSED SERVICES**

Applicant proposes to provide facilities-based and resold local exchange services primarily to business customers throughout the entire State of Idaho. Applicant will provide service mainly utilizing Unbundled Network Elements Platform (UNE-P) leased or purchased from Qwest Communications and Verizon. Applicant does not presently have plans to build any facilities of its own in the State of Idaho, but does not foreclose the possibility of constructing such facilities in the future. Applicant is not currently providing any services within the State of Idaho.

**II**  
**FORM OF BUSINESS**

Applicant is a privately held Limited Liability Company formed under the laws of the State of Delaware on April 1, 2002. The address of Applicant's headquarters is:

Granite Telecommunications, LLC  
234 Copeland Street  
Quincy, MA 02169  
Telephone: (617) 847-1500  
(866) 847-1500 Toll Free  
(866) 847-5500 Toll Free  
Facsimile: (617) 847-0931  
Web Address: [www.granitenet.com](http://www.granitenet.com)

Applicant, organized as a Limited Liability Company, has members rather than the traditional officers, directors, or shareholders found in corporations. Applicant's members are:

<p>Robert T. Hale, Sr., Member/Chairman 234 Copeland Street Quincy, MA 02169 Telephone: (617) 847-1500 (866) 847-1500 Toll Free (866) 847-5500 Toll Free Facsimile: (617) 847-0931</p>	<p>Robert T. Hale, Jr., Member/President/CEO 34 Copeland Street Quincy, MA 02169 Telephone: (617) 847-1500 (866) 847-1500 Toll Free (866) 847-5500 Toll Free Facsimile: (617) 847-0931</p>
<p>Rand Currier, Member/Vice President Operations 234 Copeland Street Quincy, MA 02169 Telephone: (617) 847-1500 (866) 847-1500 Toll Free (866) 847-5500 Toll Free Facsimile: (617) 847-0931</p>	<p>Granitel, Inc., Member 34 Copeland Street Quincy, MA 02169 Telephone: (617) 847-1500 (866) 847-1500 Toll Free (866) 847-5500 Toll Free Facsimile: (617) 847-0931</p>

Though not required in the application package, attached hereto as **Exhibit A** is a true and correct copy of Applicant's management team biography.

Applicant does not maintain offices in the State of Idaho. Applicant is certified and is in good standing with the State of Idaho to conduct business within the State of Idaho as a foreign business entity. Attached hereto as **Exhibit B** is a true and correct copy of Applicant's certificate issued by the Secretary of State of the State of Idaho.

Applicant's registered agent in the State of Idaho is:

National Registered Agents, Inc.  
1423 Tyrell Lane  
Boise, ID 83706

### **III TELECOMMUNICATIONS SERVICES**

Applicant will be purchasing or leasing UNE-P from one or more Incumbent Local Exchange Carriers, such as Verizon and Qwest Communications. Thus, Applicant does not intend or anticipate construction of facilities at this time. At the time of execution of this application, Applicant has made a request for interconnection with Qwest Communications, but has not entered into any interconnection agreement or other agreement to begin telecommunications services within the State of Idaho.

Applicant will provide services primarily to business consumers. Applicant proposes to offer all forms of local exchange service, including but not limited to the following services:

Local Exchange Services:

- (1.) Local Exchange Services for business and residence customers that will enable customers to originate and terminate local calls in the local calling area served by the ILECs;
- (2.) Switched local exchange services, including basic service, trunks, carrier access, and any other switched local services that currently exist or will exist in the future;
- (3.) CENTREX and/or CENTREX-like services that currently exist or will exist in the future;
- (4.) Operator assistance and directory assistance (via its underlying carriers); and

- (4.) Digital subscriber line, ISDN, and other high capacity line services.

#### IV SERVICE TERRITORY

Applicant proposes initially to offer its services in the service areas currently served by Qwest Communications and Verizon. In the future, Applicant may compete with all incumbent local exchange carriers (ILECs) within the State of Idaho specifically, ATC Communications, Cambridge Telephone Company, CenturyTel of Idaho, Inc., Frontier Communications of Idaho, Direct Communications Rockland, Inc., Fremont Telcom, Inc., Inland Telephone Company, Midvale Telephone Exchange, Inc., Oregon-Idaho Utilities, Inc., Pine Telephone System, Inc., Potlatch Telephone Company, Rural Telephone Company, Silver Star Communications and Teton Telecom. Applicant does not own any tangible property or premises in the State of Idaho.

#### V FINANCIAL INFORMATION

Attached hereto as **Exhibit C** is a true and correct copy of Applicant's financial information. The information in **Exhibit C** should be sufficient to demonstrate that the financial strength of the Applicant is adequate to enable Applicant to provide and maintain service in the State of Idaho. Applicant's financial statements contain proprietary information and are filed under seal accordingly.

#### VI TARIFF FILINGS

Attached hereto as **Exhibit D** is a true and correct copy of Applicant's proposed tariff. The tariff contemplates local and interexchange service offerings as Applicant also has filed a notice of intent to provide resold interexchange service.

## VII CUSTOMER CONTACTS

Applicant's designated responsible contact director for customer service issues is:

Mr. Paul Stutzman  
Customer Service Manager  
Granite Telecommunications, LLC  
234 Copeland Street  
Quincy, Massachusetts 02169  
Telephone: (617) 847-1500  
(866) 847-1500 (Toll Free)  
(866) 847-5500 (Toll Free)  
Facsimile: (617) 847-0931  
Email: [pstutzman@granitenet.com](mailto:pstutzman@granitenet.com)  
Website: [www.granitenet.com](http://www.granitenet.com)

Applicant's designated state regulatory contact director is:

Mr. Geoff Cookman  
Regulatory Affairs and Carrier Relations  
Granite Telecommunications, LLC  
234 Copeland Street  
Quincy, Massachusetts 02169  
Telephone: (617) 847-1500  
(866) 847-1500 (Toll Free)  
(866) 847-5500 (Toll Free)  
Facsimile: (617) 847-0931  
Email: [gcookman@granitenet.com](mailto:gcookman@granitenet.com)  
Website: [www.granitenet.com](http://www.granitenet.com)

Correspondence regarding this Application should be addressed to Applicant's  
consultant:

Stacey A. Klinzman  
Miller Isar, Inc.  
7901 Skansie Avenue, Suite 240  
Gig Harbor, WA 98335  
Telephone: (253) 851-6700  
Facsimile: (253) 851-6474  
Email: [sjohnson@millerisar.com](mailto:sjohnson@millerisar.com)  
Website: [www.millerisar.com](http://www.millerisar.com)

**VIII  
INTERCONNECTION AGREEMENTS**

As of the date of execution of this application, Applicant has made a request for interconnection with Qwest Communications Corporation, but has not yet completed negotiations.

**IX  
COMPLIANCE WITH COMMISSION RULES**

Applicant, and its designated personnel, have reviewed the rules and regulations of the Commission and affirm their commitment to abide by all terms and conditions thereof.

**X  
ESCROW ACCOUNT OR SECURITY BOND**

Applicant will not collect deposits or advance payments from its customers. Therefore, no escrow account or bonded escrow agent is necessary. Applicant seeks Commission approval of certification without bond or deposit, based upon financial ability disclosed in **Exhibit C**.

[SIGNATURE NEXT PAGE]

**XI  
CONCLUSION**

WHEREFORE, based upon the foregoing, Applicant Granite Telecommunications, LLC, respectfully requests that the Public Utilities Commission in and for the State of Idaho approve and grant it a certification to provide resold and facilities based local exchange service in the State of Idaho.

DATED THIS 9 day of September, 2003.

GRANITE TELECOMMUNICATIONS, LLC



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ROBERT T. HALE, JR., President

234 Copeland Street

Quincy, Massachusetts 02169

Telephone: (617) 847-1500

(866) 847-1500 (Toll Free)

(866) 847-5500 (Toll Free)

Facsimile: (617) 847-0931



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**EXHIBITS**

<u>Exhibit</u>	<u>Item</u>
A	MANAGEMENT TEAM BIOGRAPHIES
B	SECRETARY OF STATE CERTIFICATION
C	FINANCIAL INFORMATION
D	ILLUSTRATIVE TARIFF

**EXHIBIT A**  
**MANAGEMENT TEAM BIOGRAPHIES**

GRANITE TELECOMMUNICATIONS, LLC  
SENIOR MANAGEMENT BIOGRAPHIES

Robert Hale Jr., President/Chief Executive Officer

Robert Hale, Jr. is the co-founder, president, and chief executive officer of Granite Telecommunications, LLC. Mr. Hale gained previous experience in telecommunications sales through his positions at MCI, US Telecenters (a reseller of NYNEX) and Network Plus, Inc. before he co-founded Granite Telecommunications. Rob has been recognized by industry publications for his leadership in new technologies and was named to the Top 30 of the Most Influential People in Telecom by Phone + Magazine in November 1999. Rob is also very actively involved with the Big Brother Foundation and Make-A-Wish Foundation of Greater Boston.

Robert Hale, Sr., Chairman of the Board

Robert Hale has over thirty-five years of experience in telecommunications, domestics, and importing industries. Prior to co-founding Granite Telecommunications, LLC, Mr. Hale co-founded Network Plus, Inc. and served as its Chairman of the Board of Directors from 1990 to 2002. He is a founding member of the Telecommunications Resellers Association, now known as the Association of Communications Enterprises, served as chairman of its Carrier Committee, since 1993, and served as chairman of its board from 1995 to 1997. Mr. Hale was president of Hampshire Imports, the original importer of Laura Ashley Women's Wear to the US and a manufacturer of exclusive women's apparel, from 1968 to 1992.

Rand Currier, Chief Operating Officer

Rand Currier has over fifteen years experience in telecommunications. Mr. Currier previously worked at Network Plus, Inc. from 1998 to 2002, ending his tenure as Senior Vice President of Operations and Wholesale. Rand was with Sprint International/Global One from 1988 to 1998 directing project management teams on Asia/Pacific ventures and large USA projects. Mr. Currier holds an M.B.A degree in finance and international business from The American University and a B.S. degree from HLC, both with Honors.

Geoff Cookman, Director, Regulatory Affairs and Carrier Relations

Geoff Cookman has 10 years of experience in the competitive communications industry. Mr. Cookman most recently served as the Director of Cost of Access for Network Plus, Inc. Mr. Cookman's areas of experience include, Access Cost Management, Contract Negotiation and Carrier Relations, Network Planning and Engineering, Network Maintenance and Repair, State and Federal Regulatory Affairs, Pricing and Product Management, Sales and Customer Support, DMS Switch Engineering and Translations, Communications Taxes and Credit/Collections Management. Mr. Cookman holds a B.S. degree from Norwich University.

Paul Stutzman, Vice President of Operations

Paul Stutzman has over 15 years of experience in the telecommunications industry. Paul Stutzman has worked with MCI from 1988-1990 and Network Plus from 1990 to 2002, recently serving as Director of Network Services. Mr. Stutzman has extensive experience in the areas of network planning and provisioning, including network capacity management, DMS engineering, long distance backbone development, LSR/ASR/ASOG service, telcordia standards and product management. Mr. Stutzman holds a B.S. degree from Plymouth State College, NH.

**EXHIBIT B**  
**SECRETARY OF STATE CERTIFICATION**



# APPLICATION FOR REGISTRATION OF FOREIGN LIMITED LIABILITY COMPANY

(Instructions on back of application)

**FILED EFFECTIVE**

03 AUG -5 PM 2:28

SECRETARY OF STATE  
STATE OF IDAHO

1. The name of the limited liability company is:

Granite Telecommunications, LLC

2. If the name of the limited liability company is not permissible or is not available in Idaho, the name the foreign limited liability company will use in Idaho is:

3. The jurisdiction under whose laws the limited liability company is organized is: Delaware

and the date of its formation was: 4/1/2002

4. The name and address of the registered agent in Idaho is:

National Registered Agents, Inc., 1423 Tyrell Lane, Boise, Idaho 83706

5. The address of the limited liability company's office in the jurisdiction under whose laws it is organized is:

c/o Corporate Systems, Inc., 101 North Fairfield Drive, Dover, DE 19901-5720

6. The address of the limited liability company's principal office, if other than the address in #5 above, is:

234 Copeland Street, Quincy, MA 02169

7. The address to which correspondence should be addressed is:

234 Copeland Street, Quincy, MA 02169

8. Signature of a manager, if any, or a member if there are no managers.

Signature *Robert T. Hale, Jr.*

Typed Name Robert T. Hale, Jr., - Member

Manager  Member

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Revised 08/2002  
Web Form

Secretary of State use only

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**EXHIBIT C**  
**FINANCIAL INFORMATION**

**PLEASE TAKE NOTICE:** Applicant considers its financial information to be proprietary and confidential. The data contained in these documents reveal the size, nature, and scope of Applicant's business and financial operations to competitors and potential competitors. Therefore, the Applicant requests that the Commission treat Applicant's Balance Sheets and Income Statements as proprietary, to maintain the confidentiality of the data contained therein. Applicant's financial information is submitted under protective seal, accordingly.

**EXHIBIT D  
PROPOSED TARIFF**

GRANITE TELECOMMUNICATIONS, LLC  
Schedule of  
GENERAL REGULATIONS FOR EXCHANGE SERVICES  
Applying to the Local Exchange and Interexchange  
Services and Facilities of this Company  
in the State of Idaho

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of telecommunications services provided by Granite Telecommunications, Inc. ("Granite ") within the State of Idaho. This tariff is on file with the Idaho Public Utilities Commission ("Commission"). Copies may be inspected during normal business hours at the Company's principal place of business: 234 Copeland Street, Quincy, Massachusetts 02169.

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Issued: October 8, 2003  
Issued By:

Robert T. Hale, Jr.  
Granite Telecommunications, Inc.  
234 Copeland Street  
Quincy, Massachusetts 02169  
(617) 847-1500

Effective Date:

**CHECK SHEET**

The Title Sheet and Sheets 1 through 94 inclusive of this tariff are effective as of the date shown at the bottom of the respective Sheet(s). Original and revised sheets as named below comprise all changes from the original tariff and are currently in effect as of the date on the bottom of this page.

Sheet No.	Sheet Version	Sheet No.	Sheet Version
1	Original	30	Original
2	Original	31	Original
3	Original	32	Original
4	Original	33	Original
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6	Original	35	Original
7	Original	36	Original
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29	Original	58	Original

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**CHECK SHEET, Continued**

<b>Sheet No.</b>	<b>Sheet Version</b>	<b>Sheet No.</b>	<b>Sheet Version</b>
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