

EARLY, LENNON, PETERS & CROCKER, P.C.

ATTORNEYS AT LAW

900 COMERICA BUILDING
KALAMAZOO, MICHIGAN 49007-4752
TELEPHONE (616) 381-8844
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DAVID G. CROCKER
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ANDREW J. VORBRICH†
ROBERT G. LENNON††

OF COUNSEL

VINCENT T. EARLY
THOMPSON BENNETT

JOSEPH J. BURGIE
(1926 - 1992)

† Also admitted in Iowa
†† Also admitted in New York, Illinois and Washington, D.C.

November 22, 1999

Florida Public Service Commission
Division of Administration
2540 Shumard Oak Blvd
Gunter Bldg
Tallahassee FL 32399-0850

DEPOSIT DATE
D 2 1 3 NOV 23 1999

Re: INTERNATIONAL TELEPHONE GROUP, INC.

991752

Dear Sir:

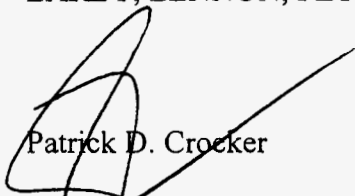
Enclosed herewith for filing with the Commission, please find an original and six copies of the above captioned corporation's APPLICATION FOR AUTHORITY TO PROVIDE LOCAL TELECOMMUNICATIONS SERVICE STATEWIDE, along with a check in the amount of \$250.00 to cover filing fees relating to same.

Also enclosed is an exact duplicate of this letter. Please stamp the duplicate received and return same in the self-addressed Federal Express envelope.


Please contact me if you have additional questions or concerns.

Very truly yours,

EARLY, LENNON, PETERS & CROCKER, P.C.


Patrick D. Crocker
PDC/jam
Enclosures

Check received with filing and forwarded to Flood for deposit. Please send a copy of check to [unclear] [unclear].

Initials of person who forwarded check:


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DOCUMENT NO.
14480-99
11/23/99

EARLY, LENNON, PETERS & CROCKER, P.C.

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Please provide a copy of check
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11/23/99

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KALAMAZOO, MICHIGAN 49007-4752
TELEPHONE (616) 381-8844
FAX (616) 349-8525

ORIGINAL

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November 22, 1999

Florida Public Service Commission
Division of Administration
2540 Shumard Oak Blvd
Gunter Bldg
Tallahassee FL 32399-0850

991752-TX

Re: INTERNATIONAL TELEPHONE GROUP, INC.

Dear Sir:

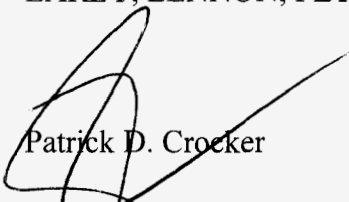
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Very truly yours,

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immediately to Florida for deposit.
Please do not deposit any check
to the Commission's account.

Initials of person who forwarded check:


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FPSC-BUREAU OF RECORDS

DOCUMENT NUMBER-DATE
14450 NOV 23 99
FPSC-RECORDS/REPORTING

**BEFORE THE
STATE OF FLORIDA
PUBLIC SERVICE COMMISSION**

Application of)
International Telephone)
Group, Inc. for)
Authority to Provide Local)
Telecommunications Service Statewide)

APPLICATION

Patrick D. Crocker
Early, Lennon, Peters & Crocker, P.C.
900 Comerica Building
Kalamazoo, MI 49007
(616) 381-8844

DOCUMENT NUMBER-DATE

14450 NOV 23 88

FF SC-RECORDS/REPORTING

APPLICATION

1. This is an application for \checkmark (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:

International Telephone Group, Inc.

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

N/A

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

1500 Mount Kemble Avenue

Morristown, NJ 07960

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

N/A

6. Structure of organization:

- () Individual (X) 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:

N/A

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

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

F96000005538

10. If using fictitious name-d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

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

N/A

11. If a limited liability partnership, provide proof of registration to operate in Florida:

(a) The Florida Secretary of State registration number:

N/A

12. If a partnership, provide name, title and address of all partners and a copy of the partnership agreement.

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

13. If a foreign limited partnership, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) The Florida registration number: _____

14. Provide F.E.I. Number(if applicable): N/A _____

15. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Provide explanation.

No. _____

(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: Patrick D. Crocker

Title: Attorney

Address: 900 Comerica Building

City/State/Zip: Kalamazoo, MI 49007

Telephone No.: (616) 381-8844 Fax No.: (616) 349-8525

Internet E-Mail Address: TelecomAtty@AOL.com

Internet Website Address: under construction

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

Name: Richard M. Boudria

Title: President & CEO

Address: 1500 Mount Kemble Avenue

City/State/Zip: Morristown, NJ 07960

Telephone No.: (973) 425-1800 Fax No.: (973) 425-0321

Internet E-Mail Address: N/A

Internet Website Address: N/A

(c) Complaints/Inquiries from customers:

Name: Patrick D. Crocker

Title: Attorney

Address: 900 Comerica Building

City/State/Zip: Kalamazoo, MI 49007

Telephone No.: (616) 381-8844 Fax No.: (616) 349-8525

Internet E-Mail Address: TelecomAtty@AOL.com

Internet Website Address: under construction

17. List the states in which the applicant:

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

New Jersey

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

South Carolina, North Carolina, Pennsylvania, Virginia, Connecticut, Maryland

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

New Jersey

- (d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

No. _____

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

No. _____

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

No. _____

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.*

See Exhibit A.

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.
See Exhibit B.
- 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.
See Exhibit B.

**** APPLICANT ACKNOWLEDGMENT 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 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:

<u>Richard M. Bondia</u>	<u>8/9/99</u>
Signature	Date
<u>President & CEO</u>	<u>(973) 425-1800</u>
Title	Telephone No.
Address: <u>1500 Mount Kemble Avenue</u>	<u>(973) 425-0321</u>
<u>Morristown, NJ 07960</u>	Fax No.

ATTACHMENTS:

- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - INTRASTATE NETWORK
- C - AFFIDAVIT

INTRASTATE NETWORK (if available)

N/A

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

1. POP: Addresses where located, and indicate if owned or leased.

1) _____	2) _____
_____	_____
3) _____	4) _____
_____	_____

2. SWITCHES: Address where located, by type of switch, and indicate if owned or leased.

1) _____	2) _____
_____	_____
3) _____	4) _____
_____	_____

3. TRANSMISSION FACILITIES: POP-to-POP facilities by type of facilities (microwave, fiber, copper, satellite, etc.) and indicate if owned or leased.

<u>POP-to-POP</u>	<u>OWNERSHIP</u>
1) _____	_____
2) _____	_____
3) _____	_____
4) _____	_____

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:

Richard M. Boudrea 8/9/99
Signature Date

President & CEO (973) 425-1800
Title Telephone No.

Address: 1500 Mount Kemble Avenue (973) 425-0321
Fax No.

Morristown, NJ 07960

EXHIBIT A

International Telephone Group, Inc.
Statement of Financial Condition
As of December 31, 1996

ASSETS

Current Assets		
Cash	\$8,750	
Accounts receivable-net	313,152	
Total Current Assets		\$321,902
Fixed Assets		
Furniture and equipment	17,208	
Accumulated depreciation	(2,650)	
Total Fixed Assets		14,558
Other Assets		
Prepaid expenses	2,722	
Deposits	4,341	
Organizational costs-net	17,853	
Total Other Assets		24,916
 TOTAL ASSETS		 <u><u>\$361,376</u></u>

LIABILITIES & EQUITY

Liabilities		
Current Liabilities		
Accrued expenses payable	\$50,878	
Accounts payable	531	
Loans from shareholders-LOC	30,491	
Sales and excise tax payable	8,549	
Total Current Liabilities	90,449	
Total Liabilities		\$90,449
Equity		
Paid in Capital	526,145	
Retained earnings (deficit)	(255,218)	
Total Equity		270,927
 TOTAL LIABILITIES & EQUITY		 <u><u>\$361,376</u></u>

Richard M. Boudua
CEO

Rose M. Romano CFO

International Telephone Group, Inc.
Statement of Profit and Loss
For the year ending December 31, 1996

INCOME

Commission income	\$816,453
Calling cards income	4,260
Other income	1,720
Total Income	<u>822,433</u>

Cost of Network Usage	<u>235,067</u>
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Gross Profit	<u>587,366</u>
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EXPENSES

Operating expense	
Bad debt expense	23,859
Bank service charges	407
Commission expense	41,201
Computer supplies	1,969
Conference expenses	4,165
Contributions	800
Data Processing	22,102
Equipment rental	3,430
Filing fees	1,409
Maintenance	3,432
Office expense	3,046
Office supplies	4,479
Postage and delivery	1,967
Printing	1,802
Professional fees	50,136
Rent	18,778
Sales tax	541
Telephone	8,511
Travel & entertainment	41,105
Total Operating Expense	<u>233,139</u>

Payroll Expense	
Salary	270,768
Taxes	21,904
Insurance	17,158
Total Payroll Expense	<u>309,830</u>

Other Expense	
Amortization	2,615
Depreciation	2,650
Interest expense	17,300
Taxes	100
Total Other Expense	<u>22,665</u>

Total Expenses	<u>565,634</u>
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NET PROFIT AND (LOSS)	<u><u>\$21,732</u></u>
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International Telephone Group, Inc.
Statement of Retained Earnings
For the year ending December 31, 1996

Retained earnings (deficit) - December 31, 1995	\$ (276,950)
Net Profit	<u>21,732</u>
Retained earnings (deficit) - December 31, 1996	<u><u>\$ (255,218)</u></u>

International Telephone Group, Inc.
Statement of Financial Condition
As of December 31, 1997

ASSETS

Current Assets			
Cash	\$160,101		
Accounts receivable-net	447,053		
Other receivables	<u>4,695</u>		
Total Current Assets			\$611,849
Fixed Assets			
Furniture and equipment	39,132		
Accumulated depreciation	<u>(11,830)</u>		
Total Fixed Assets			27,302
Other Assets			
Deposits	6,625		
Other receivables	14,000		
Organizational costs-net	<u>19,499</u>		
Total Other Assets			<u>40,124</u>
TOTAL ASSETS			<u><u>\$679,275</u></u>

LIABILITIES & EQUITY

Liabilities			
Current Liabilities			
Accrued expenses payable	\$71,453		
Accounts payable	53,146		
Bank loan-Line of credit	60,000		
Other payables	12,706		
Sales and excise tax payable	<u>7,775</u>		
Total Current Liabilities	<u>205,080</u>		
Total Liabilities			\$205,080
Equity			
Paid in Capital	826,145		
Treasury Stock	(75,000)		
Distributions	(285,655)		
Retained earnings	<u>8,705</u>		
Total Equity			<u>474,195</u>
TOTAL LIABILITIES & EQUITY			<u><u>\$679,275</u></u>

Richard M. Bondus
CEO

Rose M. Romano CFO

International Telephone Group, Inc.
Statement of Profit and Loss
For the year ending December 31, 1997

INCOME

Network usage income	\$ 684,415
Cellular service	14,357
Telephone equipment	2,013
Total Income	700,785
Cost of network usage	524,482
Cost of cellular service	7,349
Cost of equipment sold	1,848
Total Cost of Goods & Usage	533,679
Gross Profit	167,106
Commission income	855,095
Other income	14,688
Net Income before Expenses	1,036,889

EXPENSES

Operating expense	
Advertising	1,210
Bad debt expense	201
Bank service charges	711
Commission expense	80,340
Computer supplies	3,187
Conference expense	1,089
Contributions	3,400
Data Processing	11,381
Equipment rental	4,198
Filing fees	892
Maintenance and repairs	5,194
Office expense	7,366
Office supplies	5,935
Postage and delivery	4,110
Printing	5,823
Professional fees	48,949
Rent	25,607
Telephone	10,107
Travel & Entertainment	55,326
Total Operating Expense	275,026
Payroll Expense	
Salary	394,174
Taxes	30,725
Profit-Sharing plan	28,528
Insurance-medical	27,026
Total Payroll Expense	480,453
Other Expense	
Amortization	4,577
Depreciation	9,180
Interest expense	3,189
Taxes	541
Total Other Expense	17,487
Total Expenses	772,966

NET PROFIT AND (LOSS)

\$263,923

International Telephone Group, Inc.
Statement of Retained Earnings
For the year ending December 31, 1997

Retained earnings (deficit) - December 31, 1996	\$ (255,218)
Net Profit for the period	<u>263,923</u>
Retained earnings (deficit) - December 31, 1997	<u><u>\$ 8,705</u></u>

International Telephone Group, Inc.
Statement of Financial Condition
As of December 31, 1998

ASSETS

Current Assets

Cash	\$ 134,516	
Money Market	100,062	
Accounts receivable-net	701,097	
Prepaid expenses	3,090	
Inventory	7,257	
Other receivables	980	
Total Current Assets	980	\$ 947,002

Fixed Assets

Furniture and equipment	46,195	
Accumulated depreciation	(23,388)	
Total Fixed Assets	22,807	22,807

Other Assets

Deposits	13,425	
Other receivables	18,500	
Other assets	18,444	
Organizational costs-net	14,195	
Total Other Assets	64,564	64,564

TOTAL ASSETS \$ 1,034,373

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts payable	\$ 154,777	
Accrued expenses payable	369,063	
Current note payable	60,000	
Sales and excise tax payable	59,383	
Other current payable	2,093	
Total Current Liabilities	645,316	

Long-term note payable 225,000

Total Liabilities \$ 870,316

Stockholders' Equity

Paid in capital	777,704	
Treasury stock	(75,000)	
Accumulated deficit	(538,647)	
Total Equity	164,057	164,057

TOTAL LIABILITIES AND
STOCKHOLDERS' EQUITY \$ 1,034,373

Richard M. Bordua
CEO
Rose M. Romano CFO

International Telephone Group, Inc.
Statement of Operations
For the year ending December 31, 1998

INCOME	
Network usage income	\$ 1,677,761
Cellular service	83,276
Telephone equipment	10,556
Total Income	<u>1,771,593</u>
Cost of network usage	1,366,793
Cost of cellular service	76,057
Cost of equipment sold	14,691
Total Cost of Goods & Usage	<u>1,457,541</u>
Gross Profit	<u>314,052</u>
Commission income	253,392
Consulting income	17,968
Other income	29,590
Net Income	<u>615,002</u>
EXPENSES	
Operating expense	
Advertising	1,545
Bad debt expense	0
Bank service charges	5,089
Commission expense	54,087
Computer supplies	4,800
Conference expense	2,025
Contributions	(50)
Data Processing	37,434
Equipment rental	4,485
Filing fees	8,508
Insurance	2,185
Maintenance and repairs	15,251
Office expense	12,864
Office supplies	6,001
Postage and delivery	8,083
Printing	11,407
Professional fees	41,496
Rent	36,367
Telephone	10,446
Travel & Entertainment	58,071
Total Operating Expense	<u>320,094</u>
Payroll Expense	
Salary	439,906
Taxes	30,890
Profit-Sharing plan	15,770
Insurance-medical	22,353
Total Payroll Expense	<u>508,919</u>
Other Expense	
Amortization	5,304
Depreciation	11,558
Interest expense	20,620
Taxes	10,204
Total Other Expense	<u>47,686</u>
Total Expenses	<u>876,699</u>
NET LOSS	<u>\$ (261,697)</u>

International Telephone Group, Inc.
Statement of Changes in Stockholders' Equity
For the year ending December 31, 1998

	<u>Paid-in Capital</u>	<u>Treasury Stock</u>	<u>Accumulated Deficit</u>	<u>Total Stockholders' Equity</u>
Balance - January 1, 1998	\$ 826,145	\$ (75,000)	\$ (276,950)	\$ 474,195
Return of Capital	(48,441)			\$ (48,441)
Net loss	-	-	(261,697)	(261,697)
Balance - December 31, 1998	<u>\$ 777,704</u>	<u>\$ (75,000)</u>	<u>\$ (538,647)</u>	<u>\$ 164,057</u>

International Telephone Group, Inc.
Statement of Financial Condition
As of April 30, 1999

ASSETS

Current Assets

Cash and cash equivalents	\$ 449,541	
Accounts receivable-net	1,006,827	
Prepaid expenses	21,798	
Inventory	4,206	
Other receivables	7,132	
Total Current Assets		\$ 1,489,504

Fixed Assets

Furniture and equipment	62,376	
Accumulated depreciation	(27,475)	
Total Fixed Assets		34,901

Other Assets

Security deposits	6,866	
Other receivables	23,000	
Organizational costs-net	12,658	
Total Other Assets		42,524

TOTAL ASSETS		\$ 1,566,929
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LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts payable	\$ 179,382	
Accrued expenses payable	662,561	
Bank loan-Line of credit	167,000	
Current note payable	60,000	
Sales and excise tax payable	112,775	
Total Current Liabilities		1,181,718

Long-term note payable		205,000
------------------------	--	---------

Total Liabilities		\$ 1,386,718
-------------------	--	--------------

Stockholders' Equity

Paid in Capital	777,704	
Treasury Stock	(75,000)	
Accumulated deficit	(522,493)	
Total Equity		180,211

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY		\$1,566,929
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Richard M. Boudria
CEO

Rose M. Romano CFO

International Telephone Group, Inc.
Statement of Income
For the period ending April 30, 1999

INCOME	<u>April, 1999</u>	<u>Year to Date</u>
Network usage income	\$ 344,243	\$ 1,180,556
Cellular service	7,945	23,010
Consulting	5,330	52,924
Telephone equipment	1,046	86,620
Total Income	<u>358,564</u>	<u>1,343,110</u>
Cost of network usage	273,546	970,436
Cost of cellular service	7,528	21,978
Cost of consulting	1,446	21,805
Cost of equipment sold	905	88,567
Total Cost of Goods & Usage	<u>283,425</u>	<u>1,102,786</u>
Gross Profit	<u>75,139</u>	<u>240,324</u>
Commission income	10,865	87,407
Other income	(415)	4,168
Net Income before Expenses	<u>85,589</u>	<u>331,899</u>
EXPENSES		
Operating expense		
Bank service charges	384	1,305
Commission expense	3,600	22,816
Contributions	350	1,533
Data Processing	5,571	19,604
Equipment rental	410	1,531
Filing fees	484	882
Insurance	0	886
Maintenance and repairs	1,025	3,339
Office expense	785	4,684
Office supplies	752	1,684
Postage and delivery	699	4,445
Printing	766	2,311
Professional fees	3,944	20,435
Rent	3,295	13,179
Telephone	1,059	6,837
Travel & Entertainment	2,766	16,123
Total Operating Expense	<u>25,890</u>	<u>121,594</u>
Payroll Expense		
Salary	39,101	157,839
Taxes	3,297	14,677
Insurance-medical	1,746	6,396
Total Payroll Expense	<u>44,144</u>	<u>178,912</u>
Other Expense		
Amortization	211	1,537
Depreciation	753	4,087
Interest expense	2,635	9,291
Taxes	100	324
Total Other Expense	<u>3,699</u>	<u>15,239</u>
Total Expenses	<u>73,733</u>	<u>315,745</u>
NET INCOME	<u>\$11,856</u>	<u>\$16,154</u>

International Telephone Group, Inc.
Statement of Changes in Stockholders' Equity
For the period ending April 30, 1999

	<u>Paid-in Capital</u>	<u>Treasury Stock</u>	<u>Accumulated Deficit</u>	<u>Total Stockholders' Equity</u>
Balance - January 1, 1999	\$ 777,704	\$ (75,000)	\$ (538,647)	\$ 164,057
Net income	-	-	16,154	16,154
Balance - April 30, 1999	<u>\$ 777,704</u>	<u>\$ (75,000)</u>	<u>\$ (522,493)</u>	<u>\$ 180,211</u>

EXHIBIT B

Richard M. Boudria
14 Knapton Hill Road
Mendham, New Jersey 07945
Residence: 201-543-6254
Business: 201-425-1800

Business Experience:

- 1/94 - Present: International Telephone Group, Inc.
President
Founding partner of corporation engaged in domestic and international sale/resale of telecommunications network services to business customers.
- 1/89 - 12/93: Augusta Associates, Ltd.
President
Telecommunications consultants serving major corporations both domestically and internationally. Fortune 50 client base including IBM, Morgan Stanley, Sony and Chase Manhattan Bank.
- 6/84 - 1/89: GTE Corporation
Director of Strategic Planning
Responsible for the development of all facets of the five year strategic plan for telephone operations generating \$12 billion annual revenue.
- 9/75 - 6/84: Xerox Corporation
New York Operations Sales Manager
Ranked one of fifty
Account Executive
Ranked first nationally
Sales Executive
Ranked one of one hundred and fifty
- 1/74 - 9/75: Merrill Lynch, New York, NY
Account Executive

Richard M. Boudria
Page 2

Military:
12/69 - 3/73

United States Marine Corps.
Captain
Served in various command and staff assignments.
Commanding Officer of 450 man combat unit
operating in Southeast Asia.

Education:

St. John's University, New York, NY
B.S. Social Sciences - 1969

University of Maryland, College Park, MD
Graduate Studies - Business Administration - 1973

Personal:

Date of Birth: 12/17/47
Married 1976, Kathleen Marie Burns
Three children
Professional Associations:
United States Telephone Association
Telephone Resellers Association
COMPTEL

Clubs:

Somerset Hills Golf Club, Bernardsville, NJ
The Creek Golf Club, Locust Valley, NY
The Mid Ocean Club, Tuckertown, Bermuda
The Essex Hunt Club, Peapack, NJ

Biography

Kathleen Marie Boudria

Business Experience:

1994 to present	Corporate Secretary International Telephone Group, Inc. Morristown, NJ
1976 to 1994	Mother, homemaker
1974 to 1976	Executive Assistant to Chairman Grey Advertising New York, NY

Education:

1970 - 1974	Casenovia College B.A. English Syracuse, NY
1966 - 1970	St. Mary's Prep Manhasset, NY

Personal:

Married 1976, three children