

State of Florida



# Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD  
TALLAHASSEE, FLORIDA 32399-0850

**-M-E-M-O-R-A-N-D-U-M-**

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**DATE:** September 25, 2023

**TO:** Adam J. Teitzman, Commission Clerk, Office of Commission Clerk

**FROM:** *Pm* Penny Mallow, Public Utility Analyst II, Office of Industry Development & Market Analysis

**RE:** Docket No. 20230092-TX- Application for certificate to provide local telecommunications service by Office Management Systems Inc.

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Attached are Office Management Systems Inc.'s requests for documentation and documentation received. Please add to docket file. If you have questions please contact me at 413-6586.

RECEIVED-FPSC  
2023 SEP 25 AM 11:18  
COMMISSION  
CLERK

## Penny Mallow

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**From:** Penny Mallow  
**Sent:** Monday, September 25, 2023 11:14 AM  
**To:** 'Tax Dept'  
**Subject:** RE: Docket No. 20230092-TX - FL Application for Certification - 3rd Request  
**Importance:** High

Renea,

- The name on your application does not **exactly** match the name filed with the Florida Division of Corporations. Please advise of the correct name format including all capital letters and punctuation.
- Please provide **audited** financial statements demonstrating financial ability by submitting a balance sheet, income statement **and** retained earnings statement for **three years**. If your company has not been in business for three years, you may provide pro-forma statements (three years for each statement type).

<b>Penny Mallow</b>	Public Utility Analyst
Office of Industry Development & Market Analysis	
 <b>FLORIDA PUBLIC SERVICE COMMISSION</b>	
2540 Shumard Oak Boulevard Tallahassee, FL 32399-0850 (850) 413-6586	

**From:** Tax Dept <TDept@logistasolutions.com>  
**Sent:** Friday, September 22, 2023 4:33 PM  
**To:** Penny Mallow <pmallow@psc.state.fl.us>; Tax Dept <TDept@logistasolutions.com>  
**Subject:** RE: Docket No. 20230092-TX - FL Application for Certification - 2nd Request

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

Hi Penny,

Please find attached requested information.

Thank you,

**Renea DeLoach**  
Corporate Controller  
Office Management System, Inc dba Logista  
662-244-6500  
[rdeloach@logista.cc](mailto:rdeloach@logista.cc)



**From:** Penny Mallow <[pmallow@psc.state.fl.us](mailto:pmallow@psc.state.fl.us)>  
**Sent:** Tuesday, September 12, 2023 9:53 AM  
**To:** Tax Dept <[TDept@logistasolutions.com](mailto:TDept@logistasolutions.com)>  
**Subject:** Docket No. 20230092-TX - FL Application for Certification - 2nd Request  
**Importance:** High

Renea and Randy,

I am in receipt of your application for a Certificate of Authority Competitive Local Exchange Service. In a cursory review of your application, I noticed the following:

The name on your application does not exactly match the name filed with the Florida Division of Corporations. Please advise of the correct name format including all capital letters and punctuation.

Please demonstrate that your company possesses adequate managerial ability, technical ability and financial ability. This is typically done with a resume or bio for the person fulfilling these roles in your company.

Please provide audited financial statements demonstrating financial ability by submitting a balance sheet, income statement and retained earnings statement for three years. If your company has not been in business for three years, you may provide pro-forma statements (three years for each statement type).

Please provide your Florida tariff or price list.

Thank you,

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<p>Office of Industry Development &amp; Market Analysis</p>  <p><b>FLORIDA PUBLIC SERVICE COMMISSION</b></p> <p>2540 Shumard Oak Boulevard  Tallahassee, FL 32399-0850  (850) 413-6586</p>	

**Penny Mallow**

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**From:** Microsoft Outlook  
**To:** 'Tax Dept'  
**Sent:** Monday, September 25, 2023 11:14 AM  
**Subject:** Relayed: RE: Docket No. 20230092-TX - FL Application for Certification - 3rd Request

**Delivery to these recipients or groups is complete, but no delivery notification was sent by the destination server:**

'Tax Dept' (TDept@logistasolutions.com)

Subject: RE: Docket No. 20230092-TX - FL Application for Certification - 3rd Request

## Penny Mallow

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**Sent:** Friday, September 22, 2023 4:33 PM  
**To:** Penny Mallow; Tax Dept  
**Subject:** RE: Docket No. 20230092-TX - FL Application for Certification - 2nd Request  
**Attachments:** David\_Keeler\_Resume.pdf; Office Management Systems, Inc. & ISI 3.31.23 Compilation FINAL.pdf

**Follow Up Flag:** Flag for follow up  
**Flag Status:** Flagged

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# David F. Keeler, CPA

54 Le Moyne Place • Mobile, AL 36604 • (251) 706-1450 • david@davidkeeler.com

## Summary of Technical & Accounting Skills

- Asterisk VoIP Designer & Programmer
- Web Developer including .NET, JavaScript, Bootstrap
- Visual C++, C#, and Visual Basic Programmer
- SQL Advanced Programmer / Developer
- Microsoft Office Expert (Word, Excel, Access, PowerPoint) including macros & VBScript
- Varied Project Management and Systems Implementation Experience
- Extensive experience in Technical and Business Writing
- CPA (Certified Public Accountant) licensed in Texas and Alabama
- Background in financial statement preparation and reporting including tax & consolidations

## Employment History

### **Ascension Technologies, LLC, Mobile, Alabama**

Co-founder of this successful and growing IT Support and VoIP telephone company which provides services to businesses in multiple states.

### **Alix Partners, Dallas, Texas**

Worked as a consultant at the Vice-President level providing E-Discovery and Litigation support to law firms involved in various matters including FCPA and MBS lawsuits.

### **Objectics, Inc., Dallas, Texas**

Participated in various IT projects including work in Dallas, Texas and New York, NY. Clients included Morgan Stanley and Robert Half.

### **Omniphone, Inc., Mobile, Alabama**

Major shareholder and founder of this company which designed and sold telephone systems used in correctional facilities. At various times I was responsible for virtually all aspects of the business including engineering, technical support, accounting and finance, and manufacturing.

### **ICOT Corporation, San Jose, California (European Markets Manager)**

*ICOT manufactured PC-to-Mainframe connectivity products.* Responsible for international product design and specification in all major European markets plus Canada and Australia.

### **INS Corporation, Mobile, Alabama (General Manager)**

*INS manufactured PC-to-Mainframe connectivity products.* Assumed various duties of increasing responsibility including manufacturing and distribution.

## Education

MS, Accounting & Information Management, University of Texas at Dallas, 2007 (GPA: 4.0)

MBA, Spring Hill College, Mobile, Alabama, 1992 (GPA: 3.8)

BS, Computer Management Studies (CMS), Spring Hill College, 1984 (GPA: 3.6)

## Additional Skills

Fluent in French with some limited knowledge of Spanish & Italian.

Excellent command of written English Language.

Extensive management experience in growing and adapting companies.

**OFFICE MANAGEMENT SYSTEMS, INC.  
AND IMPRESSIONS SOLUTIONS, INC.**

Combined Financial Statements  
Years Ended March 31, 2023 and 2022



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## INDEPENDENT ACCOUNTANT'S COMPILATION REPORT

Stockholders and Board of Directors  
Office Management Systems, Inc.  
Impressions Solutions, Inc.  
Columbus, Mississippi

Management is responsible for the accompanying combined financial statements of Office Management Systems, Inc. and Impressions Solutions, Inc. (collectively, the "Group"), which comprise the combined balance sheets as of March 31, 2023 and 2022, and the related combined statements of income, stockholders' equity and cash flows for the years then ended, (collectively, the "financial statements") in accordance with accounting principles generally accepted in the United States of America. We have performed the compilation engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. **We did not audit or review the financial statements**, nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all the disclosures as required in financial statements prepared in accordance with accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Group's financial position, results of operations and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

*HORNE LLP*

Ridgeland, Mississippi  
June 23, 2023

**OFFICE MANAGEMENT SYSTEMS, INC. AND  
IMPRESSIONS SOLUTIONS, INC.**  
Combined Balance Sheets  
March 31, 2023 and 2022

	2023	2022
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 4,119,677	\$ 7,693,376
Trade receivables, less allowance for doubtful accounts of \$517,715 and \$482,049 in 2023 and 2022, respectively	10,546,721	12,136,515
Inventories, net	5,477,076	8,064,947
Refundable income taxes	30,187	241,853
Leases receivable, current portion	702,704	341,658
Other current assets	320,569	319,492
Total current assets	21,196,934	28,797,841
Non-current assets		
Property and equipment, net	8,915,000	9,137,456
Leases receivable, less current portion	806,659	302,748
Right-of-use assets, operating leases	45,291	-
Right-of-use assets, finance leases	372,973	-
Deferred income taxes, net	1,335,000	726,000
Total assets	\$ 32,671,857	\$ 38,964,045
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities		
Borrowings under line of credit	\$ 531,966	\$ 450,203
Accounts payable	7,317,032	9,609,131
Accrued compensation	961,770	957,656
Other accrued expenses	1,657,114	4,211,717
Unearned revenue	540,702	648,667
Current maturities of finance lease liabilities	213,106	84,794
Current portion of operating lease liabilities	21,173	-
Current maturities of long-term debt	971,973	953,696
Total current liabilities	12,214,836	16,915,864
Finance lease liabilities, less current maturities	537,910	371,325
Operating lease liabilities, less current maturities	24,118	-
Long-term debt, less current maturities	3,277,018	3,209,212
Total liabilities	16,053,882	20,496,401
Stockholders' equity		
Common stock, par value \$1 per share; 100,000 shares authorized, 2,000 shares issued and outstanding	2,000	2,000
Retained earnings	16,678,171	18,527,840
Treasury stock, 410 shares, at cost	(62,196)	(62,196)
Total stockholders' equity	16,617,975	18,467,644
Total liabilities and stockholders' equity	\$ 32,671,857	\$ 38,964,045

OFFICE MANAGEMENT SYSTEMS, INC. AND  
 IMPRESSIONS SOLUTIONS, INC.  
 Combined Statements of Income  
 Years Ended March 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Net sales	\$ 139,542,169	\$ 120,083,140
Cost of sales	<u>111,237,654</u>	<u>93,517,451</u>
Gross profit	28,304,515	26,565,689
Selling, general and administrative expenses	<u>28,282,125</u>	<u>25,852,612</u>
Operating income	<u>22,390</u>	<u>713,077</u>
Other income (expense)		
Gain on forgiveness of debt	-	2,706,113
Interest income	48,151	63,744
Other, net	10,112	(415,222)
Interest expense	(233,056)	(170,623)
Gain on sale of property and equipment	<u>74,180</u>	<u>6,611</u>
Total other income (expense)	<u>(100,613)</u>	<u>2,190,623</u>
Income (loss) before income taxes	(78,223)	2,903,700
Income tax benefit	<u>(599,000)</u>	<u>(560,000)</u>
Net income	<u>\$ 520,777</u>	<u>\$ 3,463,700</u>

OFFICE MANAGEMENT SYSTEMS, INC. AND  
 IMPRESSIONS SOLUTIONS, INC.  
 Combined Statements of Stockholders' Equity  
 Years Ended March 31, 2023 and 2022

	Common Stock	Retained Earnings	Treasury Stock	Total
Balance, March 31, 2021	\$ 2,000	\$ 16,931,554	\$ (62,196)	\$ 16,871,358
Net income	-	3,463,700	-	3,463,700
Distributions to stockholder	-	(1,867,414)	-	(1,867,414)
Balance, March 31, 2022	2,000	18,527,840	(62,196)	18,467,644
Net income	-	520,777	-	520,777
Distributions to stockholder	-	(2,370,446)	-	(2,370,446)
Balance, March 31, 2023	<u>\$ 2,000</u>	<u>\$ 16,678,171</u>	<u>\$ (62,196)</u>	<u>\$ 16,617,975</u>

**OFFICE MANAGEMENT SYSTEMS, INC. AND  
IMPRESSIONS SOLUTIONS, INC.**  
Combined Statements of Cash Flows  
Years Ended March 31, 2023 and 2022

	2023	2022
<b>Cash flows from operating activities</b>		
Net income	\$ 520,777	\$ 3,463,700
Adjustments to reconcile net income to net cash provided by (used in) operating activities		
Depreciation	1,142,815	1,056,160
Gain on sale of property and equipment	(74,180)	(6,611)
Non-cash lease expense	75,827	-
Deferred income taxes	(609,000)	(605,000)
Bad debt expense	510,679	-
Gain on extinguishment of debt	-	(2,706,113)
Changes in operating assets and liabilities		
Trade accounts receivable	1,079,115	(791,413)
Inventories	2,587,871	(2,520,358)
Refundable income taxes	211,666	636,415
Leases receivable	(864,957)	781,223
Other assets	(1,077)	(78,205)
Accounts payable	(2,292,099)	792,153
Accrued compensation	4,114	391,368
Other accrued expenses	(2,554,603)	2,347,131
Operating lease liabilities	(20,500)	-
Unearned revenue	(107,965)	346,538
Net cash provided by (used in) operating activities	<u>(391,517)</u>	<u>3,106,988</u>
<b>Cash flows from investing activities</b>		
Purchases of property and equipment	(920,359)	(247,877)
Proceeds from sale of property and equipment	74,180	9,200
Net cash used in investing activities	<u>(846,179)</u>	<u>(238,677)</u>
<b>Cash flows from financing activities</b>		
Net borrowings (payments) on line of credit	81,763	(111,756)
Proceeds from long-term debt	1,255,390	-
Principal payments on long-term debt and finance lease obligations	(1,302,710)	(1,233,407)
Distributions to stockholders	(2,370,446)	(1,867,414)
Net cash used in financing activities	<u>(2,336,003)</u>	<u>(3,212,577)</u>
Net decrease in cash and cash equivalents	(3,573,699)	(344,266)
Cash and cash equivalents, beginning of year	7,693,376	8,037,642
Cash and cash equivalents, end of year	<u>\$ 4,119,677</u>	<u>\$ 7,693,376</u>
<b>Supplemental disclosures of noncash financing activities</b>		
Lease right-of-use assets and liabilities recorded upon adoption of ASC 842	<u>\$ 494,091</u>	<u>\$ -</u>
Notes payable for purchases of transportation equipment and buildings	<u>\$ 853,617</u>	<u>\$ 476,478</u>
<b>Supplemental disclosures of cash flow information</b>		
Interest paid	<u>\$ 233,056</u>	<u>\$ 170,623</u>
Income taxes refunded, net	<u>\$ 205,750</u>	<u>\$ 591,000</u>