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November 12, 2010  
*Via Overnight Delivery*

Ms. Ann Cole, Commission Clerk  
Division of the Commission Clerk and  
Administrative Services  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850

Check received with filing and forwarded  
to Fiscal for deposit. Fiscal to forward  
deposit information to Records.

Initials of person who forwarded check

100441-TX

**RE: Application of Local Telecommunications Services – FL, LLC for Authority to Provide  
Competitive Local Exchange Services within the State of Florida**

Dear Ms. Cole:

Enclosed for filing are the original and one (1) copy of the above-referenced application of Local Telecommunications Services – FL, LLC. Also enclosed is a check in the amount of \$400 to cover the filing fee. Under separate cover, the Applicant is submitting its financial statements with a request for confidential treatment thereof.

Please acknowledge receipt of this filing by returning, filed stamped, the extra copy of this letter in the self-addressed stamped envelope provided for that purpose.

Any questions you may have regarding this application may be addressed to me at the above address, by calling (407) 740-3031 or via email to sthomas@tminc.com. Thank you for your assistance.

Sincerely,

Sharon Thomas  
Consultant to Local Telecommunications Services – FL, LLC

ST/im.  
Enclosures

cc: Erik Levitt, Local Telecommunications Services – FL, LLC  
file: Local Telecommunications Services – FL, LLC - FL Local  
tms: FLL1000

- COM \_\_\_\_\_
- APA \_\_\_\_\_
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- RAD   1
- SSC \_\_\_\_\_
- ADM \_\_\_\_\_
- OPC \_\_\_\_\_
- CLK Grant

DOCUMENT NUMBER - DATE  
09379 NOV 15 09  
FPSC-COMMISSION CLERK

**FLORIDA PUBLIC SERVICE COMMISSION**  
**DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**  
**APPLICATION FORM**  
**for**  
**AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE TELECOMMUNICATIONS**  
**COMPANY SERVICE**  
**WITHIN THE STATE OF FLORIDA**

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**Instructions**

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission**  
**Division of the Commission Clerk and Administrative Services**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission**  
**Division of Competitive Markets and Enforcement**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6600**

**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 than 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:** LOCAL TELECOMMUNICATIONS SERVICES - FL, LLC

**3. Name under which applicant will do business (fictitious name, etc.):**

**4. Official mailing address:**

Street/Post Office Box: 51 East 42<sup>nd</sup> Street, Suite 411  
City: New York  
State: New York  
Zip: 10017

**5. Florida address:**

Street/Post Office Box:  
City:  
State:  
Zip:

**6. Structure of organization:**

- |   |  |
|---|--|
| <input type="checkbox"/> Individual                                   | <input type="checkbox"/> Corporation         |
| <input type="checkbox"/> Foreign Corporation                          | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership                          | <input type="checkbox"/> Limited Partnership |
| <input checked="" type="checkbox"/> Other - Limited Liability Company |  |

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: L10000077066

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: N/A

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: N/A

11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is: N/A

12. **If a partnership**, 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. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is: N/A

14. Provide **F.E.I. Number**(if applicable): 26-0477589

15. **Who will serve as liaison to the Commission in regard to the following?**

**(a) The application:**

Name: Sharon Thomas  
Title: Consultant – Technologies Management, Inc.  
Street name & number: 2600 Maitland Center Parkway, Suite 300  
Post office box:  
City: Maitland  
State: Florida  
Zip: 32751  
Telephone No.: 407-740-3031  
Fax No.: 407-740-0613  
E-Mail Address: [sthomas@tminc.com](mailto:sthomas@tminc.com)  
Website Address: [www.tminc.com](http://www.tminc.com)

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

Name: Erik B. Levitt  
Title: Chief Executive Officer  
Street name & number: 401 East 34<sup>th</sup> Street # N27J  
Post office box:  
City: New York  
State: New York  
Zip: 10016  
Telephone No.: 212-796-5500  
Fax No.:  
E-Mail Address: [elevitt@endstream.com](mailto:elevitt@endstream.com)  
Website Address: [www.endstream.com](http://www.endstream.com)

**(c) Complaints/Inquiries from customers:**

Name: Erik B. Levitt  
Title: Chief Executive Officer  
Street name & number: 401 East 34<sup>th</sup> Street # N27J  
Post office box:  
City: New York  
State: New York  
Zip: 10016  
Telephone No.: 212-796-5500  
Fax No.:  
E-Mail Address: [elevitt@endstream.com](mailto:elevitt@endstream.com)  
Website Address: [www.endstream.com](http://www.endstream.com)

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

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

The Company has not operated as a Competitive Local Exchange Telecommunications Company in any other state.

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

The Company has no applications pending in any other state.

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

The Company is not certificated as a Competitive Local Exchange Telecommunications Company in any other state.

- (d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.**

The Company has not been denied authority in any state.

- (e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.**

The Company has not had any regulatory penalties imposed in any state.

- (f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.**

The Company has not been involved in any civil court proceedings with an interexchange, local exchange or other telecommunications entity.

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, provide explanation.**

No.

(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.**

No.

(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.**

No.

18. Submit the following:

(a) **Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.**

Eric B. Levitt – CEO/CFO, Endstream Communications, LLC  
Dov Schwartz – President, Endstream Communications, LLC  
Daniel Pulver – Chairman, Endstream Communications, LLC  
Mindy Gordon Barnett, Marketing Manager, Endstream Communications, LLC  
(Resumes are attached in Exhibit A.)

(b) **Technical capability: resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.**

Eric B. Levitt – CEO/CFO, Endstream Communications, LLC  
Dov Schwartz – President, Endstream Communications, LLC  
David Maayani – CTO, Endstream Communications, LLC  
Xavier Mandeng – Engineer Manager, Endstream Communications, LLC  
David Borgioli – Operations Manager, Endstream Communications, LLC  
(Resumes are attached in Exhibit A.)

(c) **Financial Capability:** 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: Erik B. Levitt  
Title: Chief Executive Officer  
Telephone No.: 212-796-5500  
E-Mail Address: elevitt@endstream.com

Signature:  Date: 26 October 2010

**CERTIFICATE SALE, TRANSFER,**  
**OR**  
**ASSIGNMENT STATEMENT**

As current holder of Florida Public Service Commission Certificate Number \_\_\_\_\_, I have reviewed this application and join in the petitioner's request for a

- sale
- transfer
- assignment

of the certificate.

Company Owner or Officer

Print Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**LOCAL TELECOMMUNICATIONS SERVICES – FL, LLC**

**EXHIBIT A**

**MANAGERIAL AND TECHNICAL CAPABILITY**

The attached resumes of key management demonstrate that Local Telecommunications Services – FL, LLC has sufficient managerial and technical capabilities to provide local exchange telecommunications services in Florida.



## Erik B. Levitt

51 East 42nd Street  
Suite No. 411  
New York, NY 10017  
212.796.5500/elevitt@endstream.com

### Summary of Qualifications

- 20 years of experience in technology and marketing
- Founder of Core Technology Services, a technology services company
- Sold Core to Access IT, a publicly traded firm (now Cinedigm NASDAQ: CIDM), and served three years on the Executive Committee.
- Co-Founder of Endstream Communications, a wholesale telecommunications carrier, in 2007 and is currently the Chief Executive Officer

### Professional Experience

**Endstream Communications, New York, NY** July 2007 - present  
*Founder, Chief Executive Officer/Chief Financial Officer*

- Founder, CEO and CFO

**AccessIT - Managed Services, Access Technologies, Inc., New York, NY** January 2004 - January 2007  
*President & Chief Operating Officer*

- President of the Managed Services Division after sale of Core Technology Services to Access Integrated Technologies. Grew Managed Services business organically over 200% in two years
- Responsible for three P&Ls totaling over \$7.5 million/year in gross revenues
- Responsible for three data centers in the northeastern United States. Re-designed the sales, marketing and operations of the data center facilities.
- Managed acquisition of EZZI.NET, a dedicated server hosting company, which grew over 70% in the first year since acquisition.
- Managed over 30 employees and over 100 clients

**Core Technology Services, Inc., New York, NY** November 1995 - December 2003  
*Founder, President & Chief Executive Officer*

- Founder, President and CEO

**Consultant, New York, NY** April 1991 - November 1995  
*Senior Engineer/Citibank*  
*Network Architect/Merrill Lynch/International Private Banking*  
*Project Leader/Network Architect, Volvo Cars of North America*  
*Pfizer/Network Engineer*

### Education

**Stern School of Business, New York University, New York, NY** 1991-2002  
*Bachelor of Science in International Business and Management, with honors*  
*Alumni Scholar, Stern School of Business*

**United Nations International School, New York, NY** 1990  
*Fields of Study: Japanese, French, English, Economics, Physics, Math*



## Dan Pulver

51 East 42nd Street  
Suite No. 411  
New York, NY 10017  
908.795.3069/dan@pulvercap.com

### Summary of Qualifications

- Over 15 years of money management and investing experience
- Currently serves on the **Board of Directors of CommVault Systems** (Ticker: CVLT), where he is the **Chairman of the Governance and Nominations Committee** and a member of the **Audit Committee, The NeuroMatrix Group and Endstream Communications**, where he is **Chairman of the Board of Directors**
- Has served on the Board of Directors of several public and private companies including Accellent, BioPartners, Nextpharma, Nycomed and Thiemann.

### Professional Experience

**Pulver Capital Management, LLC, New York, NY** January 2010 - present

*Managing Partner*

- Money management firm managing separate accounts primarily for high net worth investors and small institutions

**Andera Capital, LLC, New York, NY** January 2006 - present

*Managing Partner*

- Private equity investment and consulting focusing on small and medium sized companies

**DLJ Merchant Banking Partners, New York, NY** August 1990 - December 2005

*Principal*

- Control buyouts
- Growth capital investments

### Education

**Harvard Business School, Boston, MA** 1995

1995

*Masters of Business Administration*

**Stanford University, Stanford, CA** 1990

1990

*Bachelor of Arts, Economics and Political Science*



## Dov Schwartz

51 East 42nd Street  
Suite No. 411  
New York, NY 10017  
212.796.5500/mgordon@endstream.com

### Summary of Qualifications

Proficient in SIP Protocol

Proficient in the following technologies and platforms: SQL Server, ASP, Windows IIS and various internet marketing platforms (e.g.: Google Adwords)

Actuarial Ideas 1990 - 1992

SO Metals Programmer: designed and developed gold refinery management application

### Professional Experience

**Endstream Communications, New York, NY**

May 2007 - present

*Vice President*

Developed proprietary Routing technology to handle Domestic US Calls

Plan and develop company action

**ITP "Internet Telephone Provider, New York, NY**

January 2005 - May 2007

*CTO*

Managed consolidation of retail websites into single website marketing Broadband telephony

Negotiated carrier agreements for Termination and Origination

Managed creation and development of additional regulatory requirements, services and features such as E911, Calea, Virtual Numbers and Efax

**Atar Twin Media/Linefire, New York, NY**

January 2002 - January 2005

*President*

Developed/Managed/Marketed retail website that sold various telecom products including Calling cards, Toll Free numbers and eventually Broadband telephony

Became extremely proficient in the following technologies and platforms: SQL Server, ASP, Windows IIS and various internet marketing platforms (e.g.: Google Adwords)

**Transit Networks, New York, NY**

August 1998 - December 2001

*President*

Raised \$4.5 million to develop telecom infrastructure in several third world countries

Assisted on the technical aspect of the company. Became proficient in a number of telecom technologies including but not limited to: ISDN, SS7, Cisco Routers and H424, Satellite Modems, Ethernet, T1, R2, MF, Excel Switching, Dialogic Cards

### Education

**Baruch College, New York, NY**

1993

*Bachelor of Arts in Mathematics, Minor in Computers*



# David Maayani

51 East 42nd Street  
Suite No. 411  
New York, NY 10017  
212.796.5500/mgordon@endstream.com

## Summary of Qualifications

- Over ten years of management, department and team leader experience
- Proficient in, among others: Hardware: Intel Based 80x86 family, OMS Integrated PC Motion Control Packages, Kentrox CSU/DSU's, Redback SMS 1800, Netopia xDSL and Ethernet routers, Flowpoint/Speedstream xDSL routers, 3COM total control access servers, NCube Video servers, Inprimis i2020 Set Top Box; Cisco 1600, 1900, 2500, 2600, 3600, 7500 series routers 1900, 2900, 3500, 4000, 5000 series switches
- Linux Administration and Implementation
- Unix System and Network Security
- Cisco Certified Network Administrator
- Cisco Certified Network Professional – Routing and Switching

## Professional Experience

**Endstream Communications, New York, NY** May 2008 - present  
*CTO*

- Develop and implement all systems and software used in operation and regulation of Endstream

**Career Center, New York, NY** July 2002 - present  
*Cisco Certification Instructor*

- Develop lesson plans and lab exercises for adult students
- Train and instruct students in Cisco certifications following the Cisco guidelines

**KoolConnect Technologies, New York, NY** November 2001 - present  
*Senior Network Engineer*

- Manage team of 10 technicians in the following areas: pre-sales support sales team, pre-installation site surveys, network design, installations and maintenance.
- Prepare technical evaluations of new hardware, software and networking solutions.
- Certify and supervise preparation/installation plans, scope analysis, budget plans and technical QA procedures
- Design/Implement/Maintain WAN (through private and VPN nodes) and Hotel high speed witted networks for Digital Video on Demand applications
- Build lab and interface directly with Cisco, Sprint, Unisys and enterprise customers for testing and certification of equipment and KoolConnect products
- Responsible for design/implementation/maintenance of all networking and security

**Transbeam, Inc., New York, NY** August 1998 - November 2001  
*Senior Network Engineer*

- Responsible for all aspects of technology within Transbeam
- Designed/Programmed/Implemented various systems including: xDSL Network Operations Center, Cisco 3640, 7500 and 2500 series routers for DS3, T1 and xDSL connectivity to clients, redundant ISP systems.

## Education

**Ithaca College, Ithaca, NY** 1998  
*Bachelor of Science in Theatre Arts Management, cum laude*

**Brevard College, Brevard, NC** 1995  
*Associate of Fine Arts in Music, magna cum laude*



## David J. Borgioli, Jr.

250 West 7th Street  
No. 1016A  
New York, NY 10107  
646.528.8632/dborgioli@endstream.com

### Summary of Qualifications

- Over 15 years of experience in the United States Army working and managing others in highly charged, mission-critical programs, including combat operations, life-saving operation, high stakes and tight deadline activities.
- Over 20 years of experience in the sales and management of local exchange carriers and telecommunications companies.

### Professional Experience

**Endstream Communications, New York, NY**

January 2010 - present

*Network Operations Manager*

- Implement, analyze and operate network plans
- Provide network continuity and innovation in supporting relevant lines of business
- Interact and cooperate with other internal support groups to facilitate resolution of user problems
- Manage the life cycle of issues reported, including managing escalations to proper resolution

**Stage 2 Networks, LLC, New York, NY**

December 2008 - September 2009

*Project Manager and Senior Director of Customer Account Management*

- Project Managed E911 Registrations and migration from GBLX to VIXXI Platforms, reducing costs by over 50% and created policy changes to reduce company liabilities
- Developed Customer Service policies that increased MRCs, reduced costs, increased retention, and identified customer concerns and aggressively resolved the same, and integrated them into all aspects of the company.
- Generated leads and acquired new accounts that represented 20% of MRR.
- Managed day-to-day operations including MACDs, Tier II troubleshooting, training of customers and employees, installations and provisioning, etc.

**New York Connect, New York, NY**

April 2001 - November 2008

*Vice President of Operations*

- Developed, grew, and deployed products and services for the newly formed Telecom division, including marketing, support, hiring, sales, etc, increasing revenues by approximately 100% each year for four years.
- Managed the sales, customer service and landlord relationships for the smart buildings, increasing referrals by 50% and revenues by approximately 30% while reducing costs between 10% and 80% per building.
- Issued RFPs, tested, selected, and developed hardware and software for operating systems, switches, new products, etc.
- Managed day-to-day operations including payroll, A/P, A/R, training, hiring, provisioning of new customers, purchasing, etc.

### Education

**State University of New York at Buffalo, Buffalo, NY**

1987

*Bachelor of Arts in Liberal Arts and History*





# Xavier Mandeng

51 East 42nd Street  
Suite No. 411  
New York, NY 10017  
917.376.0171/mandeng@alumni.duke.edu

## Summary of Qualifications

- Demonstrated ability to reengineer global networks and IT organizations: including staffing, infrastructure, budgeting, support model and capacity planning
- Highly proficient technical background including telecommunications, infrastructure, application fault tolerance and disaster recovery.
- Proven track record to manage large scale, multi-national initiatives, bridging organizational, cultural and linguistic gaps, to deliver timely and cost effective solutions.
- Highly proficient technical background including telecommunications, infrastructure, application fault tolerance and disaster recovery
- Proven track record to manage large scale, multi-national initiatives, bridging organizational, cultural and linguistic gaps, to deliver timely and cost effective solutions

## Professional Experience

**UBS AG, New York, NY**

May 2007 - present

*Associate Director*

- Examined functions within IT Infrastructure to identify candidate services for migration to UBS' offshore centers.
- Oversaw a team of 8 subject matter experts in network, security and voice services to document processes, facilitate knowledge transfer, and provide ongoing onshore support during transition.
- Established an ITIL based governance model, set service level expectations and defined key performance indicators to provide ongoing visibility and accountability.
- Transitioned 24/7 operational support and change management to the offshore organization.
- Performed risk assessment to evaluate potential operational exposures or to identify regulatory and compliance issues.
- Traveled between Hyderabad and London to plan, coordinate, and oversee the transition and incubation phases within the offshore engagement.

**Morgan Stanley, New York, NY**

January 2003 - March 2007

*Network Team Lead*

- Lead an engineering team reporting directly to the head of Global Network Operations
- Redesigned network change process employing ITIL best practices
- Developed a global capacity management methodology for WAN circuit utilization
- Developed advanced packet analysis techniques for application performance issues affecting critical trading systems. Analyzed TCP/IP performance characteristics of new financial applications prior to deployment. Recommended policy changes in order to improve application performance in a 5000 router environment
- Oversaw deployment and support of network management systems across institutional and retail global backbones. Integrated suite of products including Spectrum Enterprise Manager, Concord Nethealth, Entuity Eye of the Storm, Nixsun and Netflow.
- Provided consultative level III support during business affecting critical outages

## Education

**Duke University, Pratt School of Engineering, Durham, NC**

1996

*Bachelor of Science in Engineering*

**United Nations International School, New York, NY**

1992

*International Baccalaureate in Mathematics, Physics, Philosophy & French*



# Mindy Gordon Barnett

51 East 42nd Street  
Suite No. 411  
New York, NY 10017  
212.796.5500/mgordon@endstream.com

## Summary of Qualifications

- Over ten years of administration, fundraising and marketing experience from working in for-profit and not-for-profit arts organizations
- Leadership and collaboration experience from managing special events, co-directing a semi-professional a cappella ensemble, and supervising the front-of-house operations for a theatre company
- Strong, life-long interest and participation in the performing arts
- Proficiency in Word, Excel, Outlook, PowerPoint, Quark, Tessitura database, QuickBooks

## Professional Experience

**Endstream Communications, New York, NY** May 2008 - present

*VP of Marketing and Customer Service Manager*

- Develop sales leads, contact prospective clients and manage relationships with current customers
- Plan and implement Internet marketing initiatives, including search engine optimization (SEO) and maintaining website content for Endstream.com
- Create and write copy for marketing materials, press releases and website
- Manage logistics for Endstream's presence in trade shows and conferences

**Carnegie Hall, New York, NY** January 2005 - May 2008

*Assistant, Planned Gifts and Special Projects*

- Tracked gifts from major donors and ensured proper donor crediting on various print materials
- Drafted gift acknowledgement and pledge payment reminder letters
- Maintained budgets and expense records, endowment reporting and reconciliation
- Prepared end-of-year reports for granting organizations
- Managed Major Gifts events and assisted with Opening Night Gala and Spring Luncheon

**Serino Coyne Advertising, Inc., New York, NY** January 2001 - January 2005

*Assistant Account Executive (December 2002 to January 2005)*

*Account Coordinator (January 2001 to December 2002)*

- Facilitated creation of display, radio and television advertising as well as direct mail and promotional materials for Broadway theatre accounts
- Managed trafficking of creative materials to art, production and creative directors and to client for approval

**Opera Orchestra of New York, New York, NY** August 1998 - June 2000

*Administrative Assistant*

- Proofread and edited program, brochure and print ad copy as well as annual reports and grant letters
- Processed subscription and single ticket sales, updated and maintained donor, subscriber, and financial records

## Education

**Ithaca College, Ithaca, NY** 1998

*Bachelor of Science in Theatre Arts Management, cum laude*

**Brevard College, Brevard, NC** 1995

*Associate of Fine Arts in Music, magna cum laude*

## **LOCAL TELECOMMUNICATIONS SERVICES – FL, LLC**

### **EXHIBIT B**

#### **FINANCIAL CAPABILITY**

Local Telecommunications Services – FL, LLC is a start-up company, which was incorporated in July, 2010. It will rely on its affiliate, Endstream Communications, LLC for financial resources during the ramp-up phase. Filed under separate cover as Confidential are the most recent balance sheet and income statement of Endstream Communications, LLC, which demonstrate that the it has adequate capital to finance the provision of local telecommunications services in the State of Florida.

Also attached is an affidavit affirming that the financial statements are true and correct.

1:00 AM  
01/26/10  
Accrual Basis

# Endstream Communications, LLC

## Balance Sheet

As of January 15, 2010  
Jan 15, 10

### ASSETS

#### Current Assets

##### Checking/Savings

2000 · Capital One Bank Checking [Redacted]

2010 · ES Paypal Account [Redacted]

2065 · Reciprocal Payments Account [Redacted]

2080 · Israel Petty Cash [Redacted]

**Total Checking/Savings [Redacted]**

##### Accounts Receivable

2300 · Accounts Receivable [Redacted]

**Total Accounts Receivable [Redacted]**

##### Other Current Assets

2400 · Security Deposits [Redacted]

2405 · Retainers [Redacted]

2420 · Pre-Paid Carrier Expenses [Redacted]

2430 · Pre-Paid FUSF [Redacted]

2460 · Accrued Marketing Expenses [Redacted]

2470 · Pre-Paid Carrier Licensing Fees [Redacted]

2500 · Loan to BlazeVoIP [Redacted]

**Total Other Current Assets [Redacted]**

**Total Current Assets [Redacted]**

#### Fixed Assets

##### 2600 · Fixed Assets

2605 · Computer Equipment [Redacted]

2606 · Major Software Purchages (Amm) [Redacted]

2620 · Furniture and Fixtures [Redacted]

**Total 2600 · Fixed Assets [Redacted]**

2650 · Accumulated Depreciation [Redacted]

**Total Fixed Assets [Redacted]**

#### Other Assets

##### 2820 · Customer Contract Assets

2821 · BlazeVoIP Asset Purchase [Redacted]

2822 · SIPMedia Customer Assets [Redacted]

**Total 2820 · Customer Contract Assets [Redacted]**

2840 · Support Contracts [Redacted]

**Total Other Assets [Redacted]**

**TOTAL ASSETS [Redacted]**

Endstream Communications, LLC

Balance Sheet

As of January 15, 2010  
Jan 15, 10

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

3300 · Accounts Payable [Redacted]

Total Accounts Payable [Redacted]

Other Current Liabilities

3100 · Payroll Liabilities [Redacted]

3105 · Sales Tax Payable [Redacted]

3200 · Shareholder Loans

3210 · Loan EBL - 07/07 [Redacted]

3215 · Loan Andera 05/08 [Redacted]

Total 3200 · Shareholder Loans [Redacted]

3250 · Vendor Loans

3255 · Eastwind Loan [Redacted]

3265 · Max Advance Lease [Redacted]

Total 3250 · Vendor Loans [Redacted]

3350 · Deferred Revenue

3351 · Deferred Revenue - CC [Redacted]

3352 · Deferred Revenue - Wholesale [Redacted]

Total 3350 · Deferred Revenue [Redacted]

3380 · Security Deposits Held [Redacted]

3600 · Cur Liability from Acquisitions

3610 · BlazeVoIP Liabilities [Redacted]

Total 3600 · Cur Liability from Acquisitions [Redacted]

Total Other Current Liabilities [Redacted]

Total Current Liabilities [Redacted]

Total Liabilities [Redacted]

Equity

4050 · Retained Earnings [Redacted]

4300 · MCC Equity [Redacted]

4305 · MCC - Distributions [Redacted]

4315 · BlazeVoip - Distributions [Redacted]

4320 · Andera Equity [Redacted]

4330 · Ellipsacom Equity [Redacted]

4335 · Ellipsacom Distributions [Redacted]

1:00 AM  
01/26/10  
Accrual Basis

**Endstream Communications, LLC**

**Balance Sheet**

As of January 15, 2010  
Jan 15, 10

4340 · Somerset Equity	[Redacted]
4345 · Somerset - Distributions	[Redacted]
Net Income	[Redacted]
Total Equity	[Redacted]
<b>TOTAL LIABILITIES &amp; EQUITY</b>	[Redacted]

**Endstream Communications, LLC**

**Profit & Loss**

January through December 2009  
Jan - Dec 09

Ordinary Income/Expense

Income

5000 · Voice Carrier Revenues

5001 · Variable Rate Minutes [Redacted]

5002 · SIP Channels [Redacted]

5003 · DID [Redacted]

5004 · PRI Port [Redacted]

5005 · FUSF [Redacted]

5006 · Toll-Free-800 [Redacted]

5007 · TF Commission [Redacted]

5008 · International Termination [Redacted]

Total 5000 · Voice Carrier Revenues [Redacted]

5010 · Data Carrier Revenues

5011 · Carrier Loops [Redacted]

5012 · Internet [Redacted]

5013 · Network Services [Redacted]

5014 · Ethernet Switch Ports [Redacted]

5016 · Surcharges (Passthrough) [Redacted]

Total 5010 · Data Carrier Revenues [Redacted]

5020 · Installations [Redacted]

5030 · Colocation Revenues

5031 · Cabinet [Redacted]

5032 · Power [Redacted]

5030 · Colocation Revenues - Other [Redacted]

Total 5030 · Colocation Revenues [Redacted]

5040 · Class 4/5 Hosted Wholesale

5041 · Residential Users [Redacted]

Total 5040 · Class 4/5 Hosted Wholesale [Redacted]

5050 · Calling Card Services [Redacted]

Total Income [Redacted]

Cost of Goods Sold

6010 · Telecommunications Costs

6011 · Variable Rate Minutes [Redacted]

6012 · Loops [Redacted]

6013 · Internet Loop [Redacted]

6014 · International Minutes [Redacted]

6017 · DID Expense [Redacted]

6018 · FUSF Expense [Redacted]

6019 · Tariff (Pass through) [Redacted]

6010 · Telecommunications Costs - Other [Redacted]

# Endstream Communications, LLC

## Profit & Loss

January through December 2009  
Jan - Dec 09

Total 6010 · Telecommunications Costs	[Redacted]
6030 · Equipment Lease Expense	[Redacted]
6040 · Colo Rent Expense	[Redacted]
6070 · Registration Fees	[Redacted]
6080 · Support Contract Expense	[Redacted]
<b>Total COGS</b>	[Redacted]
<b>Gross Profit</b>	[Redacted]
<b>Expense</b>	
6400 · Telecom Equipment Expense	[Redacted]
6410 · Computer Expense	[Redacted]
6420 · Commission Expense	[Redacted]
6421 · TF Commissions	[Redacted]
6500 · Payroll Expenses	[Redacted]
6501 · MTA Surcharge (Form 305)	[Redacted]
6500 · Payroll Expenses - Other	[Redacted]
<b>Total 6500 · Payroll Expenses</b>	[Redacted]
6505 · Insurance Expense	
6506 · General Liability Insurance	[Redacted]
6507 · Health Insurance	[Redacted]
6508 · Life and Disability Insurance	[Redacted]
6505 · Insurance Expense - Other	[Redacted]
<b>Total 6505 · Insurance Expense</b>	[Redacted]
6514 · International Payroll	[Redacted]
6520 · Advertising and Promotion	[Redacted]
6521 · Marketing Expenses	[Redacted]
6525 · Postage and Delivery	[Redacted]
6530 · Rent	[Redacted]
6540 · Telephone Expense	[Redacted]
6545 · Printing and Reproduction	[Redacted]
6550 · Professional Fees	[Redacted]
6551 · Legal Fees	[Redacted]
6555 · Outside Services	[Redacted]
6565 · Travel Expense	[Redacted]
6580 · Bank Service Charges	[Redacted]
6582 · Paypal Service Charges	[Redacted]
6590 · Charitable Contributions	[Redacted]
6600 · Meals and Entertainment	[Redacted]
6610 · Office Supplies	[Redacted]
<b>Total Expense</b>	[Redacted]



**Endstream Communications, LLC**

**Profit & Loss**

**January through December 2009**  
Jan - Dec 09

<b>Net Ordinary Income</b>	[Redacted]
<b>Other Income/Expense</b>	
<b>Other Expense</b>	
7005 · Depreciation Expense	[Redacted]
7100 · Interest Expense	[Redacted]
7105 · Vendor Finance Charges	[Redacted]
8100 · Taxes	
8110 · NYS LLC Filing Fees	[Redacted]
8100 · Taxes - Other	[Redacted]
<b>Total 8100 · Taxes</b>	[Redacted]
<b>Total Other Expense</b>	[Redacted]
<b>Net Other Income</b>	[Redacted]
<b>Net Income</b>	[Redacted]

**AFFIDAVIT**

STATE OF NEW YORK            )  
  ) : ss  
COUNTY OF NEW YORK        )

I, Erik Levitt, hereby declare under penalty of perjury, that I am Chief Executive Officer of Local Telecommunications Services – FL, LLC, that I am authorized to make this verification on behalf of Telecommunications Services – FL, LLC; that I have reviewed the financial statements attached as Exhibit B to the Application Telecommunications Services – FL, LLC for Authority to Provide Competitive Local Exchange Telecommunications Company Service Within the State of Florida; and that the information contained therein is true and correct to the best of my knowledge, information and belief.

  
Erik Levitt  
Chief Executive Officer  
Telecommunications Services – FL, LLC

Sworn and subscribed before me this 20<sup>th</sup> day of October, 2010.

My Commission expires 4-13-13

  
Signature of official administering oath

ELIZABETH ARCE  
NOTARY PUBLIC STATE OF NEW YORK  
NO. 01AR6203574  
EXPIRES 4/13/13