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September 18, 2003

VIA OVERNIGHT DELIVERY

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

Re: Sail Networks Inc.

**CONFIDENTIAL TREATMENT REQUESTED**

To Whom It May Concern:

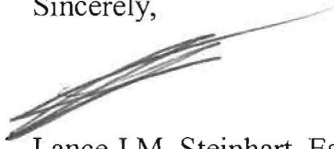
Enclosed please find one original copy of Sail Networks Inc.'s Statement of Assets, Liabilities & Equity as of June 30, 2003 and the Statement of Revenue & Expenses for the period ended June 30, 2003, which is being filed in conjunction with Sail Networks Inc.'s Application for Authority to Provide Alternate Local Exchange Service Within the State of Florida.

**The Applicant hereby requests confidential treatment for its financial information.**

**I have enclosed one original copy and two edited copies in which the information claimed as confidential is blacked out.**

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope. If you have any questions, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for Sail Networks Inc.

Enclosures

cc: Thomas A. Kowalewski

- AUS \_\_\_\_\_
- CAF \_\_\_\_\_
- CMP \_\_\_\_\_
- COM \_\_\_\_\_
- CTR \_\_\_\_\_
- ECR \_\_\_\_\_
- GCL
- OPC \_\_\_\_\_
- MMS \_\_\_\_\_
- SEC \_\_\_\_\_
- OTH \_\_\_\_\_

cc: cent records

This claim of confidentiality was filed by or on behalf of a "telco" for Confidential DN 09051-03. The document is in locked storage pending advice on handling. To access the material, your name must be on the CASR. If undocketed, your division director must obtain written EXD/Tech permission before you can access it.

DOCUMENT NUMBER-DATE

09050 SEP 22 03

FPSC-COMMISSION CLERK

**Sail Networks, Inc**  
**Statement of Assets, Liabilities & Equity**  
Income Tax Basis  
June 30, 2003

**CONFIDENTIAL**

**ASSETS**

**Current Assets**

Cash - Operating Ac  
Cash - Money Market

\$ [REDACTED]  
[REDACTED]

**Total Current Assets**

\$ [REDACTED]

**Fixed Assets**

Transportation Equipment  
Office Equipment  
Less: Accumulated Depreciation

[REDACTED]  
[REDACTED]  
[REDACTED]

**Total Fixed Assets**

[REDACTED]

**Other Assets**

[REDACTED]

**Total Assets**

\$ [REDACTED]

**Sail Networks, Inc**  
**Statement of Assets, Liabilities & Equity**  
Income Tax Basis  
**June 30, 2003**

**LIABILITIES AND EQUITY**

**Current Liabilities**

Federal Income Tax Payable  
State Income Tax Payable  
Shareholder Loans

\$ [REDACTED]  
[REDACTED]  
[REDACTED]

**Total Current Liabilities**

\$ [REDACTED]

**Long Term Liabilities**

**Equity**

Common Stock  
Retained Earnings  
Current Income (Loss)

[REDACTED]  
[REDACTED]  
[REDACTED]

**Total Equity**

[REDACTED]

**Total Liabilities & Equity**

\$ [REDACTED]

**Sail Networks, Inc**  
**Statement of Revenues & Expenses**  
Income Tax Basis  
**For the Period Ended June 30, 2003**

		12 Months Ended
<b>Revenue</b>		
Sales	\$	████████████████████
<b>Total Revenue</b>		████████████████████
Construction Costs		████████████████████
<b>Gross Profit</b>		████████████████████
<b>Operating Expenses</b>		
Accounting and Legal Fees		████████████████████
Advertising		████████████████████
Auto and Truck Expense		████████████████████
Bank Charges		████████████████████
Depreciation		████████████████████
Entertainment		████████████████████
Interest		████████████████████
Licenses and Fees		████████████████████
Office Salaries		████████████████████
Telephone		████████████████████
Travel		████████████████████
<b>Total Expenses</b>		████████████████████
<b>Operating Income</b>		████████████████████
Gain/Loss-Asset Disposals		████████████████████
Interest Income		████████████████████
Federal Income Tax		████████████████████
State Income Tax		████████████████████
<b>Total Other Income</b>		████████████████████
<b>Net Income (Loss)</b>	\$	████████████████████

Unaudited

**Sail Networks, Inc**  
**Cost of Sales Schedule**  
**For the Period Ended June 30, 2003**

12 Months Ended  
Jun. 30, 2003

<b>Cost of Sales</b>	
Direct Materials	\$ [REDACTED]
Outside Construction Services	[REDACTED]
Extra Costs	[REDACTED]
Travel	[REDACTED]
Vehicle	[REDACTED]
Supplies	[REDACTED]
Insurance	[REDACTED]
	<hr/>
<b>Total Cost of Sales</b>	\$ <u>[REDACTED]</u>

Unaudited