

ISG-Telecom Consultants

VIA USPS PRIORITY MAIL

November 18, 2010

Ms. Blanca Bayo
Florida Public Service Commission
Division of Communications
Certificate of Compliance Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0866

DEPOSIT DATE

085 NOV 24 2010

CK# 18881

\$ 400.00

11-20-10
RT

100447-TX

Re: Voxbeam Telecommunications Inc. - Application for Resale/Facility Based ALEC Authority

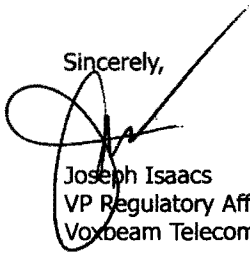
Dear Ms. Bayo,

Enclosed please find an original and two (2) copies of the original Application for Authority to provide Local Exchange Service throughout the State of Florida ("Application") and the mandated \$400.00 filing fee. This Application is filed in accordance with the Rules of the Florida Public Service Commission, Chapter 25-24, Section 25-24.810, and PSC/CMU 8 (11/95).

Please acknowledge receipt of this filing by file stamping and returning a copy of this letter to the address below.

Questions concerning this Application may be addressed directly to me.

Sincerely,



Joseph Isaacs
VP Regulatory Affairs
Voxbeam Telecommunications Inc.

- COM _____
- APA _____
- ECR _____
- GCL I _____
- RAD * Price List
- SSC _____ forwarded
- ADM _____ to RAD
- OPC _____
- CLK Grant

4274 Enfield Court, Suite 1600, Palm Harbor, Florida 34683
Regulatory Attorneys and Consultants

Telephone: 727-738-5553 Facsimile: 727-939-2672 DOCUMENT NUMBER-DATE
<http://www.isg-telecom.com> isaacs@isg-telecom.com

09574 NOV 23 2010

FPSC-COMMISSION CLERK

FLORIDA PUBLIC SERVICE COMMISSION

DIVISION OF REGULATORY ANALYSIS

**APPLICATION FORM
for
AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE
TELECOMMUNICATIONS COMPANY SERVICE
WITHIN THE STATE OF FLORIDA**

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 one copy of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission
Office of Commission Clerk
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 Regulatory Analysis
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: Voxbeam Telecommunications Inc.

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

same

4. Official mailing address:

Street/Post Office Box: 16996 Piazza Grande Ave., Suite 202

City: Orlando

State: FL

Zip: 34685

5. Florida address:

Street/Post Office Box: same as #4

City:

State:

Zip:

6. Structure of organization:

- Individual
- Foreign Corporation
- General Partnership
- Other,

- Corporation
- Foreign Partnership
- Limited Partnership

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: P10000010113
9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
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:
11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
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:

14. Provide **F.E.I. Number**(if applicable): 27-1842454

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

(a) The application:

Name: Joseph Isaacs % ISG-Telecom Consultants
Title: VP Regulatory
Street name & number: 4274 Enfield Ct., Suite 1600
Post office box:
City: Palm Harbor
State: Fl
Zip: 34685
Telephone No.: 727-738-5553
Fax No.: 727-939-2672
E-Mail Address: isaacs@isg-telecom.com
Website Address: www.isg-telecom.com

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

Name: Joseph Isaacs % ISG-Telecom Consultants
Title: VP Regulatory
Street name & number: 4274 Enfield Ct., Suite 1600
Post office box:
City: Palm Harbor
State: Fl
Zip: 34685
Telephone No.: 727-738-5553
Fax No.: 727-939-2672
E-Mail Address: isaacs@isg-telecom.com
Website Address: www.isg-telecom.com

(c) Complaints/Inquiries from customers:

Name: Bob Armao
Title: COO
Street/Post Office Box: 16996 Piazza Grande Ave., Suite 202
City: Orlando
State: Fl
Zip: 32835
Telephone No.:
Fax No.:
E-Mail Address: barmao@gmail.com
Website Address: www.voxbeam.com

16. List the states in which the applicant:

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

none

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

New York, New Jersey, Pennsylvania, Texas, California, Georgia, Virginia, Illinois and Michigan

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

none

(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, 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.

NONE

18. Submit the following:

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

(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.

(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: Joseph Isaacs
Title: VP Regulatory
Telephone No.: 727-738-5553
E-Mail Address: isaacs@isg-telecom.com

Signature: _____

Date: 11/17/10

EXHIBIT A

“RESUMES”

Information about Paul Cusack our CEO.

"Paul Cusack is a serial entrepreneur, he started his first IT business in 1991 and all the businesses he has started are all still in business today. Here are the businesses:

Choice Peripherals Ltd.

In 1991 Paul founded Choice Peripherals which was an IT reseller and employed over 150 people and had annual revenues of \$70 million by 1998. In 1998 Choice Peripherals was sold to a US Nasdaq listed company called Insight Enterprises Inc. (www.insight.com). Choice Peripherals became the UK division of Insight Enterprises Inc. and now employes over 300 people. Choice Peripherals was sold for \$7 million dollars.

Plusnet Ltd.

In 1996 Paul founded Plusnet Ltd., Plusnet is an ISP based in Sheffield, UK (www.plus.net). Plusnet is a leading consumer and small business ISP in the UK and now employes hundreds of people. Paul sold his shares in plusnet in 2000 for \$12 million. Plusnet went on to become a publicly traded company on the London stock exchange raising \$105 million in capital. In 2007 Plusnet was acquired by British Telecom.

Ebuyer (UK) Ltd.

Paul founded Ebuyer in 2000 after selling his stake in Plusnet. Ebuyer is an online etailer with over 1 million customers and revenues exceeding \$300 million (www.ebuyer.com). Paul Sold his shares in 2004 for \$22 million to a private equity investor.

Localphone Ltd.

Paul founded his latest Business Localphone Ltd. in 2007 after traveling extensively with his previous business ebuyer. Localphone (www.localphone.com) is aimed immigrants calling home and people who travel calling home. Localphone has built a world class VoIP network which allows it to handle extremely large amounts of traffic whilst keep operating costs very low. Currently localphone has over 200,000 customers and projected revenues for 2010 of \$10 million.

Localphone has it's own network and it's own number ranges for over 650 area codes in the UK.

Here is an interesting article written about Paul in the [Yorkshire Post](#)."

ROBERT J. ARMAO

SENIOR OPERATING & TURNAROUND EXECUTIVE

Versatile general management and turnaround professional with broad ranging experience in all facets of running a complete organization. More than 15 years of hands-on management and P&L experience in both start-up and established technology related firms. Successful in linking all disciplines to drive forward organizational development, control costs, increase revenue, and improve earnings. Strong negotiating analytical and decision making qualifications. Experience and expertise includes:

- **P&L ownership in various business environments**
- **Turnaround Management – US and Overseas**
- **Strategic Management, Budgeting and Planning Processes**
- **Acquisitions, Equity Investments, Sale and Dispositions**
- **Operational Restructuring – Working capital improvements, Vendor & Cost management, Facility consolidation, Organizational design / right sizing**
- **Strong communication skills across constituent groups including: Lenders, Board, Customers, Employees, Equity and Trade**

PROFESSIONAL EXPERIENCE

CRG Partners

Director

2007- 2009

CRG is an international management consultancy firm focused on crisis and turnaround management, interim executive management and operational and financial restructuring activities.

- Case leader for Wind-down of a \$250M Apparel distributor / brand owner to include facility shutdowns, \$40M inventory reduction and sale/disinvestment of several divisions. Lenders exited the wind-down with no write-offs on \$55M ABL line (Debtor).
- Development of a 13 week cash flow forecast and inventory reduction plan for 8 locations for a Packaging firm (Debtor)
- Completed several business assessments to include: develop/review 13 week cash flow, review of annual business plans with recommendations for liquidity and profitability improvements and review of technology and operations plans (Private Equity/Creditor)
- Case Leader for an Internet Company exploring a range of options from sale to liquidation. Drove the sales process to include sites visits and marketing interest letters, review of current business plan including operations and implemented short term liquidity improvements. (Debtor)

Ebuyer Limited Group**CEO****2005-2006**

Chief Executive Officer for one of the world's largest Etailer's for IT Products in UK and the US. Reported directly to the Chairman and managed the Global Operations of the Company (\$525M Global Sales).

- Led the dramatic recovery of the UK business resulting in a 75% Revenue Growth, cash flow improvements through inventory management and a profitable global business in 180 days.
- Revamped the buying teams to focus on key product line expansions, key vendor rebates and a focused merchandising strategy for our customer base.
- Drove a Comprehensive Global Marketing Strategy to include Press, Key Vendor Programs, new Branding Campaign and Critical Web Marketing Investments which resulted in Ebuyer being in #2 in Traffic in UK and Top 10 in the US for Computer Related Products.
- Hired a Global CTO which allowed Ebuyer to focus on installing a new ERP/Accounting Solution as well as a revamp of the web site in the first 180 days.

Ebuyer US**President****2002-2005**

Provided General Management expertise to begin this subsidiary as First employee, Responsible for \$60M + of Revenue and 60 employees across all business functions.

- Oversaw the Conversion/US Implementation of our IT System to launch the US business in Feb. 2003.
- Led the Key Marketing and Product Management Strategies which allowed Ebuyer to become a well known Etailer brand within 24 months (Top 10 Traffic Site for IT Products in 2005).
- Worked closely with the Board to enhance the overall company competitiveness and drive a US Investment strategy which matched with Shareholders ROI. Worked closely with Senior Management Team to institute a high level of financial and administrative discipline which increased shareholder confidence in reporting.
- Oversaw a robust marketing campaign which included Google ad words, web marketing, price comparison sites and key vendor programs which drove our impressive growth.

WireCache**Chief Operating Officer****2000-2002**

Corporate officer for one of San Diego's hottest technology start-up companies. WireCache was a start-up focused on building a series of Database infrastructures products targeted at the Enterprise. Reported directly to the CEO and managed all the day to day activities of the company.

- Wrote the original business plan that closed Series a funding of \$15M in Feb 2001 for Doll Capital and ComVentures.
- Drove all major processes in the start-up mode: Facilities, Human Resources including hiring and headcount planning, Finance including spending controls, cash management, board package preparation and reporting on a monthly basis. Drove key relationships with Recruiters, real estate brokers, bankers and current and future VC's.
- Defined the sales strategy and established key customer relationships to support early adoption of the "Database Switch".
- Directed the marketing activities to include: Public Relations, Marcom and Product Planning / Roadmap process to ensure product and company focus. Key results

included the addition of a New CEO in March 2002 after continued positive press on the company.

Alexis Communications

Chief Operating Officer

2000

Corporate officer for one of the fastest growing PC-based phone system (Windows NT) companies in the U.S. Reported directly to the CEO and managed six direct reports and 80 employees. Managed all day to day activities of the company.

- Led company through explosive growth in recruiting in year 2000. Staff grew from 30 to 95 employees with establishment of new focused growth areas such as customer care, quality, marketing and field sales representatives.
- Drove revenue growth of 145% year over year (\$5.4M Revenue) and improved gross margins over the same period. Managed a \$12M spending budget.
- Implemented goal setting at the management level to include weekly meetings, goals by department and quarterly / yearly strategic planning processes.
- Drove key business development / alliances with customers and suppliers. Results included 20% of the business coming from (2) New Telecom / CLEC customers and the introduction of several new products.
- Drove the complete build-out of a sales channel to include 14 Regional Reps., 3 Division Managers and a Vice President of Sales. Activities included weekly pipeline management as well as focused account meetings with GTE / Winstar and International customers.

Insight Enterprises Inc.

EVP - International

1998-1999

Corporate Officer for the fastest growing direct hardware and software mail order company in the world. Responsible for the company's international subsidiaries which represent 20% of the parent's revenue and includes 500 employees.

- Responsible for the outside acquisitions in Europe (UK and Germany) from acquisition, integration, and knowledge transfer from parent through weekly and monthly business reviews.
- Drove revenue growth of 22% year over year (\$210M business) and improved operating income by \$1M over same period.
- Implemented operational controls in Europe to turnaround the business operations of the newly purchased acquisitions. Developed web, sales and marketing, and MIS strategies as well as infrastructure decisions to support the growth initiatives in Europe.
- Provided hands on support for our Germany operations to complete the turnaround of a \$2M loss in 1H99 to profitability in 6 months. Key actions were implementation of new web and sales initiatives to increase revenues by 60% as well as improved inventory, cash collections and spending controls.

Packard-Bell NEC Inc.

VP – Business Operations

1997-1998

Senior Operational and Financial Officer for one of the top 10 PC-Hardware companies in the U.S. Managed staff of 50 responsible for overall profit and loss, demand and supply forecasting, financial indicators and management reporting, and pricing.

- Hired and developed the first operational finance and forecasting groups for NEC. Process meetings created include: weekly demand, response to forecast and production review with the factories. Weekly war room and sales management calls with each sales territory ensured that demand was monitored to inventory levels and division forecasts. Creation of a strong cohesive team and processes that resulted in a 70% reduction in inventory and 50% improvement in operating income.

- Responsible for the Joint Project with Insight Enterprises that created an incremental 10% revenue and access to the direct mail order channel for the NEC product line. Negotiated all aspects of the deal to include terms and conditions, marketing support and detailed responsibilities of each party.
- Responsible for the product management functions after product launch to include inventory, forecasting, gross margin control, end of life transition and overall sales and profit goals.
- Developed a comprehensive Bid / RFQ process for corporate bids, which incorporate, inventory supply, forward cost modeling and profit goals for the division.

Intel Corporation

Hillsboro, OR

1990-1997

Business Development Manager (1995 – 1997)

One of 25 licensing and outside investment professionals for the newly formed Corporate Business Development Group at Intel. Major responsibilities included analysis, review, recommendation and integration of outside investments as well as negotiation of technology licenses for the ISDN Video Conferencing Group.

- Analyzed multiple strategic investments and business plans which resulted in investment in Audible, (Digital Walkman – top 10 products in 1998) as well as several declines (Vxtreme – later sold to Microsoft and Headliner – later sold to Backweb).

EDUCATION AND ACHIEVEMENTS

Purdue University, Masters of Business Administration, May 1990

Bentley College, Bachelors in Science (Finance Concentration), May 1985

EXHIBIT B
"PROFORMA FINANCIALS"

Projected Profit and Loss USD 2011	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Sales	\$123,572	\$129,660	\$136,039	\$142,726	\$149,735	\$157,852	\$166,419	\$175,464	\$185,014	\$195,100	\$205,756	\$217,016	\$1,984,353
Direct Cost of sales	\$88,657	\$92,954	\$97,461	\$102,189	\$107,148	\$112,822	\$118,808	\$125,124	\$131,788	\$138,822	\$146,247	\$154,085	\$1,416,106
Other Costs of Sales	\$7,414	\$7,780	\$8,162	\$8,564	\$8,984	\$9,471	\$9,985	\$10,528	\$11,101	\$11,706	\$12,345	\$13,021	\$119,061
Total Cost of Sales	\$96,072	\$100,734	\$105,624	\$110,752	\$116,132	\$122,293	\$128,793	\$135,652	\$142,889	\$150,528	\$158,592	\$167,106	\$1,535,167
Gross Margin	\$27,500	\$28,925	\$30,416	\$31,973	\$33,603	\$35,559	\$37,626	\$39,812	\$42,125	\$44,573	\$47,164	\$49,910	\$449,185
Gross Margin %	22.25%	22.31%	22.36%	22.40%	22.44%	22.53%	22.61%	22.69%	22.77%	22.85%	22.92%	23.00%	22.64%
Expenses													
Payroll	\$12,084	\$12,084	\$13,750	\$17,917	\$17,917	\$20,000	\$20,000	\$20,000	\$22,084	\$22,084	\$22,084	\$22,084	\$222,087
Marketing/Promotion	\$3,089	\$3,241	\$3,401	\$3,568	\$3,743	\$3,946	\$4,160	\$4,387	\$4,625	\$4,878	\$5,144	\$5,425	\$49,609
Calling Card Commission	\$700	\$735	\$772	\$810	\$851	\$936	\$1,030	\$1,132	\$1,246	\$1,370	\$1,507	\$1,658	\$12,747
Depreciation	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$504
Rent and Utilities	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$36,000
Insurance	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000
Payroll Taxes	\$1,813	\$1,813	\$2,063	\$2,688	\$2,688	\$3,000	\$3,000	\$3,000	\$3,313	\$3,313	\$3,313	\$3,313	\$33,313
Other	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Total Operating Expenses	\$21,478	\$21,665	\$23,778	\$28,775	\$28,991	\$31,675	\$31,982	\$32,311	\$35,059	\$35,436	\$35,839	\$36,272	\$363,261
Profit before interest/Taxes	\$6,022	\$7,261	\$6,638	\$3,198	\$4,612	\$3,884	\$5,644	\$7,501	\$7,066	\$9,137	\$11,325	\$13,638	\$85,925
EBITDA	\$6,215	\$7,484	\$6,846	\$3,320	\$4,769	\$4,023	\$5,827	\$7,730	\$7,284	\$9,407	\$11,650	\$14,021	\$88,577
Interest Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxes Incurred	\$151	\$182	\$166	\$80	\$115	\$97	\$141	\$188	\$177	\$228	\$283	\$341	\$2,148
Net Profit	\$5,872	\$7,079	\$6,472	\$3,118	\$4,496	\$3,787	\$5,503	\$7,313	\$6,889	\$8,908	\$11,042	\$13,297	\$83,777
Net Profit/Sales	4.75%	5.46%	4.76%	2.18%	3.00%	2.40%	3.31%	4.17%	3.72%	4.57%	5.37%	6.13%	4.22%

Projected Balance Sheet 2011	Starting Business	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Assets													
Current Assets													
Cash	\$100,000	\$103,264	\$110,427	\$116,960	\$120,046	\$124,538	\$118,124	\$113,435	\$110,566	\$107,220	\$105,901	\$106,719	\$109,796
Accounts Receivable		\$2,800	\$2,940	\$3,087	\$3,241	\$3,403	\$3,744	\$4,118	\$4,530	\$4,983	\$5,481	\$6,029	\$6,632
Other Current Assets													
Total Current Assets	\$100,000	\$106,064	\$113,367	\$120,047	\$123,288	\$127,941	\$121,867	\$117,553	\$115,096	\$112,203	\$111,382	\$112,749	\$116,429
Long Term Assets													
Long Term Assets	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Accumulated Depreciation		\$42	\$84	\$126	\$168	\$210	\$252	\$294	\$336	\$378	\$420	\$462	\$504
Total Long Term Assets	\$2,000	\$1,958	\$1,916	\$1,874	\$1,832	\$1,790	\$1,748	\$1,706	\$1,664	\$1,622	\$1,580	\$1,538	\$1,496
Total Assets	\$102,000	\$108,022	\$115,283	\$121,921	\$125,120	\$129,731	\$123,615	\$119,259	\$116,760	\$113,825	\$112,962	\$114,287	\$117,925
Liabilities and Capital													
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Borrowings	\$101,900	\$101,900	\$101,900	\$101,900	\$101,900	\$101,900	\$91,900	\$81,900	\$71,900	\$61,900	\$51,900	\$41,900	\$31,900
Taxation		\$151	\$332	\$498	\$578	\$693	\$790	\$931	\$1,119	\$1,296	\$1,524	\$1,807	\$2,148
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Current Liabilities	\$101,900	\$102,051	\$102,232	\$102,398	\$102,478	\$102,593	\$92,690	\$82,831	\$73,019	\$63,196	\$53,424	\$43,707	\$34,048
Long Term Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$101,900	\$102,051	\$102,232	\$102,398	\$102,478	\$102,593	\$92,690	\$82,831	\$73,019	\$63,196	\$53,424	\$43,707	\$34,048
Paid In Capital	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Retained Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Earnings	\$0	\$5,872	\$12,951	\$19,423	\$22,542	\$27,038	\$30,825	\$36,327	\$43,641	\$50,530	\$59,438	\$70,479	\$83,777
Total Capital	\$100	\$5,972	\$13,051	\$19,523	\$22,642	\$27,138	\$30,925	\$36,427	\$43,741	\$50,630	\$59,538	\$70,579	\$83,877
Total Liabilities and Capital	\$102,000	\$108,022	\$115,283	\$121,921	\$125,120	\$129,731	\$123,615	\$119,259	\$116,760	\$113,825	\$112,962	\$114,287	\$117,925
Net Worth	\$102,000	\$5,972	\$13,051	\$19,523	\$22,642	\$27,138	\$30,925	\$36,427	\$43,741	\$50,630	\$59,538	\$70,579	\$83,877

Projected Profit and Loss USD 2012	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Sales	\$222,956	\$229,112	\$235,496	\$242,120	\$248,998	\$256,143	\$263,572	\$271,301	\$279,348	\$287,734	\$296,478	\$305,603	\$3,138,861
Direct Cost of sales	\$158,080	\$162,201	\$166,456	\$170,849	\$175,387	\$180,077	\$184,925	\$189,940	\$195,129	\$200,501	\$206,065	\$211,831	\$2,201,439
Other Costs of Sales	\$13,377	\$13,747	\$14,130	\$14,527	\$14,940	\$15,369	\$15,814	\$16,278	\$16,761	\$17,264	\$17,789	\$18,336	\$188,332
Total Cost of Sales	\$171,457	\$175,948	\$180,585	\$185,376	\$190,327	\$195,445	\$200,739	\$206,218	\$211,890	\$217,765	\$223,853	\$230,167	\$2,389,770
Gross Margin	\$51,499	\$53,164	\$54,911	\$56,744	\$58,671	\$60,698	\$62,832	\$65,083	\$67,459	\$69,969	\$72,624	\$75,437	\$749,090
Gross Margin %	23.10%	23.20%	23.32%	23.44%	23.56%	23.70%	23.84%	23.99%	24.15%	24.32%	24.50%	24.68%	23.87%
Expenses													
Payroll	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$22,084	\$265,004
Marketing/Promotion	\$5,574	\$5,728	\$5,887	\$6,053	\$6,225	\$6,404	\$6,589	\$6,783	\$6,984	\$7,193	\$7,412	\$7,640	\$78,472
Calling Card Commission	\$1,824	\$2,006	\$2,207	\$2,428	\$2,670	\$2,937	\$3,231	\$3,554	\$3,910	\$4,301	\$4,731	\$5,204	\$39,002
Depreciation	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$504
Rent and Utilities	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$36,000
Insurance	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000
Payroll Taxes	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$3,313	\$39,751
Other	\$501	\$502	\$503	\$504	\$505	\$506	\$507	\$508	\$509	\$510	\$511	\$512	\$6,078
Total Operating Expenses	\$36,587	\$36,924	\$37,286	\$37,673	\$38,089	\$38,535	\$39,016	\$39,533	\$40,091	\$40,692	\$41,342	\$42,044	\$467,811
Profit before interest/Taxes	\$14,912	\$16,240	\$17,625	\$19,071	\$20,582	\$22,163	\$23,817	\$25,550	\$27,368	\$29,277	\$31,282	\$33,392	\$281,280
EBITDA	\$15,327	\$16,688	\$18,108	\$19,590	\$21,139	\$22,759	\$24,454	\$26,231	\$28,094	\$30,051	\$32,106	\$34,269	\$288,816
Interest Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxes Incurred	\$373	\$406	\$441	\$477	\$515	\$554	\$595	\$639	\$684	\$732	\$782	\$835	\$7,032
Net Profit	\$14,539	\$15,834	\$17,185	\$18,594	\$20,068	\$21,608	\$23,221	\$24,911	\$26,684	\$28,545	\$30,500	\$32,558	\$274,248
Net Profit/Sales	6.52%	6.91%	7.30%	7.68%	8.06%	8.44%	8.81%	9.18%	9.55%	9.92%	10.29%	10.65%	8.74%

**Projected Balance Sheet
2012**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Assets												
Current Assets												
Cash	\$114,087	\$119,640	\$126,505	\$142,835	\$162,488	\$183,625	\$206,308	\$230,608	\$256,596	\$284,351	\$313,955	\$345,498
Accounts Receivable	\$7,296	\$8,025	\$8,828	\$9,710	\$10,681	\$11,750	\$12,924	\$14,217	\$15,639	\$17,202	\$18,923	\$20,815
Other Current Assets												
Total Current Assets	\$121,383	\$127,665	\$135,332	\$152,545	\$173,170	\$195,374	\$219,233	\$244,825	\$272,235	\$301,554	\$332,878	\$366,313
Long Term Assets												
Long Term Assets	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Accumulated Depreciation	\$546	\$588	\$630	\$672	\$714	\$756	\$798	\$840	\$882	\$924	\$966	\$1,008
Total Long Term Assets	\$1,454	\$1,412	\$1,370	\$1,328	\$1,286	\$1,244	\$1,202	\$1,160	\$1,118	\$1,076	\$1,034	\$992
Total Assets	\$122,837	\$129,077	\$136,702	\$153,873	\$174,456	\$196,618	\$220,435	\$245,985	\$273,353	\$302,630	\$333,912	\$367,305
Liabilities and Capital												
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Borrowings	\$21,900	\$11,900	\$1,900	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxation	\$2,521	\$2,927	\$3,368	\$3,844	\$4,359	\$4,913	\$5,508	\$6,147	\$6,831	\$7,563	\$8,345	\$9,180
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Current Liabilities	\$24,421	\$14,827	\$5,268	\$3,844	\$4,359	\$4,913	\$5,508	\$6,147	\$6,831	\$7,563	\$8,345	\$9,180
Long Term Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$24,421	\$14,827	\$5,268	\$3,844	\$4,359	\$4,913	\$5,508	\$6,147	\$6,831	\$7,563	\$8,345	\$9,180
Paid In Capital	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Retained Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Earnings	\$98,316	\$114,150	\$131,335	\$149,929	\$169,997	\$191,605	\$214,827	\$239,738	\$266,422	\$294,966	\$325,467	\$358,025
Total Capital	\$98,416	\$114,250	\$131,435	\$150,029	\$170,097	\$191,705	\$214,927	\$239,838	\$266,522	\$295,066	\$325,567	\$358,125
Total Liabilities and Capital	\$122,837	\$129,077	\$136,702	\$153,873	\$174,456	\$196,618	\$220,435	\$245,985	\$273,353	\$302,630	\$333,912	\$367,305
Net Worth	\$98,416	\$114,250	\$131,435	\$150,029	\$170,097	\$191,705	\$214,927	\$239,838	\$266,522	\$295,066	\$325,567	\$358,125

EXHIBIT C


"STATEMENT OF FINANCIAL RESPONSIBILITY"

STATEMENT OF FINANCIAL RESPONSIBILITY
by Mr. PAUL CUSACK of
VOXBEAM TELECOMMUNICATIONS INC.
Florida Public Utility Commission

I, Paul Cusack acting solely as the President of VOXBEAM TELECOMMUNICATIONS, INC. hereby guarantees all debts of said corporation up to an amount of USD \$100,000.00.

State of Florida)
)) ss
County of ORANGE)

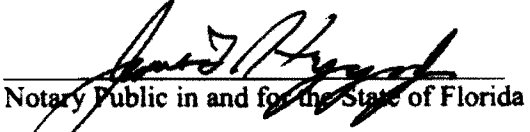
PAUL CUSACK hereby makes oath and states that he is the **PRESIDENT OF VOXBEAM TELECOMMUNICATIONS INC.** and that he has examined the foregoing letter of financial responsibility and that to the best of his knowledge, information, and belief, all statements of fact contained in the said application are true, and the said application is a correct statement of the business and affairs of the above-named applicant in respect to each and every matter set forth therein.



Signature
PAUL CUSACK

Typed or Printed Name

SWORN TO AND SUBSCRIBED before me on this 19 day November, 2010.



Notary Public in and for the State of Florida

My commission expires: 9/1/13

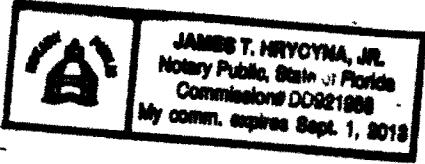


EXHIBIT D

"CERTIFICATE OF GOOD STANDINGS

FLORIDA SECRETARY OF STATE"

State of Florida

Department of State

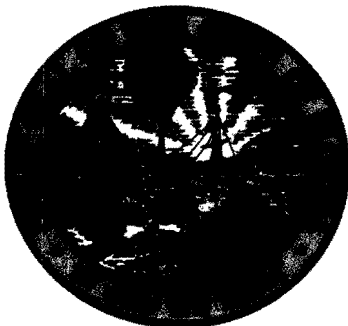
I certify from the records of this office that VOXBEAM TELECOMMUNICATIONS INC. is a corporation organized under the laws of the State of Florida, filed on February 2, 2010.

The document number of this corporation is P10000010113.

I further certify that said corporation has paid all fees due this office through December 31, 2010, and its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

Given under my hand and the Great Seal of Florida, at Tallahassee, the Capital, this the Sixteenth day of November, 2010



Laura K. Roberts
Secretary of State

Authentication ID: 400187833124-111610-P10000010113

To authenticate this certificate, visit the following site, enter this ID, and then follow the instructions displayed.

<https://efile.sunbiz.org/certauthver.html>