

D231

JAN 21 2000

Lance J.M. Steinhart  
Attorney At Law  
6455 East Johns Crossing  
Suite 285  
Duluth, Georgia 30097

RECEIVED  
JAN 21 AM 10:24  
MAIL ROOM

Also Admitted in New York  
and Maryland

Telephone: (770) 232-9200  
Facsimile: (770) 232-9208

January 12, 2000

**VIA OVERNIGHT DELIVERY**

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

Re: Total Call International, Inc.

000071-TI

Dear Sir/Madam:

Enclosed please find one original and six (6) copies of Total Call International, Inc.'s Application for Authority to Provide Interexchange Telecommunications Service Within the State of Florida, along with an original and six (6) copies of Total Call International, Inc.'s proposed tariff.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding the application or the tariff, please do not hesitate to

1327

**TOTAL CALL INTERNATIONAL, INC.**  
650 S. GRAND, SUITE 700  
LOS ANGELES, CA 90017

**CITIBANK, F.S.B.**  
LOS ANGELES, CA 90017  
90-7172-3222

12/27/99

PAY TO THE  
ORDER OF

Florida Public Service Commission

\$ \*\*250.00

Two Hundred Fifty and 00/100\*\*\*\*\*

DOLLARS

Florida Public Service Commission

DOCUMENT NO.  
00934-00  
1-21-00

*Mark R. Kufeld*

MEMO

Filing Fees

11

RECEIVED  
FLORIDA PUBLIC  
SERVICE COMMISSION

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6455 East Johns Crossing  
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Duluth, Georgia 30097

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Re: Total Call International, Inc.

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Dear Sir/Madam:

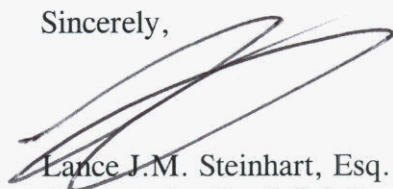
Enclosed please find one original and six (6) copies of Total Call International, Inc.'s Application for Authority to Provide Interexchange Telecommunications Service Within the State of Florida, along with an original and six (6) copies of Total Call International, Inc.'s proposed tariff.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding the application or the tariff, please do not hesitate to call me. Thank you for your attention to this matter.


Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for Total Call International, Inc.

Enclosures  
cc: Mr. Mark Leafstedt

Check received with filing and  
forwarded to Fiscal for deposit.  
Please to forward a copy of check  
to FISC with proof of deposit.

Initials of person who forwarded check  


DOCUMENT NUMBER-DATE  
00934 JAN 21 8  
FPSC-RECORDS/REPORTING

**\*\* FLORIDA PUBLIC SERVICE COMMISSION \***

**DIVISION OF COMMUNICATIONS**  
**BUREAU OF SERVICE EVALUATION**

**APPLICATION FORM**  
**for**  
**AUTHORITY TO PROVIDE INTEREXCHANGE TELECOMMUNICATIONS**  
**SERVICE**  
**WITHIN THE STATE OF FLORIDA**

Instructions

- A. This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Appendix A).
- B. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. If you have questions about completing the form, contact:

**Florida Public Service Commission**  
**Division of Communications**  
**Bureau of Service Evaluation**  
**2540 Shumard Oak Blvd.**  
**Gunter Building**  
**Tallahassee, Florida 32399-0850**  
**(904) 413-6600**

- E. Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250.00 to:

**Florida Public Service Commission**  
**Division of Administration**  
**2540 Shumard Oak Blvd.**  
**Gunter Building**  
**Tallahassee, Florida 32399-0850**  
**(904) 413-6251**

FORM PSC/CMU 31 (11/91)

Required by Commission Rule Nos. 25-24.471, 25-24.473, 25-24.480(2)

DOCUMENT NUMBER-DATE

00934 JAN 21 8

1. Select what type of business your company will be conducting (check all that apply):

- Facilities based carrier** - company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.
- Operator Service Provider** - company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.
- Reseller** - company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
- Switchless rebiller** - company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
- Multi-Location Discount Aggregator** - company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers. Then offers the resold service by enrolling unaffiliated customers.
- Prepaid Debit Card Provider** - any person or entity that purchases 800 access from an underlying carrier or unaffiliated entity for use with prepaid debit card service and/or encodes the cards with personal identification numbers.

2. This is an application for (check one):

- Original Authority** (New company).
- Approval of Transfer** (To another certificated company).
- Approval of Assignment of existing certificate** (To a noncertificated company).
- Approval for transfer of control** (To another certificated company).

3. Name of corporation, partnership, cooperative, joint venture or sole proprietorship:

**Total Call International, Inc.**

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

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

**345 S. Figueroa Street, Suite M01  
Los Angeles, CA 90071**

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

**None**

7. Structure of organization;

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

8. If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners. **Not Applicable**

(a) Provide proof of compliance with the foreign limited partnership statute (Chapter 620.160 FS), if applicable.

(b) Indicate if the individual or any of the partners have previously been:

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

(2) 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.

9. If incorporated, please give:

- (a) Proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number:

- (b) Name and address of the company's Florida registered agent.

**National Corporate Research, Ltd.  
1406 Hays Street, Suite #2  
Tallahassee, Florida 32301**

- (c) Provide proof of compliance with the fictitious name statute (Chapter 865.09 FS), if applicable.

Fictitious name registration number:

- (d) Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

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

**No.**

- (2) 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.

**No.**

10. Who will serve as liaison with the Commission in regard to (please give name, title, address and telephone number):

(a) The application;

Lance J.M. Steinhart, Regulatory Counsel  
6455 East Johns Crossing, Suite 285  
Duluth, GA 30097  
770-232-9200

(b) Official Point of Contact for the ongoing operations of the company;

Mark Leafstedt, President  
Total Call International, Inc.  
345 S. Figueroa Street, Suite M01  
Los Angeles, CA 90071  
(213) 437-0400

(c) Tariff;

Lance J.M. Steinhart, Regulatory Counsel  
6455 East Johns Crossing, Suite 285  
Duluth, GA 30097  
770-232-9200

(d) Complaints/Inquiries from customers;

Michael Prieto, Customer Service Manager  
Total Call International, Inc.  
345 S. Figueroa Street, Suite M01  
Los Angeles, CA 90071  
(800) 211-8096

11. List the states in which the applicant:

(a) Has operated as an interexchange carrier.

**None**

(b) Has applications pending to be certificated as an interexchange carrier.

**Applicant is in the process of filing Applications throughout the United States.**



(c) Is certificated to operate as an interexchange carrier.

**Texas, New Jersey, and Michigan**

(d) Has been denied authority to operate as an interexchange carrier 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.**

12. What services will the applicant offer to other certificated telephone companies:

- |   |                                    |
|---|------------------------------------|
| <input type="checkbox"/> Facilities             | <input type="checkbox"/> Operators |
| <input type="checkbox"/> Billing and Collection | <input type="checkbox"/> Sales     |
| <input type="checkbox"/> Maintenance            |                                    |
| <input type="checkbox"/> Other:                 |                                    |

**None.**

13. Do you have a marketing program?

**Yes.**

14. Will your marketing program:

- Pay commissions?
- Offer sales franchises?
- Offer multi-level sales incentives?
- Offer other sales incentives?

15. Explain any of the offers checked in question 14 (To whom, what amount, type of franchise, etc.).

**Applicant will pay commissions to sales representatives.**

16. Who will receive the bills for your service (Check all that apply)?

- |   |  |
|---|--|
| <input checked="" type="checkbox"/> Residential customers | <input checked="" type="checkbox"/> Business customers |
| <input type="checkbox"/> PATS providers                   | <input type="checkbox"/> PATS station end-users        |
| <input type="checkbox"/> Hotels & motels                  | <input type="checkbox"/> Hotel & motel guests          |
| <input type="checkbox"/> Universities                     | <input type="checkbox"/> Univ. dormitory residents     |
| <input type="checkbox"/> Other (specify):                 |  |

17. Please provide the following (if applicable):

- (a) Will the name of your company appear on the bill for your services, and if not who will the billed party contact to ask questions about the bill (provide name and phone number) and how is this information provided?

**Applicant's name and toll free number will appear on all end-users' bills.**

- (b) Name and address of the firm who will bill for your service.

**The Company intends to direct bill customers utilizing real-time completed call detail information from its underlying carriers.**

18. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide interexchange telecommunications services in Florida.

A. Financial capability.

Regarding the showing of financial capability, the following applies:

The application should contain the applicant's financial statements for the most recent 3 years, including:

1. the balance sheet
2. income statement
3. statement of retained earning.

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial capability.

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

**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.

If available, the financial statements should be audited financial statements. If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should affirm that the financial statements are true and correct.

B. Managerial capability.

**See Attached.**

C. Technical capability.

**Applicant will use the network services of its underlying carrier to provide services to customers in the State of Florida.**

19. Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.482 (example enclosed).

**See Attached.**

20. The applicant will provide the following interexchange carrier services (Check all that apply):

**MTS with distance sensitive per minute rates**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

**MTS with route specific rates per minute**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

**MTS with statewide flat rates per minute (i.e. not distance sensitive)**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

**MTS for pay telephone service providers**

**Block-of-time calling plan (Reach out Florida, Ring America, etc.)**

**800 Service (Toll free)**

**WATS type service (Bulk or volume discount)**

Method of access is via dedicated facilities

Method of access is via switched facilities

**Private Line services (Channel Services)**

(For ex. 1.544 mbs., DS-3, etc.)

- Travel Service**
- Method of access is 950
- Method of access is 800

**900 service**

- Operator Services**
- Available to presubscribed customers
- Available to non presubscribed customers (for example to patrons of hotels, students in universities, patients in hospitals)
- Available to inmates

**Services included are:**

- Station assistance
- Person to Person assistance
- Directory assistance
- Operator verify and interrupt
- Conference Calling

21. What does the end user dial for each of the interexchange carrier services that were checked in services included (above).


**1 (or 101XXXX) + area code+ number or 1-800-XXX-XXXX**

21.  **Other:**

**\*\* APPLICANT ACKNOWLEDGEMENT STATEMENT \*\***

- 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.
- 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.
- SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
- APPLICATION FEE:** A non-refundable application fee of \$250.00 must be submitted with the application.
- RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's Rules and Orders relating to my provision of interexchange telephone service in Florida. I also understand that it is my responsibility to comply with all current and future Commission requirements regarding AAV service.
- ACCURACY OF APPLICATION:** By my signature below, I the undersigned owner or officer of the named utility in the application, attest to the accuracy of the information contained in this application and associated attachments. I have read the foregoing and declare that to the best of my knowledge and belief, the information is a true and correct statement. 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.

**UTILITY OFFICIAL:**

  
Signature

JANUARY 17, 2000  
Date

  
Mark Leafstedt

President 217-437-0400  
Title Telephone No.

F2

**\*\* APPENDIX B \*\***

**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 responded to in one of the following ways (applicant please check one):

- ( X )      **The applicant will not collect deposits nor will it collect payments for service more than one month in advance.**
  
- ( )      **The applicant will file with the Commission and maintain a surety bond in an amount equal to the current balance of deposits and advance payments in excess of one month. (Bond must accompany application.)**

**UTILITY OFFICIAL:**

*Mark Leafstedt*  
*Mark Leafstedt*  
**Mark Leafstedt**

1/17/2000  
Date

President \_\_\_\_\_ 217-437-0400  
Title \_\_\_\_\_ Telephone No.

**LIST OF ATTACHMENTS**

**PROPOSED TARIFF**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**



**PROPOSED TARIFF**



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**CHECK SHEET**

The sheets of this tariff are effective as of the date shown at the bottom of the respective sheet(s). Original and revised sheets as named below comprise all changes from the original tariff and are currently in effect as of the date on the bottom right-hand side of this sheet.

<u>SHEET</u>	<u>REVISION</u>
1	Original*
2	Original*
3	Original*
4	Original*
5	Original*
6	Original*
7	Original*
8	Original*
9	Original*
10	Original*
11	Original*
12	Original*
13	Original*
14	Original*
15	Original*
16	Original*
17	Original*
18	Original*
19	Original*
20	Original*
21	Original*
22	Original*
23	Original*
24	Original*
25	Original*
26	Original*
27	Original*
28	Original*
29	Original*

\* Original or Revised Sheet Included in the most recent tariff filing

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Issued: January 21, 2000      Effective:  
By:                      Mark Leafstedt, President  
                            345 S. Figueroa Street, Suite M01  
                            Los Angeles, CA 9007

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Section 2 - Rules and Regulations.....	8
Section 3 - Description of Service.....	20
Section 4 - Rates.....	27

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Issued: January 21, 2000

Effective:

By:

Mark Leafstedt, President  
345 S. Figueroa Street, Suite M01  
Los Angeles, CA 9007

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**SYMBOLS**

The following are the only symbols used for the purposes indicated below:

- D - Delete or Discontinue
- I - Change Resulting In An  
Increase to A Customer's Bill
- M - Moved from Another Tariff Location
- N - New
- R - Change Resulting In A  
Reduction to A Customer's Bill
- T - Change in Text or Regulation  
But No Change In Rate or Charge

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Mark Leafstedt, President  
345 S. Figueroa Street, Suite M01  
Los Angeles, CA 9007

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**TARIFF FORMAT**

A. Sheet Numbering: Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between pages 11 and 12 would be page 11.1.

B. Sheet Revision Numbers: Revision numbers also appear in the upper right corner of each sheet where applicable. These numbers are used to indicate the most current page version on file with the Commission. For example, 4th Revised Sheet 13 cancels 3rd Revised Sheet 13. Consult the Check Sheet for the sheets currently in effect.

C. Paragraph Numbering Sequence: There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:

- 2.
- 2.1
- 2.1.1
- 2.1.1.A
- 2.1.1.A.1
- 2.1.1.A.1.(a)
- 2.1.1.A.1.(a).I
- 2.1.1.A.1.(a).I.(i)
- 2.1.1.A.1.(a).I.(i).(1)

D. Check Sheets: When a tariff filing is made with the Commission, an updated Check Sheet accompanies the tariff filing. The Check Sheet lists the sheets contained in the tariff, with a cross reference to the current Revision Number. When new sheets are added, the Check Sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (\*). There will be no other symbols used on this sheet if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some sheets). The tariff user should refer to the latest Check Sheet to find out if a particular sheet is the most current on Commission file.

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Los Angeles, CA 9007

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**SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS**

Access Line - An arrangement from a local exchange telephone company or other common carrier, using either dedicated or switched access, which connects a Customer's location to Total Call's location or switching center.

Authorization Code - A numerical code, one or more of which may be assigned to a Customer, to enable Total Call to identify the origin of the Customer so it may rate and bill the call. Automatic number identification (ANI) is used as the authorization code wherever possible.

Commission - Used throughout this tariff to mean the Florida Public Service Commission.

Customer - The person, firm, corporation or other legal entity which orders the services of Total Call or purchases a Total Call Prepaid Calling Card and/or originates prepaid calls using such cards, and is responsible for the payment of charges and for compliance with the Company's tariff regulations.

Company or Total Call - Used throughout this tariff to mean Total Call International, Inc., a California corporation.

Dedicated Access - The Customer gains entry to the Company's services by a direct path from the Customer's location to the Company's point of presence.

Holiday - New Year's Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day. Holidays shall be billed at the evening rate from 8 a.m. to 11 p.m. After 11 p.m., the lower night rate shall go into effect.

Prepaid Account - An inventory of Telecom Units purchased in advance by the Customer, and associated with one and only one Authorization Code as contained in a specific Prepaid Calling Card.

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**SECTION 2 - RULES AND REGULATIONS****2.1 Undertaking of the Company**

This tariff contains the regulations and rates applicable to intrastate resale telecommunications services provided by Total Call for telecommunications between points within the State of Florida. Resale services are furnished subject to the availability of facilities and subject to the terms and conditions of this tariff in compliance with limitations set forth in the Commission's rules. The Company's services are provided on a statewide basis and are not intended to be limited geographically. The Company offers service to all those who desire to purchase service from the Company consistent with all of the provisions of this tariff. Customers interested in the Company's services shall file a service application with the Company which fully identifies the Customer, the services requested and other information requested by the Company. The Company may act as the Customer's agent for ordering access connection facilities provided by other carriers or entities when authorized by the Customer, to allow connection of a Customer's location to a service provided by the Company. The Customer shall be responsible for all charges due for such service arrangement.

- 2.1.1 The services provided by Total Call are not part of a joint undertaking with any other entity providing telecommunications channels, facilities, or services, but may involve the resale of the Message Toll Services (MTS) and Wide Area Telecommunications Services (WATS) of underlying common carriers subject to the jurisdiction of this Commission.

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Issued: January 21, 2000

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345 S. Figueroa Street, Suite M01  
Los Angeles, CA 9007

- 
- 2.1.2 The rates and regulations contained in this tariff apply only to the resale services furnished by Total Call and do not apply, unless otherwise specified, to the lines, facilities, or services provided by a local exchange telephone company or other common carriers for use in accessing the services of Total Call.
- 2.1.3 The Company reserves the right to limit the length of communications, to discontinue furnishing services, or limit the use of service necessitated by conditions beyond its control, including, without limitation: lack of satellite or other transmission medium capacity; the revision, alteration or repricing of the Underlying Carrier's tariffed offerings; or when the use of service becomes or is in violation of the law or the provisions of this tariff.

## **2.2 Use and Limitations of Services**

- 2.2.1 Total Call's services may be used for any lawful purpose consistent with the transmission and switching parameters of the telecommunications facilities utilized in the provision of services, subject to any limitations set forth in this Section 2.2.
- 2.2.2 The use of Total Call's services to make calls which might reasonably be expected to frighten, abuse, torment, or harass another or in such a way as to unreasonably interfere with use by others is prohibited.
- 2.2.3 The use of Total Call's services without payment for service or attempting to avoid payment for service by fraudulent means or devices, schemes, false or invalid numbers, or false calling or credit cards is prohibited.

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Los Angeles, CA 9007

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- 2.2.4 Total Call's services are available for use twenty-four hours per day, seven days per week.
- 2.2.5 Total Call does not transmit messages, but the services may be used for that purpose.
- 2.2.6 Total Call's services may be denied for nonpayment of charges or for other violations of this tariff subject to Section 2.5.1 herein.
- 2.2.7 Customers shall not use the service provided under this tariff for any unlawful purpose.
- 2.2.8 The Customer is responsible for notifying the Company immediately of any unauthorized use of services.

**2.3 Liability of the Company**

- 2.3.1 The Company shall not be liable for any claim, loss, expense or damage for any interruption, delay, error, omission, or defect in any service, facility or transmission provided under this tariff, if caused by an act of God, fire, war, civil disturbance, act of government, or due to any other causes beyond the Company's control.
- 2.3.2 The Company shall not be liable for, and shall be fully indemnified and held harmless by the Customer against any claim, loss, expense, or damage for defamation, libel, slander, invasion, infringement of copyright or patent, unauthorized use of any trademark, trade name or service mark, proprietary or creative right, or any other injury to any person, property or entity arising out of the material, data or information transmitted.
- 2.3.3 No agent or employee of any other carrier or entity shall be deemed to be an agent or employee of the Company.

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- 2.3.4 The Company's liability, resulting in whole or in part from or arising in connection with the furnishing of service under this tariff, including but not limited to mistakes, omissions, interruptions, delays, errors, or other defects shall not exceed an amount equal to the charges provided for under this tariff for the long distance call for the period during which the call was affected. No other liability in any event shall attach to the Company, except as ordered by the Commission.
- 2.3.5 The Company shall not be liable for and shall be indemnified and saved harmless by any Customer or by any other entity from any and all loss, claims, demands, suits, or other action or any liability whatsoever, whether suffered, made, instituted, or asserted by any Customer or any other entity for any personal injury to, or death of, any person or persons, and for any loss, damage, defacement or destruction of the premises of any Customer or any other entity or any other property whether owned or controlled by the Customer or others.
- 2.3.6 The Company shall not be liable for any indirect, special, incidental, or consequential damages under this tariff including, but not limited to, loss of revenue or profits, for any reason whatsoever, including the breakdown of facilities associated with the service, or for any mistakes, omissions, delays, errors, or defects in transmission occurring during the course of furnishing service.
- 2.3.7 The remedies set forth herein are exclusive and in lieu of all other warranties and remedies, whether express or implied, INCLUDING WITHOUT LIMITATION IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

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Issued: January 21, 2000

Effective:

By:

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Los Angeles, CA 9007



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**Section 2.4.6 Continued**

- damage equipment, injure personnel, or degrade service to other Customers. If the Federal Communications Commission or some other appropriate certifying body certifies terminal equipment as being technically acceptable for direct electrical connection with the telephone network, Total Call will permit such equipment to be connected with its channels without the use of protective interface devices. If the Customer fails to maintain the equipment and/or the system properly, with resulting imminent harm to Total Call equipment, personnel or the quality of service to other Customers, Total Call may, upon written notice, require the use of protective equipment at the Customer's expense. If this fails to produce satisfactory quality and safety, Total Call may, upon written notice, terminate the Customer's service.
- 2.4.7 The Customer must pay Total Call for replacement or repair of damage to the equipment or facilities of Total Call caused by negligence or willful act of the Customer or others, by improper use of the services, or by use of equipment provided by Customer or others.
- 2.4.8 The Customer must pay for the loss through theft of any Total Call equipment installed at Customer's premises.
- 2.4.9 If Total Call installs equipment at Customer's premises, the Customer shall be responsible for payment of any applicable installation charge.
- 2.4.10 The Customer must use the services offered in this tariff in a manner consistent with the terms of this tariff and the policies and regulations of all state, federal and local authorities having jurisdiction over the service.

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**2.5 Cancellation or Interruption of Services**

- 2.5.1 Without incurring liability, upon five (5) working days' (defined as any day on which the company's business office is open and the U.S. Mail is delivered) written notice to the Customer, Total Call may immediately discontinue services to a Customer or may withhold the provision of ordered or contracted services:
- 2.5.1.A For nonpayment of any sum due Total Call for more than thirty (30) days after issuance of the bill for the amount due,
  - 2.5.1.B For violation of any of the provisions of this tariff,
  - 2.5.1.C For violation of any law, rule, regulation, policy of any governing authority having jurisdiction over Total Call's services, or
  - 2.5.1.D By reason of any order or decision of a court, public service commission or federal regulatory body or other governing authority prohibiting Total Call from furnishing its services.
- 2.5.2 Without incurring liability, Total Call may interrupt the provision of services at any time in order to perform tests and inspections to assure compliance with tariff regulations and the proper installation and operation of Customer and Total Call's equipment and facilities and may continue such interruption until any items of noncompliance or improper equipment operation so identified are rectified.

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Los Angeles, CA 9007

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- 2.5.3 Service may be discontinued by Total Call without notice to the Customer, by blocking traffic to certain counties, cities or NXX exchanges, or by blocking calls using certain Customer authorization codes, when Total Call deems it necessary to take such action to prevent unlawful use of its service. Total Call will restore service as soon as it can be provided without undue risk, and will, upon request by the Customer affected, assign a new authorization code to replace the one that has been deactivated.
- 2.5.4 The Customer may terminate service upon verbal or written notice for the Company's standard month to month contract. Customer will be liable for all usage on any of the Company's service offerings until the Customer actually leaves the service. Customers will continue to have Company usage and be responsible for payment until the Customer or its agent notifies its local exchange carrier and changes its long distance carrier.

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**2.6 Credit Allowance - Interruption of Service**

- 2.6.1 Credit may be given for disputed calls, on a per call basis.
- 2.6.2 Credit shall not be issued for unavailability of long distance services.
- 2.6.3 The Customer shall be credited for an interruption of two hours or more at the rate of 1/720th of any monthly service charges for each hour or major fraction thereof that the interruption continues.

Credit Formula:

$$\text{Credit} = \frac{A}{720} \times B$$

"A" - outage time in hours

"B" - monthly charge for affected activity

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**SECTION 3 - DESCRIPTION OF SERVICE****3.1 Computation of Charges**

3.1.1 The total charge for each completed call may be a variable measured charge dependent on the duration, distance and time of day of the call. The total charge for each completed call may also be dependent only on the duration of the call, i.e. a statewide flat rate per minute charge. The variable measured charge is specified as a rate per minute which is applied to each minute. All calls are measured in increments as set forth in the Rates Section of this tariff. All calls are rounded up to the next whole increment.

3.1.2 Usage charges for all mileage sensitive products are based on the airline distance between rate centers associated with the originating and terminating points of the call. The airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers involved. The Company uses the rate centers that are produced by Bell Communications Research in the NPA-NXX V&H Coordinates Tape and Bell's NECA Tariff No. 4.

Formula:

$$\sqrt{\frac{(V1-V2)^2 + (H1-H2)^2}{10}}$$

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3.1.3 Timing begins when the called party answers and two way communication is possible, as determined by standard industry methods generally in use for ascertaining answer, including hardware answer supervision in which the local telephone company sends a signal to the switch or the software utilizing audio tone detection. Timing for each call ends when either party hangs up.

3.1.4 Total Call will not bill for uncompleted calls.

**3.2 Customer Complaints and/or Billing Disputes**

Customer inquiries or complaints regarding service or accounting may be made in writing or by telephone to the Company at:

345 S. Figueroa Street, Suite M01  
Los Angeles, CA 90071  
(800) 211-8096

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**3.2 Continued**

Any objection to billed charges should be reported promptly to Total Call or its billing agent. Adjustments to Customers' bills shall be made to the extent that records are available and/or circumstances exist which reasonably indicate that such charges are not in accordance with approved rates or that an adjustment may otherwise be appropriate. A Customer who is unable to resolve a billing dispute with the Company may contact the Commission by telephone at 1-800-342-3552 to intervene in the billing dispute.

**3.3 Level of Service**

A Customer can expect end to end network availability of not less than 99% at all times for all services.

**3.4 Billing Entity Conditions**

When billing functions on behalf of Total Call or its intermediary are performed by local exchange telephone companies or others, the payment of charge conditions and regulations of such companies and any regulations imposed upon these companies by regulatory bodies having jurisdiction apply. Total Call's name and toll-free telephone number will appear on the Customer's bill.

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**3.5 Service Offerings****3.5.1 1+ Dialing**

This service permits Customers to originate calls via switched or dedicated access lines, and to terminate intrastate calls. The customer dials "1+" followed by "ten digits" or dials "101XXXX" followed by "1+ ten digits".

**3.5.2 Travel Cards**

The Customer utilizes an 11-digit "toll-free" access number established by the Company to make a call. When calling from home, upon receiving a voice prompt, the Customer uses push button dialing to enter the ten-digit number of the called party. When calling away from home, upon receiving a voice prompt, the Customer uses push button dialing to enter an identification code assigned by the Company, and the ten-digit number of the called party.

**3.5.3 800 Service (Toll-Free)**

This service is inbound calling only where an 800, 888 or other toll-free prefix number rings into a Customer's premise routed to a specific telephone number or terminated over a dedicated facility.

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**3.5.4 Total Call Prepaid Calling Cards**

This service permits use of Prepaid Calling Cards for placing long distance calls. Customers may purchase Total Call Prepaid Calling Cards at a variety of retail outlets or through other distribution channels. Total Call Prepaid Calling Cards are available at a variety of face values. Total Call Prepaid Calling Card service is accessed using the Total Call toll-free number printed on the card. The caller is prompted by an automated voice response system to enter his/her Authorization Code, and then to enter the terminating telephone number. Total Call's processor tracks the call duration on a real time basis to determine the number of Telecom Units consumed. The total consumed Telecom Units for each call is deducted from the remaining Telecom Unit balance on the Customer's Total Call Prepaid Calling Card.

All calls must be charged against Prepaid Calling Card that has a sufficient Telecom Unit balance. A Customer's call will be interrupted with an announcement when the balance is about to be depleted.

In order to continue the call, the Customer can either call the toll-free number on the back of the Total Call Prepaid Calling Card and "recharge" the balance on the card using a nationally recognized credit card, or the Customer can throw the card away and purchase a new one. Calls in progress will be terminated by the Company if the balance on the Total Call Prepaid Calling Card is insufficient to continue the call and the Customer fails to enter the number of another valid Total Call Prepaid Calling Card prior to termination.

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**Section 3.5.4 Continued**

A card will expire on the date indicated on the card, or if no date is specified, 12 months from the date of first usage, or the date of last recharge, whichever is later. The Company will not refund unused balances.

A credit allowance for Total Call Prepaid Calling Card Service is applicable to calls that are interrupted due to poor transmission, one-way transmission, or involuntary disconnection of a call. To receive the proper credit, the Customer must notify the Company at the designated toll-free customer service number printed on the Total Call Prepaid Calling Card and furnish the called number, the trouble experienced (e.g. cut-off, noisy circuit, etc.), and the approximate time that the call was placed.

When a call charged to an Total Call Prepaid Calling Card is interrupted due to cut-off, one-way transmission, or poor transmission conditions, the Customer will receive a credit equivalent of one Telecom Unit.

Credit allowances for calls pursuant to Total Call Prepaid Card Service do not apply for interruptions not reported promptly to the Company or interruptions that are due to the failure of power, equipment or systems not provided by the Company.

Credit for failure of service shall be allowed only when such failure is caused by or occurs due to causes within the control of the Company.

The Company will block all calls beginning with the NPA "900" and NXX "976" calls, therefore such calls can not be completed.

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SECTION 4 - RATES

**4.1 1+ & 101XXXX Dialing**

\$0.15 per minute

A \$4.95 per month per number service charge applies.  
Billed in one minute increments

**4.2 Travel Cards**

\$.0199 per minute

A \$.25 per call service charge applies.  
A \$1.99 per month service charge applies.  
Billed in one minute increments

**4.3 800 Service (Toll Free)**

\$0.15 per minute

A \$10.00 per month per number service charge applies.

Billed in one minute increments

**4.4 Prepaid Calling Cards**

\$.499 Per Telecom Unit

\$.50 per call connection charge

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**4.5 Directory Assistance**

\$.95 per each number requested

**4.6 Returned Check Charge**

\$25.00

**4.7 Rate Periods**

	Monday - Friday	Sat.	Sun.
8 a.m. to 5 p.m.*	Daytime Rate Period		
5 p.m. to 11 p.m.*	Evening Rate Period		Evening Rate Period
11 p.m. to 8 a.m.*	Night/Weekend Rate Period		

\* To, but not including  
When a message spans more than one rate period, total charges for the minutes in each rate period are calculated and the results for each rate period are totaled to obtain the total message charge. If the calculation results in a fractional charge, the amount will be rounded down to the lower cent.

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**4.8 Rates Applicable for Hearing/Speech Impaired Persons**

For intrastate toll messages which are communicated using a telecommunications device for the deaf (TDD) by properly certified business establishments or individuals equipped with TDDs for communications with hearing or speech impaired persons, the rates shall be evening rates for daytime calls and night rates for evening and night calls.

Intrastate toll calls received from the relay service, each local exchange and interexchange telecommunications company billing relay call will be discounted by 50 percent of the applicable rate for a voice nonrelay call except that where either the calling or called party indicates that either party is both hearing and visually impaired, the call will be discounted 60 percent off the applicable rate for voice nonrelay calls.

Florida Public Service Commission Rules and Regulations require the Company to provide the first 50 directory assistance calls initiated per billing cycle by handicapped persons free of charge.

**4.9 Employee Concessions**

The Company does not offer employee concessions.

**4.10 Late Charge**

1.5% monthly or the amount otherwise authorized by law, whichever is lower.

**4.11 Payphone Dial Around Surcharge**

A dial around surcharge of \$.35 per call will be added to any completed INTRAstate toll access code and subscriber 800/888 type calls placed from a public or semi-public payphone.

**4.12 Reconnection Charge**

\$25.00

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**FINANCIAL INFORMATION**

12/22/99

**TCI Total Call International, Inc.**  
**Profit and Loss**  
 June through October 1999

*certified  
 correct  
 president*

Jun - Oct '99

<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4000 · Ani-Pins Sales	
4003 · Euro Plus +	50.54
4004 · Euro Plus	377,120.01
4005 · Great China Savings	399.81
4006 · Philippines Direct	36.68
4000 · Ani-Pins Sales - Other	317,372.20
<b>Total 4000 · Ani-Pins Sales</b>	<b>694,979.24</b>
4001 · Prepaid Phone Cards	416,387.81
<b>Total Income</b>	<b>1,111,367.05</b>
<b>Cost of Goods Sold</b>	
5000 · Cost of Goods-Hello Vietnam	170,450.50
5001 · Carrier Cost	201,548.07
5002 · Carrier Cost-Ani-Pins	411,473.06
5003 · Agency Commission	64,585.15
5004 · Card Printing	17,099.26
<b>Total COGS</b>	<b>865,156.04</b>
<b>Gross Profit</b>	<b>246,211.01</b>
<b>Expense</b>	
6111 · Advertising	4,444.52
6112 · Commission	2,995.80
6120 · Bank Service Charges	649.64
6121 · Credit Card-Discount	479.60
6150 · Depreciation Expense	1,811.45
6160 · Dues and Subscriptions	74.00
6171 · Lease Equipment	899.85
6180 · Insurance	
6191 · Health Insurance	8,241.78
6192 · Gen. Liab & Worker's Com. Ins	2,995.68
<b>Total 6180 · Insurance</b>	<b>11,237.46</b>
6230 · Licenses and Permits	210.00
6231 · Parking	2,233.67
6240 · Miscellaneous	701.19
6250 · Postage and Delivery	10,233.77
6260 · Printing and Reproduction	1,064.45
6270 · Professional Fees	
6281 · Designing Fee	2,450.00
6283 · Other Professional Services	1,727.51
<b>Total 6270 · Professional Fees</b>	<b>4,177.51</b>
6300 · Repairs	
6310 · Building Repairs	594.00
6330 · Equipment Repairs	50.23
<b>Total 6300 · Repairs</b>	<b>644.23</b>
6340 · Telephone	7,141.92
6350 · Travel & Ent	
6360 · Lodging	2,236.75
6370 · Meals	1,167.90
6380 · Transportation	4,642.20
<b>Total 6350 · Travel &amp; Ent</b>	<b>8,046.85</b>
6500 · Office Supplies	7,500.56
6501 · Kitchen Supplies	309.58
6502 · Show Expense	5,463.10
6503 · Dues & Subscription	142.21
6504 · Collection Expense	820.17
6601 · Staff Payroll-Salaries	159,762.34
6602 · Payroll Tax Expense	14,114.68
6603 · Staff Payroll-Vacation	12,258.43
6604 · Temporary Worker	162.00



12/22/99

**TCI Total Call International, Inc.**  
**Profit and Loss**  
June through October 1999

	<u>Jun - Oct '99</u>
<b>Total Expense</b>	<u>257,578.98</u>
<b>Net Ordinary Income</b>	-11,367.97
<b>Other Income/Expense</b>	
<b>Other Income</b>	
7030 - Other Income	<u>3,038.00</u>
<b>Total Other Income</b>	<u>3,038.00</u>
<b>Net Other Income</b>	<u>3,038.00</u>
<b>Net Income</b>	<u><u>-8,329.97</u></u>

12/22/99

**TCI Total Call International, Inc.**  
**Balance Sheet**  
As of October 31, 1999

Oct 31, '99

**ASSETS****Current Assets****Checking/Savings**

1002 · Citibank-Operating	5,138.07
1003 · Cathay Bank-Operating	52,126.77
1004 · Cathay-Payroll	2,319.39
1010 · Cathay-Savings	7,500.00
1011 · Cathay-Commission	869.73
1020 · Petty Cash	237.27

**Total Checking/Savings** 68,191.23

**Accounts Receivable**

1200 · Accounts Receivable	62,210.55
1201 · A/R Ani-Pins	
1203 · Euro Plus	202,807.21
1204 · Great China Savings	388.02
1207 · Philippines Direct	22.65
1208 · Euro Plus Plus	-14.06

**Total 1201 · A/R Ani-Pins** 203,203.82

**Total Accounts Receivable** 265,414.37

**Other Current Assets**

1206 · Prepaid Insurance	4,152.12
1210 · Advance to ATS	11,490.00

**Total Other Current Assets** 15,642.12

**Total Current Assets**

349,247.72

**Fixed Assets****1300 · Fixed Asset**

1301 · Office Furniture	5,000.00
1302 · Computer Equipment	19,791.50
1303 · Office Equipment	757.79

**Total 1300 · Fixed Asset** 25,549.29

1310 · Acc. Depreciation Fixed Asset -1,811.45

**Total Fixed Assets** 23,737.84

**Other Assets**

1130 · Deposits	
1131 · Deposit	22,231.00

**Total 1130 · Deposits** 22,231.00

**Total Other Assets**

22,231.00

**TOTAL ASSETS****395,216.56****LIABILITIES & EQUITY****Liabilities****Current Liabilities****Accounts Payable**

2000 · Accounts Payable	119,553.82
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**Total Accounts Payable** 119,553.82

**Other Current Liabilities**

2002 · A/P-Accrued Expenses	2,400.00
2005 · Officer Loan-Payroll Mark	5,331.96
2006 · Officer Loan-Payroll Mike	4,663.20
2008 · Accrued Agency Commission	11,174.31
2009 · Accrued Carrier Cost	20,295.54
2010 · Accrued Cost Of Goods Sold	14,655.00
2100 · Deferred Revenue	85,336.74
2201 · Accrued Payroll	5,800.70
2202 · Accrued Vacation	12,258.43
2203 · Accrued Payroll Tax	2,765.12
2300 · Telecom Tax Payable	

12/22/99

**TCI Total Call International, Inc.**  
**Balance Sheet**  
As of October 31, 1999

	<u>Oct 31, '99</u>
2301 · 911 Surcharge	427.64
2302 · Federal Tax	23,738.10
2303 · Fed. Excise Tax	5,372.39
2304 · Local Tax	22,559.55
2305 · State Tax	39,189.03
<b>Total 2300 · Telecom Tax Payable</b>	<u>91,286.71</u>
2400 · Officer Loan-Mark	7,012.50
2401 · Office Loan-Mike	7,012.50
2402 · Officer Loan-Larry	5,000.00
2600 · Euro Plus-Deposit	500.00
<b>Total Other Current Liabilities</b>	<u>275,492.71</u>
<b>Total Current Liabilities</b>	395,046.53
<b>Long Term Liabilities</b>	
2500 · Due to Officer	8,500.00
<b>Total Long Term Liabilities</b>	<u>8,500.00</u>
<b>Total Liabilities</b>	403,546.53
<b>Equity</b>	
Net Income	-8,329.97
<b>Total Equity</b>	<u>-8,329.97</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>395,216.56</u></u>

**MANAGEMENT INFORMATION**

## Executive Overview

Total Call International Inc. (TCI) is a start up company in formation that is serving the telecommunications industry, specifically the prepaid calling segment of the industry. TCI is in a unique position to generate significant market share of the industry because of a number of factors outlined below.

- The TCI team ---- The organizers and initial team of TCI are composed of a very experienced and extremely talented team that know the art of survival in the Prepaid Calling Card market place.
- TCI has an outstanding opportunity to enter the market place in partnership with one of the premier platforms in the prepaid industry.
- The industry is in a state of turmoil and confusion. TCI is in a unique position to capitalize on this state of the industry.

## Executive Management

<u>Name</u>	<u>Age</u>	<u>Position</u>
Mark E. Leafstedt	55	Co-Founder and President acting CFO
Michael Prieto	23	Co-Founder and Chief Operating Officer
Larry Huang	36	Chief Technical Officer
Kevin Kuach	35	Chief Switch Engineer

### Mark E. Leafstedt, President and acting Chief Financial Officer (55).

Mr. Leafstedt has been the Company's President and Chief Financial Officer since 1999. Mr. Leafstedt oversees all aspects of the Company's management and planning and is responsible for the initial capitalization and the overall direction of the company. While at Cyberlight International Inc. from 1997 to 1999 Mr. Leafstedt was credited for implementing and upgrading the Company's financial reporting and cash management systems and was totally responsible for keeping the company alive during this period. From 1996 to 1997, Mr. Leafstedt was the Vice President, Finance of EAS Inc., a computer maintenance and consulting services company. From 1994 to 1996, Mr. Leafstedt was the Vice President and Chief

Financial Officer at R. J. Gordon and Company, Inc., a company that provided credit card processing services to telecommunications, conference management, publishing and consulting service industries. From 1991 to 1994, Mr. Leafstedt was Vice President, Finance of American Interfile Inc., a provider of medical information to the insurance companies, state and federal agencies, law firms and other medical facilities. From 1982 to 1991, Mr. Leafstedt was employed by Electronic Conventions Management as Vice President - Finance and Administration, where he was responsible for all financial activities such as tax planning, risk management, MIS, pension plan administration, as well as the reporting to the board of directors for the trade show management company.

Mr. Leafstedt has served on a number of boards of directors and currently serves as chairman of the board of Total Call International.

Mr. Leafstedt received a BS degree in Business Administration, Accounting from California State University at Long Beach in 1967 and an MBA degree from the Graduate School of Business at Pepperdine University in 1973.

**Michael Prieto, Chief Operating Officer (23).** Mr. Prieto has been the Company's Chief Operating Officer since inception in 1999 and has the overall responsibility for the day today operations of the company. He directs the activities of the Sales Department, Operations Department, Switching Department as well as the Finance Department. Prior to the formation of TCI, Mr Prieto was the Director of Operations for Cyberlight International Inc from March of 1998 to June of 1999, and was responsible for all activities regarding the IS department as well as the billing system and customer service department. While at Cyberlight, Mr Prieto successfully developed the entire back office system on a real time basis. Based on his efforts, the company gained the ability to improve operating margins from a negative to a positive. From 1996 to 1998, Mr. Prieto was a programmer at Customized Worldwide Weather Insurance, a company that provided weather forecasting services. While there, Mr. Prieto was responsible for the design, maintenance and update of the corporate website, LAN systems and other office information automation systems. Prior to that, Mr. Prieto was an Information Systems Analyst at Kaiser Permanente Medical Center, where he designed and implemented health education center's database systems.

Mr. Prieto received a BS degree (summa cum laude) in Computer Science from the New York Institute of Technology in 1997.

**Larry Huang, Chief Technical Officer (36).**

Mr. Huang has served as the Chief Technical Officer since the inception of the company in 1999. Mr. Huang is very highly trained in all of the technical aspects of running a prepaid calling card operation and is responsible for the IS department as well as the very critical product pricing and analysis function. While at Cyberlight from 1988-1989 Mr. Huang was responsible for data analysis and computer operations, including the SQL server.

He has dual Master's degrees (Mathematics and an MBA) and has developed sophisticated pricing models that insure profitability for prepaid calling cards. He is extremely competent in all aspects of computer software.

**Mr. Kevin Quach, Director of Operations**

Mr. Quach has served as the Director of Operations since the inception of the company in 1999. Mr Quach is very experienced in IS operations and is responsible for all network applications as well as the operation of the switches. While at Cyberlight Mr. Quach was responsible for the Local Area Network as well as the billing system.

This senior team and their dedicated support staff have the necessary ingredients to fully take advantage of the opportunities presently available in the prepaid calling card market place. The presentation of this opportunity will be fully developed in the following sections of this plan.

## STATEMENT OF FINANCIAL CAPABILITY

Total Call International, Inc. has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Total Call International, Inc.'s stated financial capability, a copy of its Balance Sheet as of October 31, 1999 and its Income Statement for the five months ended October 31, 1999 is attached to its application. Total Call International, Inc. intends to fund the provision of service through internally generated cash flow. Total Call International, Inc. also has the ability to borrow funds, if required, based upon its financial capabilities. The principals of the company are committed to providing \$100,000 of additional capital if needed to provide service in the State of Florida.