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February 24, 2010

#### **VIA OVERNIGHT COURIER**

Office of Commission Clerk Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, Florida 32399 Passai for deposit. Fiscal to forward apposit information to Records.

mittals of person who forwarded check:

Re:

MBC Telecom LLC

Application for Authority to Provide Competitive Local Exchange Telecommunications Company Service within the State of Florida

Ladies and Gentlemen:

On behalf of MBC Telecom LLC ("MBC"), transmitted herewith are an original and one (1) copy of MBC's Application for Authority to Provide Competitive Local Exchange Telecommunications Company Service within the State of Florida. In addition, a check in the amount of \$400.00 is enclosed herewith, for the fee associated with this filing.

An additional copy of this transmittal letter is also enclosed, to be date-stamped and returned in the postage prepaid envelope provided.

Should there be any questions regarding this filing, kindly contact the undersigned.

	COM	Respectfully submitted,
	APA	
	ECR	
	GCL A	Michael P. Donahue Muv
	RAD LUGIST	Regulatory Counsel
Enclosures	ssctalward	red
	ADM	move same to subsequent in Kitch
	OPC	DOCUMENT NUMBER DATE
	CLK 1	01279 FEB 25 º

FPSC-COMMISSION CLERK

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 rather that apply for a new certificate.										
	Approval of assignment of existing Certificate: Example, a certificated company purchases an existing company and desires to retain the existing certificate of authority and tariff.										
2.	Name of company: MBC Telecom LLC										
3.	Name under which applicant will do business (fictitious name, etc.):										
	Not applicable.										
4. Official mailing address:											
	Street/Post Office Box: 297 Kingsbury Grade, Suite D#4470 City: Stateline State: Nevada Zip: 89449-4470										
5.	Florida address:										
	Street/Post Office Box: 17888 67th Court North City: Loxahatchee State: FL Zip: 33470										
6.	Structure of organization:										
	☐ Individual ☐ Corporation ☐ Foreign Corporation ☐ Foreign Partnership ☐ General Partnership ☐ Limited Partnership ☐ Other, Limited Liability Company										

**FORM PSC/RCP 8 (5/08)** Commission Rule Nos. 25-24.810, and 25-24.815

Note: To complete this interactive form Required by using your computer, use the tab key to navigate between data entry fields. The MEER-CATE

7.	If individual, provide:
	Name: Title: Street/Post Office Box: City: State: Zip: Telephone No.: Fax No.: E-Mail Address: Website Address:
8.	If incorporated in Florida, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: Not applicable.
9.	<u>If foreign corporation</u> , provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: M09000004683.
10.	If using fictitious name (d/b/a), provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is: Not applicable.
11.	<u>If a limited liability partnership,</u> please proof of registration to operate in Florida. The Florida Secretary of State registration number is: Not applicable.
12.	<u>If a partnership</u> , provide name, title and address of all partners and a copy of the partnership agreement.
	Name: Title: Street/Post Office Box: City: State: Zip: Telephone No.: Fax No.: E-Mail Address: Website Address:
13.	<u>If a foreign limited partnership,</u> provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

## 14. Provide F.E.I. Number(if applicable): 264104780

- 15. Who will serve as liaison to the Commission in regard to the following?
  - (a) The application:

Name: Michael P. Donahue

Title: Counsel

Street name & number: 1420 Spring Hill Road, Suite 205

Post office box: City: McLean State: Virginia Zip: 22102

Telephone No.: (703) 714-1319

Fax No.: (703) 714-1330

E-Mail Address: mpd@CommLawGroup.com Website Address: www.CommLawGroup.com

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

Name: Jed Stafford Title: President

Street name & number: 297 Kingsbury Grade, Suite D

Post office box: 4470

City: Stateline State: Nevada Zip: 89449-4470

Telephone No.: :(775) 473-9535

Fax No.: (775) 473-9535

E-Mail Address: jeds@mbccom.com

Website Address: http://www.mbccom.com

(c) Complaints/Inquiries from customers:

Name: Jed Stafford Title: President

Street/Post Office Box: 297 Kingsbury Grade, Suite D, Box 4470

City: Stateline State: Nevada Zip: 89449-4470

Telephone No.: (775) 473-9535

Fax No.: (775) 473-9535

E-Mail Address: jeds@mbccom.com

Website Address: http://www.mbccom.com

### **16.** List the states in which the applicant:

(a) has operated as a Competitive Local Exchange Telecommunications Company.

## Washington

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

#### Colorado and Idaho

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

## Oregon and Washington

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications 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

- 17. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:
  - (a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, <u>provide explanation</u>.

Not applicable.

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

Not applicable.

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

Not applicable.

### **18.** Submit the following:

- (a) <u>Managerial capability:</u> resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
- (b) <u>Technical capability:</u> resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.
- (c) <u>Financial Capability:</u> applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. 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.

## THIS PAGE MUST BE COMPLETED AND SIGNED

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

APPLICANT ACKNOWLEDGEMENT: 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 competitive local exchange telecommunications company 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 makes 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."

## Company Owner or Officer

Print Name: Jed Stafford

Title: President

Telephone No.: (775) 473-9535 E-Mail Address: jeds@mbccom.com

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Signature:	Date: Vo die V

# FLORIDA SECRETARY OF STATE AUTHORIZATION TO TRANSACT BUSINESS



Department of State

I certify from the records of this office that MBC TELECOM LLC, is a Nevada limited liability company authorized to transact business in the State of Florida, qualified on December 1, 2009.

The document number of this limited liability company is M09000004683.

I further certify that said limited liability company has paid all fees due this office through December 31, 2009, and its status is active.

I further certify that said limited liability company has not filed a Certificate of Withdrawal.

Given under my hand and the Great Seal of the State of Florida at Tallahassee, the Capitol, this the Second day of December, 2009

TO OR OTHER PROPERTY OF THE PR

CR2EO22 (01-07)

Ruct S. Browning Secretary of State

# MANAGERIAL AND TECHNICAL CAPABILITY

#### Jed Stafford - President

Jed Stafford started in software development at Microsoft Corporation in Redmond, WA. He was a software manager overseeing components of the Internet Explorer product. He moved to manage the interactive television backend architecture, which was deployed to IPTV providers worldwide. Prior to leaving Microsoft he managed the internal campus network, and oversaw the Windows Update datacenter build out. Mr. Stafford then went on to accept upper management positions at Geffen Records, Artists Management Group, and Beyond music all focused on the design of datacenter deployments for large applications. Mr. Stafford has consulted on datacenter design for Internap, Microsoft and Checkout.com. Mr. Stafford ran one of the largest telecom master agent programs on the west coast prior to entering the CLEC space.

#### Rick Garcia - Telecom Consultant

Rick Garcia is a dynamic sales & marketing professional with an extensive background in planning, launching and selling telecommunication services. His ability to envision the success or failure of a product or service comes from his Revenue First model. Today, Mr. Garcia serves 360networks as VoIP Strategist. He's tasked with building 360networks wholesale VoIP offerings and leading the business development charge. Recently, Mr. Garcia Co- Founded Nxxtcom Conferencing and Remote Sermon, both conferencing services utilizing VoIP technology and Open-Source platforms. Mr. Garcia was also the Founder of T1pricer, one of the first telecom pricing websites, which successfully sold to a CLEC. Prior to his work at 360networks, he served in Product and Sales leadership roles for US West/Qwest and MCI. Mr. Garcia currently resides in Seattle, WA with his wife and 2 children.

## Miles Scruggs - Solutions Engineer

Miles Scruggs is an intuitive problem solver with a natural instinct for developing solutions both from a fundamental architectural, and technical perspective. With a passion for inherent fault tolerant design his eye quickly finds the weaknesses and faults of a situation, and designs with those in mind. Today he runs 6 Squares LLC a CLEC that specializes in unique solutions for small to medium businesses and wholesale services to ISPs. He previously founded, built and sold a software development company Garnet Web Solutions that specialized in distributed direct to consumer sales. Prior to founding 6 Squares he was operations manager for Wide Ideas a product marketing and research development company.

# **FINANCIAL CAPABILITY**

CASH FLOW AND INCOME STATEMENT-PROJECTION		ar 2010 nuary	February		March		April		May		June		July		August		Total	
Revenues:																		
Net sales	\$ \$	8,000	\$	9,500	\$ \$	11,000	\$	12,500	\$ \$	,	\$ \$	15,500	\$	17,000	\$	,	\$ \$	106,000
Total Revenus	\$	8,000	\$	9,500	\$	11,000	\$	12,500	\$	14,000	\$	15,500	\$	17,000	\$	18,500	\$	106,000
Less:Cost of Sales																		
Cost of Sales	\$	6,000	\$	7,125	\$	8,250	\$	9,375	\$	10,500	\$	11,625	\$	12,750	\$	13,875	\$	103,113
	\$	6,000	\$	7,125	\$	8,250	\$	9,375	\$	10,500	\$	11,625	\$	12,750	\$	13,875	\$	103,113
Gross Profit	\$	2,000	\$	2,375	\$	2,750	\$	3,125	\$	3,500	\$	3,875	\$	4,250	\$	4,625	\$	2,887
Operating Expenses:																		
Accounting Fees	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	250	\$	2,000
Advertsing	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Bank Chrges/Cr.card fees	\$	160	\$	160	\$	160	\$	160	\$	160	\$	160	\$	160	\$	160	\$	1,280
Due & Fees-Past Fees	\$	100	\$	100	\$	100	\$	100	\$	100	\$	100	\$	100	\$	100	\$	800
Insurance	\$	184	\$	184	\$	184	\$	184	\$	184	\$	184	\$	184	\$	184	\$	1,472
Legal Fees	\$	2,500	\$	2,500	\$	2,500	\$	2,500	\$	2,500	\$	2,500	\$	2,500	\$	2,500	\$	20,000
Office expense	\$	1,000	\$	1,000	\$	1,000	\$	1,000	\$	1,000	\$	1,000	\$	1,000	\$	1,000	\$	8,000
Wages-Other than Owner	\$	3,300	\$	3,300	\$	3,300	\$	3,300	\$	3,300	\$	3,300	\$	3,300	\$	3,300	\$	26,400
Owner's salary-Management	\$	4,100	\$	4,100	\$	4,100	\$	4,100	\$	4,100	\$	4,100	\$	4,100	\$	4,100	\$	32,800
Rent	\$	1,875	\$	1,875	\$	1,875	\$	1,875	\$	1,875	\$	1,875	\$	1,875	\$	1,875	\$	15,000
Taxes-Payroll	\$	1,500	\$	1,500	\$	1,500	\$	1,500	\$	1,500	\$	1,500	\$	1,500	\$	1,500	\$	12,000
Taxes-Property/Others	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Utilities	\$	2,000	\$	2,000	\$	2,000	\$	2,000	\$	2,000	\$	2,000	\$	2,000	\$	2,000	\$	16,000
Other Adm. Expenses.	\$	250	\$	250	\$	250	\$		\$	250	\$		\$	250	\$	250	\$	2,000
Total Admn. Exps.	\$	17,219	\$	17,219	\$	17,219	\$	17,219	\$	17,219	\$	17,219	\$	17,219	\$	17,219	\$	137,752
Net Operating Income/(Loss) Cashflow:	\$	(15,219)	\$	(14,844)	\$	, , ,		(14,094)		, . ,						(12,594)		(134,865)
Net Op. Income/(Loss)	\$	(15,219)	\$	(14,844)	\$	(14,469)	\$	(14,094)	\$	(13,719)	\$(	(13,344)	\$	(12,969)	\$	(12,594)	\$	(134,865)
Retained by business	<u> </u>	(15,219)	-\$	(14,844)	\$	(14,469)	\$	(14,094)	\$	(13,719)	\$(	(13,344)	\$	(12,969)	\$	(12,594)	\$	(134,865)

# BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

STATE OF WASHINGTON )
COUNTY OF
<u>CERTIFICATION</u>
I, Jed Stafford, President of MBC Telecom LLC ("MBC"), am authorized to make this
Certification on behalf of MBC. The foregoing financial statements and revenue projections for
MBC are true, complete, and accurate to the best of my knowledge and are made in good faith.
MBC Telecom, LLC
By:  Jed Stafford President  Subscribed and sworn to before me, in and for the State and County named above this  22 day of
My Commission Expires:  7' 27' 2013  Notary Public  State of Washington  AUDREY OLINER  MY COMMISSION EXPIRES  July 27 2013

## **PROPOSED PRICE LIST**

forwarded to RAD