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November 16, 1999

FILED³

NOV 17 1999

VIA FEDERAL EXPRESS

Mr. Cecil Wright
Executive Secretary
Missouri Public Service Commission
PO Box 360
Jefferson City, Missouri 65102

Missouri Public
Service Commission

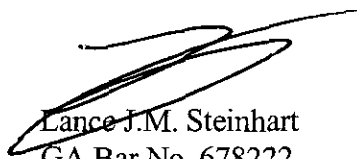
Re: HJN Telecom, Inc. – Case No. TA-2000-217

Dear Mr. Wright:

Enclosed please find one original and fourteen (14) copies of HJN Telecom, Inc.'s Stipulation and Agreement with Southwestern Bell Telephone Company. HJN Telecom, Inc., respectfully requests the Commission to issue an Order approving the terms of this Stipulation and Agreement, granting authority, and waiving certain statutes and rules as requested by HJN Telecom, Inc. Also, HJN Telecom, Inc., is filing a notarized verification of HJN Telecom, Inc.'s technical expertise and experience.

Please note that this Stipulation and Agreement is being submitted by myself and Judith A. Rau, Esq., Missouri Counsel, Bar # 24856.

Respectfully submitted,



Lance J.M. Steinhart
GA Bar No. 678222
Attorney for HJN Telecom, Inc.

Enclosures

cc: Mr. Herb J. Newton
Mr. Nathan Williams, Asst. General Counsel

HJN Telecom, Inc., (HJN) contracts with the Law Office of Lance Steinhart (LOLS) and its sister company, Telecom Compliance Services, Inc. (TCS), for technical, financial and regulatory telecommunications expertise. The LOLS and TCS control all regulatory and technical issues for HJN. LOLS has completed national long distance certification for HJN and is in the process of obtaining national CLEC certification and interconnection negotiations for HJN. TCS provides regulatory compliance services and technical expertise to HJN.

LOLS and TCS, Inc., have experienced staff in telecommunications technical, financial, and regulatory issues. The following LOLS and TCS staff assist HJN in various roles:

Lance Steinhart, Attorney at Law, has twelve years experience in the telecommunications industry. Mr. Steinhart has been regulatory counsel for over 300 telecommunications companies. Mr. Steinhart provides regulatory and financial expertise to HJN.

Anthony Cooke, Director of Government Affairs for LOLS, has seven years experience in the telecommunications industry, four years at the Washington Utilities and Transportation Commission as a member of the telecommunications staff. Mr. Cooke provides technical, financial, and regulatory expertise to HJN.

Ernest Ellis, President of TCS, has twelve years experience in the telecommunications industry. Mr. Ellis has telecommunications experience in sales and marketing, telephone voice and data management, and was a member of the Telecommunications Resellers Association (TRA) Board of Directors. Mr. Ellis provides technical and regulatory compliance expertise to HJN.

VERIFICATION

FILED

NOV 17 1999

STATE OF GEORGIA

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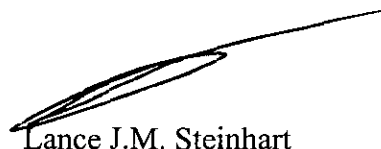
SS.

COUNTY OF GWINNETT

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Missouri Pub
Service Commis...

Lance J.M. Steinhart, being duly sworn on oath, deposes and states that he is the Regulatory Counsel of HJN Telecom, Inc., and that the facts set forth in such Application are true and correct to the best of his knowledge and belief.



Lance J.M. Steinhart

Subscribed and sworn to before me, a Notary Public, in and for such State and County this 16th day of November, 1999.



Notary Public

Charlotte E. Lacey
Notary Public, Gwinnett County, Georgia
My Commission Expires November 26, 2000

Respectfully submitted,

HJN Telecom, Inc., Applicant

By:



Lance J.M. Steinhart
Attorney at Law
6455 East Johns Crossing
Suite 285
Duluth, GA 30097
770/232-9200

Its Attorney

FILED³

BEFORE THE PUBLIC SERVICE COMMISSION
STATE OF MISSOURI

NOV 17 1999

In the Matter of the Application of)
HJN Telecom, Inc. for a Certificate)
of Service Authority to Provide Basic Local)
Telecommunications Service in Portions)
of the State of Missouri and to Classify)
said Service as Competitive)

Missouri Public
Service Commission

Case No. TA-2000-217

STIPULATION AND AGREEMENT

1. HJN Telecom, Inc. ("HJN" or "Applicant") initiated this proceeding on September 7, 1999, by filing an Application requesting a certificate of service authority to provide basic local exchange telecommunications service and exchange access service in exchanges currently served by Southwestern Bell Telephone Company ("SWB"), GTE Midwest Incorporated ("GTE"), and Sprint Missouri, Inc. d/b/a Sprint ("Sprint").

2. The Commission has granted the timely application to intervene of SWB. GTE and Sprint did not seek and have not been granted intervention in this proceeding.

3. For purposes of this Stipulation and Agreement, the parties agree that applications for local exchange authority in exchanges served by "large" local exchange companies (LEC's)¹ should be processed in a manner similar to that in which applications for interexchange and local exchange authority are currently handled.

4. In determining whether HJN's application for a certificate of service authority should be granted, the Commission should consider HJN's technical, financial and managerial resources and abilities to provide basic local telecommunications service. HJN must demonstrate that the basic local services it proposes to offer satisfy the minimum standards established by the Commission, including but not limited to the

¹ Large LEC's are defined as LEC's who serve 100,000 or more access lines. Section 386.020 RSMo. Supp. 1998. In Missouri, the current large LEC's are SWB, GTE and Sprint.

Applicant agreeing to file and maintain basic local service tariff(s) with the Commission in the same manner and form as the Commission requires of incumbent local exchange telecommunications companies with which the applicant seeks to compete. Further, HJN agrees to meet the minimum basic local service standards, including quality of service and billing standards, as the Commission requires of the incumbent local exchange telecommunications companies with which the applicant seeks to compete.

Notwithstanding the provisions of Section 392.500 RSMo., (1994), as a condition of certification and competitive classification, HJN agrees that, unless otherwise ordered by the Commission, the Applicant's originating and terminating access rates will be no greater than the lowest Commission approved corresponding access rates in effect for the large incumbent LEC(s) within whose service area(s) Applicant seeks authority to provide service. Further, HJN agrees to offer basic local telecommunications service as a separate and distinct service and must sufficiently identify the geographic service area in which it proposes to offer basic local service. Such area must follow exchange boundaries of the incumbent local exchange telecommunications companies and must be no smaller than an exchange. Finally, HJN agrees to provide equitable access to affordable telecommunications services, as determined by the Commission, for all Missourians within the geographic area in which it proposes to offer basic local service, regardless of residence or their income. See Section 392.455 RSMo. (1998 Supp.)

5. HJN has submitted its application without tariffs and seeks a temporary waiver of 4 CSR 240-2.060(4)(H). HJN has not obtained approved Resale Agreements with SWB, Sprint, or GTE. HJN agrees to file its initial tariffs in this certification docket and serve all parties thereto with written notice at the time the initial tariffs are submitted to afford them an opportunity to participate in the tariff approval process. Copies of the

tariffs will be provided by Applicant to such parties immediately upon request. Any service authority shall be regarded as conditional and shall not be exercised until such time as tariffs for services have become effective. When filing its initial basic local tariff, HJN shall also file and serve a written disclosure of all resale and/or interconnection agreements which affect its Missouri service areas, all portions of its Missouri service areas for which it does not have a resale and/or interconnection agreement with the incumbent local exchange carrier, and its explanation of why such a resale and/or interconnection agreement is unnecessary for such areas.

6. HJN has, pursuant to Section 392.420 RSMo. requested that the Commission waive the application of any or all of the following statutory provisions and rules to basic local telecommunications services, and all parties agree that the Commission should grant such request provided that Section 392.200 RSMo., should continue to apply to all HJN's services:

STATUTORY PROVISIONS

COMMISSION RULES

Section 392.210.2
Section 392.270
Section 392.280
Section 392.290.1
Section 392.300.2
Section 392.310
Section 392.320
Section 392.330
Section 392.340

4 CSR 240-10.020
4 CSR 240-30.040
4 CSR 240-35

7. In negotiating the remaining provisions of this Stipulation and Agreement, the parties have employed the foregoing standards and criteria, which are intended to meet the requirements of existing law and Sections 392.450 and 392.455 RSMo., regarding applications for certificates of local exchange authority to provide basic local telecommunications services.

HJN'S CERTIFICATION

8. HJN has submitted as Appendix B to its Application a listing of the specific exchanges in which it seeks authority to provide service. The exchanges identified are those currently served by SWB, GTE and Sprint. HJN hereby agrees that its Application should be deemed further amended as required to include by reference the terms and provisions described in paragraphs 4-6 hereinabove and paragraph 11 below to the extent that its Application might be inconsistent therewith.

9. Based upon its verified Application, as amended by this Stipulation and Agreement, HJN asserts and no other party makes a contrary assertion, that there is sufficient evidence from which the Commission should find and conclude that HJN:

A. possesses sufficient technical, financial and managerial resources and abilities to provide basic local telecommunications service and local exchange telecommunications service, including exchange access service;

B. proposes and agrees to offer basic local services that will satisfy the minimum standards established by the Commission;

C. has sufficiently identified the geographic area in which it proposes to offer basic local service and such area follows exchange boundaries of the incumbent local exchange telecommunications companies in the same areas, and such area is no smaller than an exchange;

D. will offer basic local telecommunications services as a separate and distinct service;

E. has agreed to provide equitable access to affordable communications services as determined by the Commission, for all Missourians

within the geographic area in which it proposes to offer basic local service, regardless of where they live or their income; and

F. has sought authority which will serve the public interest.

10. HJN asserts, and no party opposes, that HJN's application and request for authority to provide basic local telecommunications service (including exchange access service) should be granted. All services authorized herein should be classified as competitive telecommunications services, provided that the requirements of Section 392.200 RSMo., continue to apply, and HJN shall remain classified as a competitive telecommunications company. HJN asserts, and no party opposes, that such services will be subject to sufficient competition by the services of the incumbent LEC's to justify a lesser degree of regulation of HJN's services consistent with the protection of ratepayers and the promotion of the public interest. Such classification should become effective upon the tariffs for the services becoming effective. Such authority should be conditional, not to be exercised until such time as tariffs for those services have been filed (together with the written disclosure as stipulated above) and have become effective. The Commission's Order should state the foregoing conditions substantially as follows:

"The service authority and service classification herein granted are subject to the requirements of Section 392.200 RSMo., and are conditional and shall not be exercised until such time as tariffs for services have become effective."

The parties agree that the Applicant's switched exchange access services may be classified as competitive services. The parties further agree that the Applicant's switched exchange access services are subject to Section 392.200 RSMo. The parties recognize the pendency of Case No. TO-99-596, regarding access rates to be charged by competitive local exchange telecommunications companies. Unless otherwise

determined by the Commission in Case No. TO-99-596, any increases in intrastate-switched access service rates above the maximum switched access service rates as set forth in Paragraph 4 herein shall be cost justified and shall be made pursuant to Sections 392.220 and 392.230 RSMo., and not Sections 392.500 and 392.510 RSMo. The Commission's order should state the foregoing conditions substantially as follows:

“The service authority and service classification for switched exchange access granted herein is expressly conditioned on the continued applicability of Section 392.200 RSMo., and the requirement that any increases in switched access service rates above the maximum switched access service rates set forth herein shall be cost justified and shall be made pursuant to Sections 392.220 and 392.230 RSMo., and not Sections 392.500 and 392.510 RSMo.”

11. HJN's request for a temporary waiver of 4 CSR 240-2.060(4)(H), which requires applications to include a proposed tariff with a 45-day effective date, is not opposed by the parties and should be granted because, at the time of the filing of the application, HJN does not yet have approved resale or interconnection agreements with SWB, Sprint and GTE. HJN agrees that at such time as all facts necessary for the development of tariffs become known, it will submit tariffs in this docket, with a minimum 45-day proposed effective date, to the Commission for its approval, together with the written disclosure as stipulated above. HJN shall serve notice to all parties and participants in this docket of the filing of its tariffs at the time they are filed with the Commission and serve them with the aforesaid written disclosure and shall upon request immediately provide any party with a copy of those tariffs. The Commission's order should state the temporary waiver of 4 CSR 240-2.060(4)(H), substantially as follows:

“Applicant’s request for temporary waiver of 4 CSR 240-2.060(4)(H) is hereby granted for good cause in that applicant does not yet have approved resale or interconnection agreements with the incumbent local exchange carriers within whose service areas it seeks authority to provide service; provided, when applicant submits its tariffs in this docket to the Commission, such tariffs shall have a minimum of a 45-day effective date and the applicant shall serve written notice upon the parties hereto of such submittal, and shall provide copies of such tariffs to such parties immediately upon request. When filing its initial basic local tariff in this docket, the applicant shall also file and serve upon the parties hereto a written disclosure of: all resale and/or interconnection agreements which affect its Missouri service areas; all portions of its Missouri service areas for which it does not have a resale and/or interconnection agreement with the incumbent local exchange carrier; and its explanation of why such a resale and/or interconnection agreement is unnecessary for any such areas.

12. HJN’s request for waiver of the applications of the following rules and statutory provisions as they relate to the regulation of HJN’s new services should be granted:

STATUTORY PROVISIONS

Section 392.210.2
Section 392.270
Section 392.280
Section 392.290.1
Section 392.300.2
Section 392.310
Section 392.320
Section 392.330
Section 392.340

COMMISSION RULES

4 CSR 240-10.020
4 CSR 240-30.040
4 CSR 240-35

13. This Stipulation and Agreement has resulted from extensive negotiations among the signatories and the terms hereof are interdependent. In the event the Commission does not adopt this Stipulation in total, then this Stipulation and Agreement shall be void and no signatory shall be bound by any of the agreements or provisions hereof. The Stipulations herein are specific to the resolution of this proceeding and are made without prejudice to the rights of the signatories to take other positions in other proceedings.

14. In the event the Commission accepts the specific terms of this Stipulation and Agreement, the parties and participants waive, with respect to the issues resolved herein: their respective rights pursuant to Section 536.080.1, RSMo.1994, to present testimony, to cross-examine witnesses, and to present oral argument or written briefs; their respective rights to the reading of the transcript by the Commission pursuant to Section 536.080.2 RSMo.1994; and their respective rights to seek rehearing pursuant to Section 386.500 RSMO.1994 and to seek judicial review pursuant to Section 386.510 RSMo. 1994. The parties agree to cooperate with the Applicant and with each other in presenting this Stipulation and Agreement for approval to the Commission and shall take no action, direct or indirect, in opposition to the request for approval of the HJN application made herein.

15. The Staff may submit a Staff Recommendation concerning matters not addressed in this Stipulation. In addition, if requested by the Commission, the Staff shall have the right to submit to the Commission a memorandum explaining its rationale for entering into this Stipulation and Agreement. Each party of record and participant herein shall be served with a copy of any memorandum and shall be entitled to submit to the

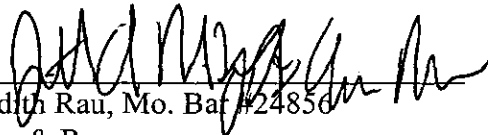
Commission, within five (5) days of receipt of Staff's memorandum, a responsive memorandum which shall also be served on all parties and participants. All memoranda submitted by the parties shall be considered privileged in the same manner as settlement discussions under the Commission's rules, shall be maintained on a confidential basis by all parties and participants, and shall not become a part of the record of this proceeding or bind or prejudice the party submitting such memorandum in any future proceeding whether or not the Commission approves this Stipulation and Agreement. The contents of any memorandum provided by any party are its own and are not acquiesced in or otherwise adopted by the other signatories to the Stipulation and Agreement, whether or not the Commission approves and adopts this Stipulation and Agreement.

The Staff shall also have the right to provide, at any agenda meeting at which this Stipulation and Agreement is noticed to be considered by the Commission, whatever oral explanation the Commission requests, provided that the Staff shall, to the extent reasonably practicable, provide the other parties and participants with advance notice of when the Staff shall respond to the Commission's request for such explanation once such explanation is requested from the Staff. Staff's oral explanation shall be subject to public disclosure.

16. HJN will comply with all applicable Commission rules and regulations except those which are specifically waived by the Commission.

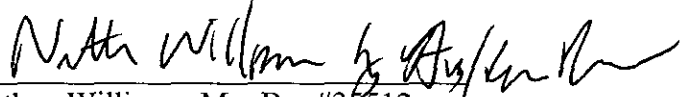
17. Finally, the Office of the Public Counsel, while not a signatory to this Stipulation and Agreement, has been contacted with regard to its filing and has offered no objection.

WHEREFORE, the signatories respectfully request the Commission to issue its Order approving the terms of this Stipulation and Agreement and issue its Order granting authority and classification and waiving certain statutes and rules as requested by HJN, subject to the conditions described above, as expeditiously as possible.



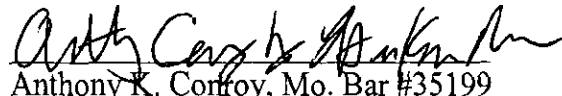
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FOR: HJN Telecom, Inc.



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FOR: Staff of the Public Service
Commission



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Leo J. Bub, Mo. Bar #34326
Southwestern Bell Telephone Company
One Bell Center, Rm. 3536
St. Louis, Missouri 63101
314/235-4099
Fax: 314/331-2193

FOR: Southwestern Bell Telephone Company

CERTIFICATE OF SERVICE

The undersigned hereby certifies that a copy of the foregoing Stipulation and Agreement was served upon the following persons by depositing a true copy thereof in the United States Mail, postage prepaid, or by hand delivery, this 18 day of

Nov, 1999.



Lance J.M. Steinhart

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Assistant General Counsel
Missouri Public Service Commission
Post Office Box 360
Jefferson City, Missouri 65102

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