

Ganoco, Inc.
1017 Wyndham Way
Safety Harbor, FL 34695
727-726-1058 voice
727-669-9451 fax

DEPOSIT
D048

DATE
DEC 17 1998

December 15, 1998

Director of Records and Reporting
Florida Public Service Commission
Divisions of Records and Reporting
Betty Easley Bldg
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-6770

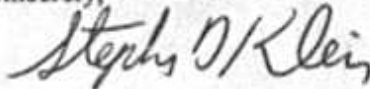
981874-TX

Dear Director of Records and Reporting,

Enclosed is an original application and six copies for Authority to Provide Alternative Local Exchange Service within the State of Florida. I have also enclosed check # 1865 in the amount of \$250.00 for my application fee.

Thank you in advance for your consideration and if you have any questions feel free to give me a call at the above telephone number.

Sincerely,



Stephen D. Klein
President

DOCUMENT NUMBER-DATE

14152 DEC 17 1998

FPSC-RECORDS/REPORTING

RECEIVED
FLORIDA PUBLIC SERVICE COMMISSION
DEC 17 1998

APPLICATION

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.

Approval of assignment of existing certificate: Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.

Approval of transfer of control: Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company

GANOCO, INC.

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

4. Official mailing address (including street name & number, post office box, city, state, zip code):

GANOCO, INC.

1017 WYNDHAM WAY

SAFETY HARBOR, FL 34695

5. Florida address (including street name & number, post office box, city, state, zip code):

GANOCO, INC.

1017 WYNDHAM WAY
SAFETY HARBOR, FL 34695

6. Structure of organization;

- Individual Corporation
 Foreign Corporation Foreign Partnership
 General Partnership Limited Partnership
 Other, _____

7. If individual, provide;

Name : _____

Title : _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

8. If incorporated in Florida, provide proof of authority to operate in Florida:

- (a) The Florida Secretary of State corporate registration number:

_____ P 980000 88466

9. If foreign corporation, provide proof of authority to operate in Florida:

- (a) The Florida Secretary of State corporate registration number:

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

16. Who will serve as liaison to the Commission with regard to the following?

(a) The application:

Name : STEPHEN D. KLEIN

Title : PRESIDENT

Address: 1017 WYNDHAM WAY

City/State/Zip: SAFETY HARBOR, FL 34695

Telephone No.: 727-726-1058 Fax No.: 727-669-9451

Internet E-Mail Address: SK@GTE.NET

Internet Website Address: NA

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

Name : LARRY WRIGHT

Title : VICEPRESIDENT

Address: 1017 WYNDHAM WAY
City/State/Zip: SAFETY HARBOR FL 34695
Telephone No.: 727-726-1058 Fax No.: 727-669-9451
Internet E-Mail Address: SK @ GTE-NET
Internet Website Address: N/A

(c) Complaints/Inquiries from customers:

Name : JOSEPH A YOURS
Title : CUSTOMER SERVICE MANAGER
Address: 1017 WYNDHAM WAY
City/State/Zip: SAFETY HARBOR , FL 34695
Telephone No.: 727-726-1058 Fax No.: 727-669-9451
Internet E-Mail Address: SK @ GTE-NET
Internet Website Address: N/A

17. List the states in which the applicant:

(a) has operated as an alternative local exchange company.

NONE

(b) has applications pending to be certificated as an alternative local exchange company.

NONE

(c) is certificated to operate as an alternative local exchange company.

NONE

(d) has been denied authority to operate as an alternative local exchange 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

18. Submit the following:

A. Financial capability.

The application should contain the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The 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.*

Further, the following (which includes supporting documentation) should be provided:

1. written explanation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. written explanation that the applicant has sufficient financial capability to maintain the requested service.
3. written explanation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

B. Managerial capability; give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

C. Technical capability; give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

**** APPLICANT ACKNOWLEDGEMENT STATEMENT ****

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of its gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:

Signature	<u>Stephen D. Klein</u>	Date	<u>12-15-98</u>
Title	<u>ITS PRESIDENT</u>	Telephone No.	<u>727-726-1058</u>
Address:	<u>1017 WYNDHAM WAY</u>	Fax No.	<u>727-669-9451</u>
	<u>SAFETY HARBOR, FL 34695</u>		

ATTACHMENTS:

- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - CUSTOMER DEPOSITS AND ADVANCE PAYMENTS
- C - INTRASTATE NETWORK
- D - AFFIDAVIT
- GLOSSARY

CUSTOMER DEPOSITS AND ADVANCE PAYMENTS

A statement of how the Commission can be assured of the security of the customer's deposits and advance payments may be provided in one of the following ways (applicant, please check one):

- () The applicant will not collect deposits nor will it collect payments for service more than one month in advance.

- () The applicant intends to collect deposits and/or advance payments for more than one month's service and will file and maintain a surety bond with the Commission in an amount equal to the current balance of deposits and advance payments in excess of one month.
(The bond must accompany the application.)

UTILITY OFFICIAL:

Signature	<u>Stephen D. Klein</u>	Date	<u>12-15-98</u>
Title	<u>ITS PRESIDENT</u>	Telephone No.	<u>727-726-1058</u>
Address:	<u>1017 WYNDHAM WAY</u>	Fax No.	<u>727-669-9451</u>
	<u>SAFETY HARBOR, FL 34695</u>		

AFFIDAVIT

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 alternative local exchange 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."

UTILITY OFFICIAL:

Signature Stephen D. Klein Date 12-15-98
Title ITS PRESIDENT Telephone No. 727-726-1058
Address: 1017 WYNDAHAM WAY Fax No. 727-669-9451
SAFETY HARBOR, FL 34695

Section 18**A. Financial capability.**

Ganoco, Inc. is a startup corporation with the purpose of becoming an alternative local exchange company. Therefore, the company does not have any financial history. Enclosed in the application is the Statement of Financial Condition and a credit report for Stephen D. Klein, the President of Ganoco, Inc. It will be noticed that Mr. Klein has sufficient net worth to finance the company plus his credit history is excellent.

Also enclosed are a projected profit and loss statement and a statement of cash flows. These statements show that Mr. Klein's \$300,000 in liquid assets are more than enough to support the companies needs. The first market that the company will target is the Tampa Bay area. The company will target customers who have already been disconnected from GTE. These customers will prepay for their telephone service month to month, this prepay aspect of this business will almost eliminate accounts receivable. In the statement of cash flows the company will reach its highest cash needs in the sixth (6) month being an accumulated amount of \$163,876. These cash needs are based upon the company incurring a number of expenses from day one, which will not actually be there. The projected statements have payroll expenses of \$164,000, health insurance of \$10,800, rent of \$10,000 and other expenses based upon an annual need spread out evenly over the year. At startup the family will work in the business to keep payroll to a minimum and company has sufficient office space available free of rent until they grow to size where they will have to move.

Mr. Klein can personally access an additional \$100,000 in capital if needed. In addition Mr. Klein has personal and financial contacts within the business community to raise equity capital when needed.

B. Managerial capability:

Stephen D. Klein is currently President of One Stop Auto Parts, Inc., a Florida based auto parts chain doing approximately \$26.5 million in business. He has been with the company since 1982 and has played a significant role in developing the company. He leads a management team consisting of Vice Presidents in Operations, Finance, Management Information Systems, Merchandising, Distribution and Administration. Prior to becoming president he personally filled the positions in Finance, MIS, and Merchandising during different periods of One Stop's development. In order to enhance his management skills, Steve joined The Executive Committee (TEC). TEC is an International Organization of 4,000 CEOs. Its mission is to increase the effectiveness and enhance the lives of CEOs.

Steve is leaving One Stop, to begin this business. Preparations are being made and Steve is phasing out his workload. Steve has made several business and financial contacts over the years. It is Steve's intention to begin the business and shortly thereafter build a management team that will allow the company to grow.

CREDIT RESEARCH
600 FRANKLIN BOULEVARD - SOMERSET, NJ. 08873
PHONE: (908)247-4434 FAX: (908)247-3006

124414A 447A
Prepared For MIDWEST MORTGAGE IN FILE 7.00
827 COUNTY ROAD ONE
PALM HARBOR, FL. 34683

----- R E P O R T I N F O R M A T I O N -----
Rpt # Dt Rec'v Rq'd By Case No Prep By Dt Comp Repos App Inter
12/10/98 11 DE XP TU

Prop Address 1017 WYNDHAM WY SAFETY HARBOR, FL 34695
----- P E R S O N A L I N F O R M A T I O N -----
A P P L I C A N T CO - A P P L I C A N T

KLEIN, STEPHEN Name
SSN/Age
Marital Sts UNMARRIED Dep & Self
Current Addr 1017 WYNDHAM WY SAFETY HARBOR, FL 34695
Prev Addr
Prev Addr

----- E M P L O Y M E N T -----
Present Employment
Length/Pos Income Verif BY IN WRITING ONLY
Previous Employment
Length/Pos Income Verif BY

----- P U B L I C R E C O R D -----
App NONE Co-App NONE

----- C R E D I T H I S T O R Y -----

E	Creditor	Date Rptd	Date High Open Credit	Bal Owe	Amt Past	Type Terms	Mt 306090 Rv 5989 + Pay Record
I	FST UNIONMTG	11/98	11/98	146A29	85099	0	INS 336M7 774 48 0 0 0 M-1
	CONVENTIONAL REAL ESTATE MTG						1017 WYNDHAM WY
I	FUNB IL FL	11/98	07/98	32578	32758	0	INS 180M3 323 04 0 0 0 M-1
	CONVENTIONAL REAL ESTATE MTG						2022 WYNDHAM DRIVE
1	HOMESIDE LENDING	10/98	03/98	32400	31529	0	INS 432M 234 6 0 0 0 R-1
	HOME SAVINGS OF	10/98	06/98	31600	31251	0	INS 432M 154 5 0 0 0 R-1
	CONVENTIONAL REAL ESTATE MTG						7249 INWAY TERRACE
I	FUNB IL FL	11/98	06/98	30659	30537	0	INS 180M3 302 05 0 0 0 M-1
	CONVENTIONAL REAL ESTATE MTG						4120 BEACON SQ DRIVE
1	HOME SAVINGS OF	11/98	08/98	30400	30305	0	INS 432M 172 3 0 0 0 R-1
	NATIONSBANK IL	10/98	10/97	28800	28163	0	INS 13 0 0 0 R-1
	CONVENTIONAL REAL ESTATE MTG						3248 COLCHESTER
1	NATIONSBANK IL	10/98	04/94	31820	26189	0	INS 216M 305 55 0 0 0 R-1
	HOME SAVINGS OF	10/98	08/96	31500	25307	0	INS 576M 255 26 0 0 0 R-1
	CONVENTIONAL REAL ESTATE MTG						4239 RIDGE FIELD
	CONVENTIONAL REAL ESTATE MTG						4922 LAKEWOOD
	CONVENTIONAL REAL ESTATE MTG						7343 INS 576M

HOME EQUITY LOAN
ACCOUNT CLOSED

1	FIRST UNION NATI	06/96 10/86	10000	-	0	REV	1 0 0 0	C-1
	CREDIT LINE CLOSED-CONSUMER REQUEST-REPORTED BY SUBSCRIBER							
1	FIRST USA BANK	04/97				REV		
		10/98 10/89		0	0		0 99 1 0 0	C-1
	PRIOR ADVERSE RATINGS: DATES NOT SPECIFIED							
I	FLEET CC	05/91 03/90	3500	0		REV	0 0 0 0 0	R-1
C	FUNB IL FL	08/98				INS 40MMS		
		11/98 04/97	18130	0	0		0 16 0 0 0	I-1
	AUTOMOBILE CLOSED							
1	HBSBNA MG	11/98 01/95	1000	0	0	REV	0 46 0 0 0	C-1
I	INTUITION	1/91 07/88	2500	0	0	INS	0 0 0 0 0	I-1
	STUDENT LOAN CLOSED							
1	JC PENNEY	05/97				REV		
		11/98 12/84	74	0	0		0 99 0 0 0	C-1
I	MAYSN BLANCH	12/91 08/85	800	0		REV	0 0 0 0 0	R-1
1	MARTINE MIDLAND B	06/92 12/87		-	0	REV	55 0 0 0	C-1
1	MBNA AMERICA BAN	11/98 05/95	10000	0	0	REV	0 43 0 0 0	C-1
1	NBD BANK NA	04/97 10/80		0	0	REV	0 99 0 0 0	C-1
1	SEARS	05/96 11/83	1008	0	0	REV	0 99 0 0 0	C-1
1	SEARS	04/96 10/79	720	0	0	REV	0 99 0 0 0	C-1
1	SOUND ADVICE/MCC	11/95				REV		
		09/98 10/94	1020	0	0		0 48 0 0 0	C-1
I	SOUTHEAST MTG	11/91 10/90	155900	0	0	INS 360M1	0 0 0 0 0	M-1
	REAL ESTATE TRANSFER							

END OF TRADE

..... AKAS

NICKNAME: STEVEN [XPN]

..... INQUIRIES

CREDIT RESEARCH 12/10/98 XPN
CREDIT RSRCH 12/10/98 TU
CREDIT RSRCH 12/10/98 TU

..... RISK SCORES

** FROM : KLEIN STEPHEN D SSN: 386-58-1400 [XPN]

**EXPERIAN/FAIR ISAAC MODEL = 0732 SCORE FACTORS: 05 04 08 16
NUMBER OF ACCOUNTS WITH BALANCES
TOO MANY BANK REVOLVING ACCOUNTS
NUMBER OF RECENT INQUIRIES
NUMBER OF ACCOUNTS DELINQUENT

** FROM : KLEIN STEPHEN D SSN: [TU]

**EMPIRICA SCORE = FACTORS
014-LENGTH OF TIME ACCOUNTS HAVE BEEN ESTABLISHED
008-TOO MANY INQUIRIES IN LAST AS MONTHS
009-TOO MANY ACCOUNTS RECENTLY OPENED
013-TIME SINCE DELINQUENCY TOO RECENT, OR UNKNOWN

***** EMPLOYMENT HISTORY *****

**CURRENT EMPLOYMENT - KLEIN, STEPHEN [XPN]
ONE STOP AUTO
SAINT PETERSBURG FL

**FORMER EMPLOYMENT **
SUSAN KLUBBECK

**CURRENT EMPLOYMENT - KLEIN , STEPHEN [TU]
ONE STOP AUTO PARTS

***** RESIDENCE HISTORY *****

**FORMER ADDRESSES - KLEIN, STEPHEN [XPN]
1113 62ND AVE N SAINT PETERSBURG FL 337027419
1017 WYNDHAM WAY ST PETERSBURG FL 33702
**FORMER ADDRESSES - KLEIN , STEPHEN [TU]
1017 WYNDHAM WY, SAINT PETERSBURGFL33702 FL, 33702
113 62ND AV, SAINT PETERSBURGFL33702 FL, 3702

PROFILE SUMMARY:

PUBLIC RECORDS-----0 PAST DUE AMT-----\$0 INQUIRIES-----7 SATIS ACCTS--39
INSTAL BAL-----\$15873 SCH/EST PAY-----\$409 INQS/6 MOS---2 NOW DRG/DEL---0
R ESTATE BAL---\$411433 R ESTATE PAY---\$3857 TRADELINES--40 WAS DEL/DRG---1
REVOLVING BAL---\$5977 REVOLVING AVAIL----96 PAID ACCTS---7 OLD TRADE-04/75
HAWK ALERT: HAWK NOT AUTHORIZED
HAWK ALERT: HAWK NOT AUTHORIZED
HAWK ALERT: HAWK NOT AUTHORIZED

***** BUREAU DECODE LISTING *****

1660009 AMERICAN HOND	PO BOX 1027	ALPHARETTA GA 30009
1415525 AMEX	PO BOX 7871	FORT LAUDER FL 33329
205380 AMEX	PO BOX 7871	FORT LAUDER FL 33329
1392176 BURDINES/FDSN	13141 34TH ST N	CLEARWATER FL 33762
1290138 CHASE	100 DUFFY AVE	HICKSVILLE NY 11801
1840570 CITICORP SAVI	P O BOX 790046	SAINT LOUIS MO 63179
1439507 CITICORP/CHOI	701 EAST 60TH STREET	SIOUX FALLS SD 57117
2970096 CREDIT DATA B	6421 CONGRESS AVE ST	BOCA RATON FL 33487
1970374 CREDIT RESEAR	600 FRANKLIN BLVD	SOMERSET NJ 08873
3907578 CRS FLORID	3820 NORTHDAL BLVD	TAMPA FL 33624
1312740 CRSI/SYMS	245 OLD COUNTRY RD	MELVILLE NY 11747
3378879 DILLARDS DEPT	P O BOX 52005	PHOENIX AZ 85072
2225419 FCNB/SPINGL/E	9300 SW GEMINI DR	BEAVERTON OR 97008
1233910 FIRST CARD	FCC NATL BK 500 KING	WILMINGTON DE 19801
1992888 FIRST UNION M	PO BOX 29544	RALEIGH NC 27626
1190717 FIRST UNION H	PO BOX 2471F	JACKSONVILL FL 32231
1202270 FIRST UNION N	CONS-10	CHARLOTTE NC 28288
1260958 FIRST USA BAN	1523 CONCORD PK	WILMINGTON DE 19803
1270309 FUNB ICR	CONS 10	CHARLOTTE NC 28288
3279025 HBSBNA MG	PO BOX 98706	LAS VEGAS NV 89193
3858132 HOME SAVINGS	4900 RIVERGRADE RD B	IRVINDALE CA 91706
3996098 HOMESIDE LEND	9601 MCALLISTER FWY	SAN ANTONIO TX 78216
1300097 JC PENNEY	PO BOX 30127	TAMPA FL 33630
1230305 MARINE MIDLAN	251 MAIN ST	BUFFALO NY 14203
1230206 MBNA AMERICA	400 CHRISTIANA ROAD	NEWARK DE 19713
1195350 NATIONSBANK	830 CENTRAL AVE FL 5	SAINT PETER FL 33701
1197506 NATIONSBANK I	PO BOX 20507	GREENSBORO NC 27420

STEPHEN D. KLEIN	President & CEO SS#
1017 WYNDHAM WAY	ONE STOP AUTO PARTS
SAFETY HARBOR, FL 34695	1113 62ND AVE. N.
	ST. PETERSBURG, FL 33702 727-522-2897

STATEMENT OF FINANCIAL CONDITION AS OF: November 30, 1998

CASH & SHORT TERM INVESTMENTS (SCHEDULE A)	91,722
STOCK & BONDS (READILY MARKETABLE) (SCHEDULE B)	406,679
UNLISTED SECURITIES (SCHEDULE C)	
NOTES RECEIVABLE & ACCOUNTS RECEIVABLE	
CASH SURRENDER VALUE-LIFE INSURANCE (SCHEDULE D)	4,227
GENERAL/LTD PARTNERSHIP INTERESTS (SCHEDULE E)	
RETIREMENT ACCOUNTS	116,463
PERSONAL PROPERTY	35,000
AUTOMOBILES	12,000
REAL ESTATE-PERSONAL RESIDENCES (SCHEDULE F)	235,000
REAL ESTATE INVESTMENTS (SCHEDULE G)	1,343,267
OTHER ASSETS	
TOTAL ASSETS	2,244,357
OUTSTANDING CREDIT CARD BALANCES	
TAXES PAYABLE	
POLICY LOAN (LIFE INSURANCE) (SCHEDULE D)	
MORTGAGES & OBLIGATIONS DUE (SCHEDULES F & G)	968,712
NOTES & ACCOUNTS PAYABLE (SCHEDULE H)	
TOTAL LIABILITIES	968,712
NET WORTH	1,275,646

ANNUAL INCOME

SALARY	105,529
INTEREST AND DIVIDENDS	13,207
CAPITAL GAINS	21,294
REAL ESTATE INCOME (SCHEDULE G)	178,512
K1 INCOME	3,000
OTHER INCOME	

GROSS INCOME**321,542****ANNUAL EXPENSES**

HOME MORTGAGE	9,549
LOAN PAYMENTS (SCHEDULE G)	111,354
INCOME TAX	35,334
PLANNED OR REQUIRED INVESTMENTS/ PARTNERSHIP CONTRIBUTIONS	
GENERAL LIVING EXPENSES	18,000
OTHER EXPENSES	

TOTAL EXPENSES**178,237**

SCHEDULE A: CASH & SHORT TERM INVESTMENTS

CASH IN BANK	32,294
PAINE/WEBBER	59,428
TOTAL	91,722

SCHEDULE B: STOCKS AND BONDS

FIDELITY INVESTMENTS	21,287
PAINE/WEBBER	165,082
STOCK CERTIFICATES	6,310
ONE STOP AUTO PARTS	214,000
TOTAL	406,679

SCHEDULE F: REAL ESTATE (PERSONAL RESIDENCE)

1017 WYNDHAM WAY	FUNB	MORTGAGE BALANCE	85,099
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SCHEDULE G: REAL ESTATE INVESTMENTS

DESC	BANK	MATURITY	PURCH	COST	BAL	MARKET	RENT	FMT	EXP
3511 Latimer	FUNB	10-10-08	09-30-93	33,000	21,498	45,000	600	265	100
3303 Bayport	FUNB	10-10-08	10-09-93	31,000	20,130	39,000	525	248	100
4550 Mayflower	FUNB	01-10-09	10-15-93	34,000	23,207	39,600	525	282	100
4904 Rosedale	Omar	01-17-01	01-17-94	29,198	19,310	38,000	500	229	100
3418 Pinehurst	Nations	03-10-99	02-01-94	27,011	22,401	34,000	485	265	100
4922 Lakeridge	Nations	05-15-09	03-21-94	31,016	26,010	36,000	525	305	100
7343 Congress	Home Sav	06-15-11	08-10-96	29,600	25,395	40,000	550	258	100
4239 Ridgefield	Nations	11-15-12	10-17-97	32,000	27,682	43,000	550	279	100
3635 Holiday Lk D	Barnett	02-01-13	01-29-99	36,000	31,262	38,000	550	305	100
4120 Beacon Sq Dr	FUNB	06-15-13	06-03-98	34,000	30,182	34,000	550	303	100
7349 Ivory Terr	Home Sav	07-10-13	06-19-98	39,500	31,368	43,000	571	294	100
2022 Holiday Dr.	FUNB	08-15-13	07-17-98	36,750	32,388	38,000	550	323	100
3248 Colchester	Home Sav	09-10-13	08-12-98	38,000	30,339	38,000	600	290	100
Residential total				430,580	341,173	505,600	7,085	3,647	1,300
1100 62nd Ave	FUNB	02-03-00	02-03-95	125,333	84,606	150,000	1,499	974	
12720 US Hwy 19	FUNB	04-07-11	05-07-96	216,667	149,868	231,000	2,075	1,575	
1328 N. Woodland	FUNB	01-28-11	02-28-96	230,200	167,365	246,667	2,075	1,479	
1671 Providence	FUNB	06-05-00	07-05-95	195,471	140,601	210,000	2,142	1,605	
Commercial total				767,671	542,440	837,667	7,791	5,633	0
Grand Total				1,198,251	883,613	1,343,267	14,876	9,280	1,300

This statement of financial condition is true and correct to the best of my knowledge.

Stephen D. Klein 12-15-98

FOR THE YEAR ENDING DECEMBER 31, 1999

ATTACHMENT 4

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	YTD Yr 1	% of Sales
Sales	17,900	36,216	56,280	76,092	96,061	114,850	132,784	150,004	166,691	183,034	199,169	215,189	1,444,271	100.00%
Cost of Goods	19,200	29,304	40,614	50,708	61,031	70,033	78,711	87,148	95,411	103,583	111,731	119,892	867,367	60.06%
GROSS PROFIT	(1,300)	6,912	15,665	25,384	35,029	44,818	54,073	62,956	71,280	79,451	87,438	95,297	576,903	39.94%
Executive Salaries	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	100,000	6.92%
MIS Salaries														
Office Salaries	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	50,000	3.46%
Payroll Taxes	950	950	950	950	950	950	950	950	950	950	950	950	11,400	0.79%
Workers Comp	250	250	250	250	250	250	250	250	250	250	250	250	3,000	0.21%
PAYROLL EXP	13,700	13,700	13,700	13,700	13,700	13,700	13,700	13,700	13,700	13,700	13,700	13,700	164,400	11.38%
Electric	150	150	150	150	150	150	150	150	150	150	150	150	1,800	0.12%
Telephone	150	150	150	150	150	150	150	150	150	150	150	150	1,800	0.12%
Tele/Computer Lines	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0.08%
Long Distance	200	200	200	200	200	200	200	200	200	200	200	200	2,400	0.17%
Health Insurance	900	900	900	900	900	900	900	900	900	900	900	900	10,800	0.75%
Alarm	55	55	55	55	55	55	55	55	55	55	55	55	660	0.05%
Supplies	200	200	200	200	200	200	200	200	200	200	200	200	2,400	0.17%
Insurance	89	89	89	89	89	89	89	89	89	89	89	89	1,068	0.07%
Credit Card Fees	54	109	169	228	288	345	398	450	500	549	598	646	4,333	0.30%
Licenses and Permits	42	42	42	42	42	42	42	42	42	42	42	42	500	0.03%
Water & Trash	50	50	50	50	50	50	50	50	50	50	50	50	600	0.04%
Postage	143	290	450	609	768	919	1,062	1,200	1,334	1,464	1,593	1,722	11,554	0.80%
Rent	833	833	833	833	833	833	833	833	833	833	833	833	10,000	0.69%
Travel & Entmnt	417	417	417	417	417	417	417	417	417	417	417	417	5,000	0.35%
Advertising	716	1,449	2,251	3,044	3,842	4,594	5,311	6,000	6,688	7,321	7,967	8,608	57,771	4.00%
Promotion	3,500	3,500	3,500	3,500										
Professional Fees	417	417	417	417	417	417	417	417	417	417	417	417	5,000	0.35%
Equipment Lease	415	415	415	415	415	415	415	415	415	415	415	415	4,980	0.34%
OTHER EXPENSES	7,830	8,764	9,788	10,798	8,316	9,275	10,189	11,068	11,919	12,752	13,575	14,392	128,666	8.91%
Sales Tax Comission	30	30	30	30	30	30	30	30	30	30	30	30	360	0.02%
TOTAL EXPENSES	21,500	22,434	23,458	24,468	21,986	22,945	23,859	24,738	25,589	26,422	27,245	28,062	292,706	20.27%
Operating Income	(22,800)	(15,522)	(7,793)	916	13,043	21,873	30,214	38,118	45,692	53,029	60,193	67,235	284,198	19.68%
Interest		3,717	6,766	9,685	12,040	13,754	14,749	14,602	13,792	12,294	10,069	7,071	118,538	8.21%
Net Income	(22,800)	(19,239)	(14,559)	(8,769)	1,003	8,119	15,465	23,516	31,899	40,735	50,124	60,165	165,660	11.47%
YTD Net Income	(22,800)	(42,040)	(56,598)	(65,387)	(64,364)	(56,245)	(40,780)	(17,284)	14,635	55,371	105,495	165,660		

Projected Cash Flow for Ganoco, Inc.

FOR THE YEAR ENDING DECEMBER 31, 1999

ATTACHMENT

5

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
CASH FLOW												
Sources												
New Customers	17,900	21,480	25,776	28,348	31,185	32,734	34,384	36,095	37,899	39,800	41,789	43,883
Renewals	0	14,268	29,535	46,228	62,815	79,508	95,275	110,292	124,702	138,685	152,382	165,866
Attrition Deposits refunded		468	969	1,516	2,060	2,608	3,125	3,618	4,090	4,549	4,998	5,441
Total	17,900	36,216	56,280	76,092	96,061	114,850	132,784	150,004	166,691	183,034	199,169	215,189
Uses												
Connect Fees	15,600	18,720	22,464	24,710	27,181	28,541	29,968	31,466	33,039	34,691	36,426	38,247
1st Months	3,600	4,320	5,184	5,702	6,273	6,586	6,916	7,261	7,624	8,006	8,406	8,826
2nd Months	7,200	8,640	10,368	11,405	12,545	13,173	13,831	14,523	15,249	16,011	16,812	17,652
Renewals	0	6,264	12,966	20,295	27,577	34,906	41,828	48,421	54,747	60,886	66,900	72,819
Total	26,400	37,944	50,982	62,113	73,577	83,205	92,542	101,671	110,660	119,594	128,543	137,545
Cash Flow												
Before Expenses	(8,500)	(1,728)	5,297	13,979	22,484	31,645	40,242	48,333	56,031	63,440	70,626	77,645
Less Expenses	21,500	26,151	30,224	34,153	34,027	36,699	38,608	39,339	39,381	38,716	37,314	35,133
Asset Purchases	11,300	6,000	7,500	6,000	7,500	6,000	0	0	0	0	0	0
Total Cash Flow	(41,300)	(33,879)	(32,427)	(26,173)	(19,043)	(11,054)	1,634	8,994	16,650	24,724	33,312	42,512
Cash Balance	(41,300)	(75,180)	(107,606)	(133,780)	(152,822)	(163,876)	(162,242)	(153,249)	(136,598)	(111,874)	(78,562)	(36,050)

Projected Cash Flow for Ganoco, Inc.

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24
CASH FLOW												
Sources												
New Customers	46,074	48,380	50,318	52,327	54,425	56,600	58,854	61,221	63,600	66,203	68,855	71,619
Renewals	179,277	192,689	206,173	219,478	232,640	245,766	258,929	272,162	285,574	299,200	313,076	327,237
Attrition Deposits	5,880	6,320	6,763	7,199	7,631	8,061	8,493	8,927	9,367	9,814	10,269	10,734
Total	231,232	247,389	263,253	279,004	294,695	310,427	326,275	342,310	358,601	375,217	392,200	409,589
Uses												
Connect Fees	40,159	42,167	43,854	45,608	47,433	49,330	51,303	53,355	55,489	57,709	60,017	62,418
1st Months	9,268	9,731	10,120	10,525	10,946	11,384	11,839	12,313	12,805	13,317	13,850	14,404
2nd Months	18,535	19,462	20,240	21,050	21,892	22,768	23,678	24,625	25,610	26,635	27,700	28,808
Renewals	78,707	84,595	90,515	96,356	102,135	107,897	113,676	119,486	125,374	131,356	137,448	143,665
Total	146,669	155,955	164,729	173,539	182,405	191,379	200,496	209,779	219,279	229,017	239,016	249,295
Cash Flow												
Before Expenses	84,562	91,434	98,524	105,465	112,291	119,049	125,779	132,531	139,322	146,200	153,184	160,294
Less Expenses	63,884	62,847	62,273	63,076	63,876	64,678	65,487	66,305	67,135	67,983	68,849	69,736
Asset Purchases	0	0	0	0	0	0	0	0	0	0	0	0
Total Cash Flow	20,679	28,587	36,251	42,389	48,414	54,370	60,292	66,227	72,187	78,217	84,335	90,558
Cash Balance	(15,371)	13,216	49,467	91,856	140,270	194,641	254,933	321,160	393,346	471,564	555,899	646,457

FOR THE YEAR ENDING DECEMBER 31, 2000

This projected statement of cash flows is true and correct to the best of my knowledge.

Steph D'Kley 12-15-98

North American Collateral Fund, St. Petersburg, Fl. 1986

- Recruited by President Max W. Apple to serve as Executive Vice President of the corporation, from CCMG an affiliate.
- North American was a company which provided loans to developers on an equity basis, these projects were located within the United States.
- Primary responsibilities were to assist in creating the business plan of North American, the policies and procedures of the corporation, to supervise the administrative office, and review possible projects, after a loan was made I was to review the projects status, financial and management on a periodic basis.

Continental Cash Management Group, Inc. St. Petersburg, Fl.
May, 1985 to November 1985

- Transferred from First Federal Corporation (for whom I worked from 1978) to fill position of Chief Financial Officer and to assist in providing consulting services to developers of real estate projects. Created business plans and financial models for loan packages.
- I developed financial models and business plans using a spreadsheet program on a personal computer for companies such as resorts, real estate developments, mortgage companies, and a 21 million gallon a year ethanol production plant.

First Federal Corporation, St. Petersburg, Fl. 1978 - 1985

- Began in 1978 as Assistant Controller of First Federal Mortgage. Became Controller in 1979 & Chief Financial Officer 1983. 1985 served as President.
- In 1979 I also assumed the additional position of Assistant Director of Resort Operations. Reviewing and aiding in the management of the corporate owned resorts.
- In 1980 I became Vice President of First Federal Mortgage, and assumed responsibility for day to day management of all employees of this subsidiary.
- I was also employed by the other subsidiaries of First Federal Corp, during these years. Serving in various managerial capacities concurrent with being Vice President of First Federal Mortgage. I became controller of 6 companies, and managed 3 of them on a day to day basis.



FLORIDA DEPARTMENT OF STATE
Sandra B. Mortham
Secretary of State

October 16, 1998

STEPHEN DAVID KLEIN
ONE STOP AUTO PARTS
1113 62ND AVENUE, NORTH
ST. PETERSBURG, FL 33702

The Articles of Incorporation for GANOCO, INC. were filed on October 15, 1998 and assigned document number P98000088466. Please refer to this number whenever corresponding with this office regarding the above corporation. The certification you requested is enclosed.

PLEASE NOTE: COMPLIANCE WITH THE FOLLOWING PROCEDURES IS ESSENTIAL TO MAINTAINING YOUR CORPORATE STATUS. FAILURE TO DO SO MAY RESULT IN DISSOLUTION OF YOUR CORPORATION.

A CORPORATION ANNUAL REPORT MUST BE FILED WITH THIS OFFICE BETWEEN JANUARY 1 AND MAY 1 OF EACH YEAR BEGINNING WITH THE CALENDAR YEAR FOLLOWING THE YEAR OF THE FILING DATE NOTED ABOVE AND EACH YEAR THEREAFTER. FAILURE TO FILE THE ANNUAL REPORT ON TIME MAY RESULT IN ADMINISTRATIVE DISSOLUTION OF YOUR CORPORATION.

A FEDERAL EMPLOYER IDENTIFICATION (FEI) NUMBER MUST BE SHOWN ON THE ANNUAL REPORT FORM PRIOR TO ITS FILING WITH THIS OFFICE. CONTACT THE INTERNAL REVENUE SERVICE TO RECEIVE THE FEI NUMBER IN TIME TO FILE THE ANNUAL REPORT AT 1-800-829-3676 AND REQUEST FORM SS-4.

SHOULD YOUR CORPORATE MAILING ADDRESS CHANGE, YOU MUST NOTIFY THIS OFFICE IN WRITING, TO INSURE IMPORTANT MAILINGS SUCH AS THE ANNUAL REPORT NOTICES REACH YOU.

Should you have any questions regarding corporations, please contact this office at the address given below.

Doris Brown, Document Specialist
New Filings Section

Letter Number: 898A00051225

State of Florida

The seal of the State of Florida, featuring a central figure holding a torch and a scale, surrounded by a wreath and the motto 'IN GOD WE TRUST'.

Department of State

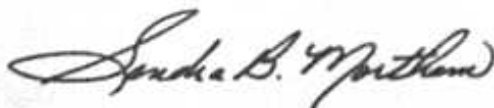
I certify the attached is a true and correct copy of the Articles of Incorporation of GANOCO, INC., a Florida corporation, filed on October 15, 1998, as shown by the records of this office.

The document number of this corporation is P98000088466.

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capitol, this the
Sixteenth day of October, 1998



CR2EO22 (2-95)

A handwritten signature in cursive script, reading 'Sandra B. Northam'.

Sandra B. Northam
Secretary of State

This corporation shall have perpetual existence.

VI

DIRECTOR

FILED
SECRETARY OF STATE
DIVISION OF CORPORATIONS
98 OCT 15 AM 9:46

The corporation shall have one director initially, whose name and street address is as follows:

Stephen David Klein
1017 Wyndham Way
Safety Harbor, FL 34695

VII

SUBSCRIBERS

The name and street address of the subscribers to these Articles of Incorporation are as follows.

Stephen David Klein
1017 Wyndham Way
Safety Harbor, FL 34695

In Witness Whereof, we have hereunto set our hands and seals, acknowledged and filed the foregoing Articles of Incorporation under the Laws of the State of Florida, This 13th Day of October 1998.

I UNDERSTAND AND ACCEPT THE DUTIES AS REGISTERED
AGENT FOR THE ABOVE MENTIONED CORPORATION.

Stephen D. Klein (SEAL)

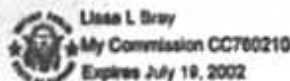
STATE OF FLORIDA

COUNTY OF PINELLAS

Before me personally appeared STEPHEN DAVID KLEIN to me well known to be the individual described in and who executed the foregoing Articles of Incorporation, and acknowledged before me that he executed the same for the purposes therein expressed.

WITNESS my hand and official seal in Pinellas county, the State of Florida this 13th day of October, 1998.

Lisa L. Bray NOTARY PUBLIC



Ganoco, Inc.
1017 Wyndham Way
Safety Harbor, FL 34695
727-726-1058 voice
727-669-9451 fax

DEPOSIT
D048

DATE
DEC 17 1998

December 15, 1998

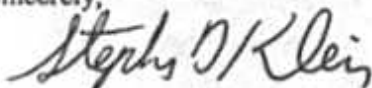
Director of Records and Reporting
Florida Public Service Commission
Divisions of Records and Reporting
Betty Easley Bldg
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-6770

Dear Director of Records and Reporting,

Enclosed is an original application and six copies for Authority to Provide Alternative Local Exchange Service within the State of Florida. I have also enclosed check # 1865 in the amount of \$250.00 for my application fee.

Thank you in advance for your consideration and if you have any questions feel free to give me a call at the above telephone number.

Sincerely,



Stephen D. Klein
President

STEPHEN D. KLEIN 02-82

1865

1017 WYNDHAM WAY
SAFETY HARBOR, FL 34695

12-15-98

PAY TO THE
ORDER OF

FLORIDA PUBLIC SERVICE COMM.

\$ 250 ^{XX}/₁₀₀

TWO HUNDRED FIFTY ^{XX}/₁₀₀

DOLLARS



First Union National Bank
St. Petersburg, Florida
24 Hour Information Service
1-800-735-1012

FOR GANOCO, INC. APPLICATION



330 86
DOCUMENT NUMBER-DATE
14152 DEC 17 98
RECORDS/REPORTING