

Presented to the Florida Public Service Commission

Application for :

021229-TS

Shared Tenant Services Application

By:

AMERICAN

UTILITY

SYSTEMS, Inc.

DOCUMENT NUMBER-DATE

13536 DEC 11 8

FPSC-COMMISSION CLERK



**American
Utility
Systems, Inc.**

PO Box 970145
Boca Raton, FL 33497-0145

Telephone:
In Florida (561) 852-1872
Other Areas (800) 958-2822

Fax:
All Areas (561) 477-3100

December 9, 2002

Florida Public Service Commission
Division of Records and Recording
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850
Phone 850-413-6770

RE: Application form for authority to provide **Shared Tenant Services** within the state of Florida (\$100- check # 1126).

To Whom It May Concern.

Please find the attached application for the above referenced certification services to be approved by your department. I have enclosed both applications, which include the original and six (6) copies, along with the non-refundable fees. We appreciate that the review of our applications be made so that we can offer the services under Florida Public Service Commission guidelines.

If you have any questions, please do not hesitate to contact me at 561-852-1872 Ext.307 or 561-482-9447 or email me at lgarvin@auuba.net.

Very Truly Yours,

Len Garvin, President



Shared Tenant Services Application for American Utility Systems, Inc.

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:

American Utility Systems, Inc.

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

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

P. O. Box 970145

Boca Raton, FL 33497-0145

5. Florida Address (including street name & number, post office box, city, state, zip code)
(same as above)

6. 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 _____ | |

Shared Tenant Services Application for American Utility Systems, Inc.

7. If individual, provide:

Name: -----

Title: -----

Address: -----

City/State/Zip: -----

Telephone No.: ----- Fax No.: -----

Internet E-Mail Address: -----

Internet Website Address: -----

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

(a) The Florida Secretary of State Corporate Registration number:

P02000099632

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

(a) The Florida Secretary of State Corporate Registration number:

N/A—Not a foreign corporation

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 Registration number:

N/A—see above

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

(a) The Florida Secretary of State Registration number:

N/A—Not a limited liability partnership

Shared Tenant Services Application for American Utility Systems, Inc.

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

(a) **Name:** -----

Title: -----

Address: -----

City/State/Zip: -----

Telephone No.: ----- **Fax No.:** -----

Internet E-Mail Address: -----

Internet Website Address: -----

(b) **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:

N/A

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

32-003080813

Shared Tenant Services Application for American Utility Systems, Inc.

c. Complaints/Inquiries from customers:

Rialto Place – Carolyn Morrison*
Name: -----
Property Manager
Title: -----
100 Rialto Place
Address: -----
Melbourne, Florida 32901
City/State/Zip: -----
321-729-8888 Ext. 1 321-725-6315
Telephone No.: ----- **Fax No.:** -----
Internet E-Mail Address: -----
(none)
Internet Website Address: -----

(* which will be forwarded to American Utility Systems, billing system in use will be Nortel – Optivity Telephony Manager (OTM) software)

17. List the states in which the applicant:

(a) has operated as an interexchange telecommunications company.

None at the present time

(b) is certificated to operate as an interexchange telecommunications company.

Application is also being submitted at the present time.

(c) has been denied authority to operate as an interexchange telecommunications company and the circumstances involved.

No states have denied operation authority.

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

No regulatory penalties have ever been assessed

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

No civil court proceedings or circumstances that involve litigation.

Shared Tenant Services Application for American Utility Systems, Inc.

18. 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. If so, please provide explanation:

None

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.

None

19. Submit the following:

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

See attached.

B. 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 attached

C. Financial capability.

See attached

The application should contain the applicant's audited financial statements for the most recent three years. If the applicant does not have audited financial statements are true and correct and should include:

1. the balance sheet,
2. income statement, and
3. statement of retained earnings.

See attached

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.

Shared Tenant Services Application for American Utility Systems, Inc.

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

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

THIS PAGE MUST BE COMPLETED AND SIGNED

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 **\$50.00** 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.

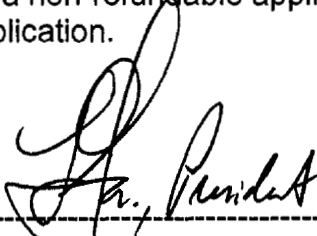
Utility Official:

Len Garvin

Print Name

President

Title



Signature

11/26/02

Date

Telephone No. 561- 852-1872 Ext. 307 Fax No. 561-477-3100
OR – 561-482-9446

Address: PO Box 970145-

Boca Raton, FL 33497-0145

THIS PAGE MUST BE COMPLETED AND SIGNED

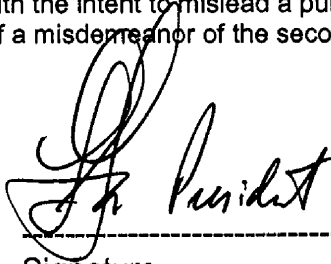
AFFADAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide interexchange telecommunications 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.

I will comply with all current and future Commission requirements regarding shared tenant services. I understand that I am required to pay a regulatory assessment fee (minimum of \$50.0 per calendar year) and pay gross receipts tax. Furthermore, I agree to keep the Commission advised of any changes I the names or addresses listed in the application within 10 days of the change.

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:
Len Garvin



Print Name

Signature

President

11/26/02

Title

Date

Telephone No. 561- 852-1872 Ext. 307 Fax No. 561-477-3100
OR - 561-482-9446

Address: PO Box 970145-

Boca Raton, FL 33497-0145

CERTIFICATE TRANSFER OR ASSIGNMENT STATEMENT

I, (Name) N/A—No Transfer or Assignment

(Title) _____

of (Name of Company) _____

and current holder of Florida Public Service Commission Certificate Number # _____

have reviewed this application and join in the petitioner's request for a:

transfer

assignment

of the above-mentioned certificate.

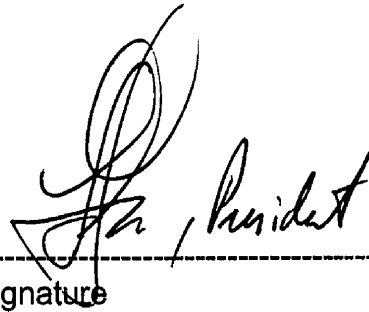
Utility Official:

Len Garvin

Print Name

President

Title


Signature

11/26/02

Date

Telephone No. 561- 852-1872 Ext. 307 Fax No. 561-477-3100
OR – 561-482-9446

Address: PO Box 970145-

Boca Raton, FL 33497-0145

CURRENT FLORIDA INTRASTATE SERVICES

Applicant **has** () or **has not** (X) previously provided intrastate telecommunications in Florida.

If the answer is **has**, fully describe the following:

a. What services have been provided and when did these services begin?

N/A --has not previously provided intrastate telecommunications in Florida

b. If the services are not currently offered, when were they discontinued?

N/A

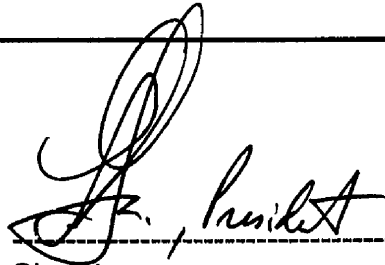
Utility Official:

Len Garvin

Print Name

President

Title



Signature

11/26/02

Date

Telephone No. 561- 852-1872 Ext. 307 Fax No. 561-477-3100
OR – 561-482-9446

Address: PO Box 970145-

Boca Raton, FL 33497-0145

American Utility Systems Application for Shared Tenant Services Application

Question 19

A. Managerial capability: Required information. Give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. The following are the key associates of American Utility Systems.

Mr. Len Garvin, President of American Utility Systems, Inc.

Education

Bachelors of Business Administration, Degree- Accounting Major, Finance Minor
Florida Atlantic University, Boca Raton, Florida - 1978
Utility Bill Auditing Certification 1991, American Institute Consumer Credit, Miami Florida

Work Experiences

1. Utility bill auditing, twelve (12) years, President of American Utility Bill Auditors, Inc.
2. Public CPA industry -Tax compliance & Fortune 500 and private accounting, thirteen (13) years
3. Chief Financial Officer, executive search firm, four (4) years

Professional Associates at Rialto Place

Mr. Michael Gotlib- Property Manager Rialto Place

Education and Work Experiences

Finance major and graduated from Florida State in 1999.
Since college and currently employed by Rudnick Development (owner of Rialto Place)
Mr. Gotlib's broad range of experiences in Real Estate management includes the coordination between vendors and tenants needs are established at specific properties.

Property Managers at Rialto Place, Melbourne Florida

Ms. Carolyn Morrison has been the onsite property manager for the last two and half years. Ms. Morrison's responsibilities include daily rapport with the tenants and all leasing and billing activities. Any billing questions, including this project will be directed to both property managers, with AUS overseeing the billing accuracy.

Mr. Robert Bruno - American Utility System – staff Auditor to provide analytical support

Education: Florida Atlantic University, BBA Accounting 1978

(24 years in Accounting, auditing and customer services)

Ms. Gail LoCascio- American Utility System - Administrative Assistant

(3 years administrator at American Utility Bill Auditors, Inc.)

Gail's will be the communication coordinator liaison between the Rialto daily requests or trouble ticket log coordinator. This position will track outstanding trouble tickets for the tenants, local provider (USLEC) and Communications and More, Inc. (Equipment Vendor). Her future role will be to broadcast the status of any pending problems in the queue via email and website.

American Utility Systems Application for Shared Tenant Services Application

B. 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.

The following information is provided from the vendor, which offers their technical experiences.

Communications and More, inc. (CMI) is our equipment vendor and will fully maintain the *Nortel Meridian 1 Option 11C Release 25* voice / data system switch. They also will have a physical presence at 100 Rialto Place, 7th floor as one of the executive suite tenants. In addition, CMI has their corporate location at 3701 NW 126th Ave Suite-B, Coral Springs, FL 33065. Their office number is (954) 755-9797. Fax number is (954) 341-4343. Their staff contains the following key personnel;

Cecilia L. Buckley: President of CMI

Retired from BellSouth with 30 years of Communication experience. Worked as an overseas long distance operator and they promoted her to the Customer Service Department as a Service Representative. She would provide the customers with solutions and alternatives with the different BellSouth products and equipment sales.

In 1977 she went to the Small Business Department her duties were to sale BellSouth equipment and provide Billing corrections, Billing collections, Sales of FX, WATS, and 800 lines. Cecilia was constantly # 1 in both sales of lines and equipment was honored quarterly for highest sales in the department.

In 1984 her job went to AT&T because of divestiture, she made Telemarketing calls to customers selling them WATS, Calling Cards, and 800 service, and Dial 1 Service. She achieved 100% commitment for AT&T on dial 1 on all the Spanish Speaking Small Business Nation Wide. AT&T honored her by making a mannequin of her in the Epcot Exhibit of AT&T where she can be seen and is in the history of Communications.

In 1987 she was offered a great opportunity to work for BellSouth again as an Account Executive Manager. This job required cold canvas calls as well as face-to-face visits, to determine what was the most cost effect solution for the customer. She achieved the number one spot in sales for all Five BellSouth States, and was given the exclusive territory of the Florida Keys. This was a very great honor and personal satisfaction for she effectively planned the marketing strategy and put all of her communications knowledge to work. Cecilia was so effective in the Keys that her results efforts were 3.5 million in revenue.

This is why she decided to start Communications and More Inc. in providing the total solutions to our business partners. She wanted to set the high standard and integrity that the two fortune 100 companies gave her all of her business carrier.

John P. Buckley: Director of Services:

The Vice President of Communications and More, worked for BellSouth 37 years and retired. John expertise is primarily with designing of circuits and testing digital data, analog data, Frame Relay, Basic Rate Isdn, Primary Rate Isdn, (Tested not only the circuits themselves but accessed central office switches, # 5ESS, DMS100, Seimens. His knowledge on re-engineering and redesigning the circuits, when necessary to meet the customer's requests are exceptional. He was responsible for the original Southeast Bank Network, the Willow Networks, and The Florida Lottery Circuits. John's excellent knowledge earn him the honor and responsibility to cut over and design the West Palm Beach 911 network to the DMS100 switch.

American Utility Systems Application for Shared Tenant Services Application

B. Technical capability—continued

Carlos Perez-Varela: Senior System Engineer

Educated at Boston University where he graduated in 1986 with a Bachelor in Science Majoring in Computer Science.

Employed 18 years for Nortel Networks Carlos has had numerous positions with Nortel. These are just a few of the jobs he has held Traffic Engineer, Installing Maintenance Mechanization, Sales Engineer, Manager in Spain and in Latin America.

While in Spain, he started the operations of Nortel Networks, which included training, supporting distribution channels. He was responsible to establish the Meridian portfolio of products into the Telecommunications authorities of Spain.

Carlos expanded his responsibility by introducing the Nortel enterprise to Puerto Rico, US Virgin Island and the Dominican Republic. Working on the Meridian Passport, Opt era Optical Networks, Per phonics Voice Recognition Portfolio and Captivity Virtual Private Network (VPN).

He has helped fortune 100 companies such General Federal, Price Waterhouse, Deloitte and Touché, State of New York, and New York City, Sony.

Lee Boyer: Vice President

Born and raised in Delaware, attended University of Delaware where he graduated with a Bachelor in Science majoring in Operational Management.

Worked as an independent consultant for 18 years doing sales teams training, cost analysis, motivational speaker, and he is also a certified paralegal, management system design. Lee worked with Atlantic Lucent Technologies in the sales department becoming the top sales person and was given a promotion to Branch Manager.

Moved to Florida to work with Ameritrend as Vice President of Sales. In this position he increased sales from 6 Million to 12 Million Dollars and grew the offices from 3 to 8 locations in Florida and Carolina.

Lee was responsible for winning the Diplomat Hotel that brought in 1.8 Million and he was also the person to bring and win the deal for the New York Yankees.

Communications and More was very privileged to have Lee, join and lead the major players in the Telecommunication as partners such as Nortel, Avaya, Lucent, Samsung and others.

Joe Hall: Vice President of Sales

Joe was born and raised in Delaware, and graduated from Delaware Technology College. He served in Vietnam and returned to Delaware to in bark on what would be a 20-year experience in the communications business world.

American Utility Systems Application for Shared Tenant Services Application

B. Technical capability—continued

Joe worked for Lucent Technologies as their Territory Manager. He would set goals for his sell force and would consistently meet over and over again his set revenue by Lucent Technologies.

Versed in all aspects of data, voice, cabling, and carrier services. Joe was recruited and offered a very job with Danka a subsidiary of parent Company Ameritrend to manage the South Florida Region.

His responsibilities include penetrating the market and bringing in new as well as maintaining the customer base. He was expected to hold training classes on Avaya equipment as well as leading his sales force.

He joined the Communications and More Inc group in July of 2002 .

Bob James: Senior Data Sales Engineer

Bob went to School here in Florida he graduated from the University of Florida with a degree in Industrial and Systems Engineering. He has over 19 years experience in the Communications industry, involved in all aspects of data, voice, video, and security for system integration. Bob is a BICSI Registered Communications Distribution Designer.

He is certified in Cisco, Siemon, Superior Modular, and he has trained and instructed and promoted the most effective and leading edge technologies involving fiber to the desk. Bob, can provide wireless LAN / WAN, IBM cabling, Category 6 and 7 cabling as well. Bob is an asset to our Company and he gets the job done in an extremely professional and high quality. This is very clear when you see the list of his clients. All of which are fortune 100 companies American Express, NASA, BellSouth, AT&T, Telemex, CTC, PRTC, Sonsomatic, and the State.

Pedro Silva- Director of Telecom Engineering

Born in Portugal and raised in South Florida. Attended ITT Technical Institute in Davie, Florida where he graduated with an Associate in Science majoring in Electronics Engineering Technology with honors.

Worked as a Senior Systems Engineer for Ameritrend Corporation in Pompano Beach, Florida. Worked with the design and implementation of multiple node networks with centralized voicemail using T1s, PRI, BRI, and Frame Relay on Avaya and NEC's PBXs

Pedro joined Communications and More as Senior Systems Engineer in February 2002. During this time he was instrumental in growing the business from Carrier Sales to an all solutions player in the telecommunication field gathering partnerships with Nortel, Avaya, Lucent, Bell South, Samsung Qwest, and others.

Pedro is also proficient in Spanish and Portuguese.

American Utility Systems Application for Shared Tenant Services Application

B .Technical capability—continued

James Boatright- Director of Information Technology

James is born and raised in South Florida. Attended Palm Beach Community College in Lake Worth, Florida where he graduated with an Associate Degree in Communications.

Worked as a Network Engineer for Quatum Resources in North Palm Beach, Florida. Worked with the installation, maintenance, and repair of the data network and its peripherals. He then worked for Compucom in Fort Lauderdale, Florida as a System Engineer in where he was part of the Beta Testing of AireTime, the company's service scheduling software and was recognized as top performing Compaq server/workstation repair engineer.

James was the Information Technology Manager for Ameritrend in Pompano Beach, Florida. Where he executed the Macola to MAS 9000 conversion and ACT 2000 rollout. He was recognized as the first Manager within the company to successfully manage both voice and data engineers.

James joined Communications and More as Senior Systems Engineer in February 2002. During this time he was instrumental in the introduction and implementation of voice and data installation procedures.

James is a Microsoft Certified System Engineer (MCSE), Microsoft Certified Professional (MCP+I) A+ Certified Service Technician as well as Samsung iDCS500 and the Samsung SVMi8.

American Utility Systems Application for Shared Tenant Services Application

C. Financial capability.

Required: This application should contain the applicant's audited financial statements for the most recent three years. If the applicant does not have audited 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.

American Utility Systems, Inc. was incorporated in September 2002. (see exhibit 3) Past financials are **not** available since the corporation has been recently established. Our goal is to grow and provide telecommunication and Internet services to Rialto Place tenants and other future Rudnick Development Inc. properties. We have projected telecom services with annual cash flows from our present tenant base, see exhibit 1. Our cash flow projections are based on at the present time, the executive suites which occupy the entire 7th floor and a few tenants on the 2nd floor. The Rialto Place building has approximately 40 other tenants in the building and additional opportunity to offer them phone service will be made once the executive suites system is in place.

Credit references, and descriptions of business relationships with financial institutions.

American Utility Systems, Inc. maintains its financial records with Salomon Smith Barney, inc. office, located at 1000 E. Hallandale Beach Blvd, Hallandale FI 33009. Branch Number 800-624-0263.

AUS's financial Consultant is, Mr. Michael Bulhack. His office number is 954-457-1500. He has managed American Utility Bill Auditors, inc. premier account for over 10 years and established the new account for American Utility Systems, Inc.

Rialto Place, Ltd. a *customer credit application for business* is attached that was presented to USLEC and was approved and is labeled, exhibit # 4. Please note that rental leases generate over \$2,100,000 a year at this location. We have included a picture of this real estate location.

American Utility Systems Application for Shared Tenant Services Application

1. A written explanation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.

American Utility Systems, (AUS) who will be managing this project at 100 Rialto Place in Melbourne and possibly other Rudnick Development properties are committed to providing excellent and trouble free telecommunication services, inclusive of Internet, voice conferencing to all its tenants throughout the building.

A projected annual income statement is attached, **see exhibit #1**. Since the tenants will be obtaining the services along with their monthly leasing obligation, monthly cash flow projections are very accurate because floor occupancy is currently between 90-100% occupied; due to the strong need for a class A executive suites in the area, we expect this trend to continue.

To make our telecommunication services more attractive, we will be billing our services at a **10% rate lower** than the various other presently billed local services obtaining business grade service, see our **exhibit #2** and proposed tariff rate sheet. Over the last three (3) month period, we have set up conference meetings with the tenants and explained to them our goals and intentions of upgrading the telecommunication services, along with reducing their monthly costs and making securing and eliminating access to the phone room. Presently the tenants needed to obtain their own local and long distance services on their own. Our worksheets demonstrate the 10% savings and the base to each tenant. We felt this was the most equitable way to offer pricing since each tenant had different programs and existing rates.

By the initial offering of services on only the executive suite 7th floor and part of the 2nd floor only that projected income after payments for the three (3) T-1's from USLEC, to be approximately **\$96,500.00** annually. Once the 7th and 2nd floor services are completely installed, which include approximately **39** different tenants, then the rest of the building will be offered the internet and telecommunication services.

Both American Utility Systems (AUS) and Rudnick Development will be obtaining a 50% share of the equipment at time of final install. Each party has contributed equally in the deposit stage of the equipment purchase. AUS will be administering the monthly billing and have individually introduced the **10%** savings reduction arrangement to the tenants. Each tenant is pleased to obtain lower monthly costs, in local services, long distance inclusive of intra lata and interstate cost per minute pricing. The tenants also will be saving on the extra expenses that are commonly incurred by access fees that are presently charged between the local and long distance companies. USLEC **does not charge** for these costs so our tenants will benefit from these lower costs. There will be **no lease or equipment payment** made to the vendor after installation, since the system will be **fully paid**. Therefore there will be no difficulty in meeting our minimum costs (USLEC 3-T's) to provide the services to our tenants.

In addition to the phone service, we are planning to offer to the tenant's remote terminal services, whereby the tenant can have the option to utilities his home desktop computer and log into a community server in the building without having to commute to the executive suite. Our tenants are excited for these innovated Internet services, along with the lower cost for telecommunication services.

2. A written explanation that the applicant has sufficient financial capability to maintain the requested service.

Presently our tenant lease commitment level is over 95% occupied. American Utility Systems only financial obligation will be 50% of the USLEC 3 T-1's, or approximately \$1,147.20 per month, (Rialto Place will pay the other 50%) which will cause **no financial hardship** in this very positive cash flow project.

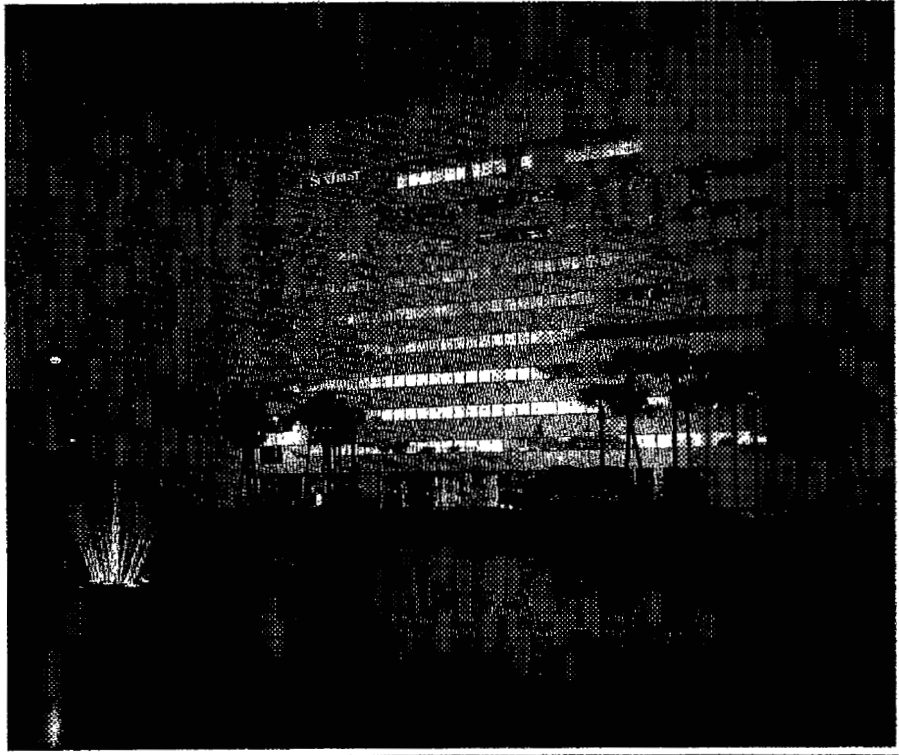
American Utility Systems Application for Shared Tenant Services Application

C. Financial capability. —Continued

Once new lease space becomes available, we will offer set prices to new outside tenants. Again these prices are set in our tariff. In addition we provide corporate ID programs, which allow answering services, and meeting room availability. The conference room calling with the new switch will allow bridge internally and externally. Our switch allows for video conferencing capabilities, which at this time is being surveyed if the tenants our outside market interest would allow for these services. At the time of application the response has been very favorable and will be considered in the second stage of the install.

3. **A written explanation** that the applicant has sufficient financial capability to met its lease or ownership obligations.

Based on the financial projections and stability from the tenant leases, we believe that the stream of income from this project will not create financial difficulty in providing monthly services. At this time our tenant base and the continued demand for executive suite space in the Melbourne area is at a very high level. Our services at this time, will be exclusively for the tenants at Rialto Place. We project again see **exhibit #1** based on our interviews and review of their local billing and 10% savings that we are offering, that Rialto Place will receive revenue of **\$10,333.85** per month. Our monthly cost for providing this service will be paid to USLEC in the amount of **\$2,294.40**. Our estimated profit before submitting taxes to the state of Florida is **\$8,039.45** per month. Taxes will be submitted on a timely basis. Equipment will be owned outright and no leases are associated with the equipment.



RIALTO

P L A C E

Tenant'S Identified as #'s	Rialto Price for services at a 10% discount Phones, lines, internet and taxes	Current provider costs	Internet	Annual Savings projected	# of handsets	# of Phone Lines	
Tenant 1	\$ 36.00	\$ 40.01					
Tenant 2	\$ 51.62	\$ 57.35		\$ 48.01			
Tenant 3	\$ 35.52	\$ 39.46		\$ 68.82	0	1	Corp ID
Tenant 4	\$ 35.52	\$ 39.46		\$ 47.36	0	1	717
Tenant 5	\$ 38.23	\$ 42.48		\$ 47.36	0	1	Corp ID
Tenant 6	\$ 35.52	\$ 39.46		\$ 50.98	0	1	732
Tenant 7	\$ 35.52	\$ 39.46		\$ 47.36	0	1	Corp Id
Tenant 8	\$ 133.67	\$ 148.53		\$ 47.36	0	1	Corp ID
Tenant 9	\$ 138.98	\$ 154.42		\$ 178.23	1	1	732
Tenant 10	\$ 65.61	\$ 95.13		\$ 185.31	1	1	732
Tenant 11	\$ 177.98	\$ 197.75	\$ 50.00	\$ 114.15	0	1	732
Tenant 12	\$ 133.86	\$ 148.74	\$ 50.00	\$ 237.30	0	2	703
Tenant 13	\$ 227.64	\$ 252.93	\$ 55.00	\$ 178.48	0	2	726
Tenant 14	\$ 255.22	\$ 283.58		\$ 303.52	1	2	728
Tenant 15	\$ 206.42	\$ 229.36		\$ 340.30	1	2	718
Tenant 16	\$ 209.87	\$ 233.19		\$ 275.23	1	2	712
Tenant 17	\$ 259.32	\$ 288.13		\$ 279.63	1	2	741
Tenant 18	\$ -	\$ -		\$ 345.76	1	2	756
Tenant 19	\$ -	\$ -		\$ -	1	2	706
Tenant 20	\$ 217.76	\$ 241.95		\$ 290.34	1	0	747- NOT RENEWING
Tenant 21	\$ -	\$ -		\$ -	0	2	757
Tenant 22	\$ 167.88	\$ 188.18	\$ 75.00	\$ 223.41	3	3	754- NOT RENEWING
Tenant 23	\$ 272.50	\$ 302.78		\$ 263.33	1	3	752- requesting internet
Tenant 24	\$ 273.76	\$ 273.76		\$ 328.51	1	3	720
Tenant 25	\$ 235.57	\$ 261.74		\$ 314.09	1	3	751
Tenant 26	\$ 246.69	\$ 274.10		\$ 328.92	1	3	736
Tenant 27	\$ 253.47	\$ 281.64		\$ 337.97	1	3	753
Tenant 28	\$ 217.76	\$ 231.93		\$ 278.31	0	3	713
Tenant 29	\$ 317.56	\$ 352.84		\$ 423.41	2	3	719- TENANT NOT RENEWING
Tenant 30	\$ 389.31	\$ 321.46		\$ 365.75	2	3	730
Tenant 31	\$ 332.28	\$ 389.20		\$ 443.05	2	3	711
Tenant 32	\$ 354.67	\$ 394.08		\$ 472.89	2	3	748 / 749
Tenant 33	\$ 213.94	\$ 237.72		\$ 265.26	2	4	737 / 738 / 739 / 742
Tenant 34	\$ 339.41	\$ 377.12		\$ 452.54	2	4	743/745
Tenant 35	\$ 397.78	\$ 441.98		\$ 530.38	3	4	750
Tenant 36	\$ 598.73	\$ 665.26		\$ 798.31	7	4	733
Tenant 37	\$ 358.20	\$ 398.00		\$ 477.60	2	4	215
Tenant 38	\$ 540.94	\$ 601.05		\$ 721.26	2	5	709 / 710 / 721 / 727 / 746 / 758
Tenant 39	\$ 630.10	\$ 700.11		\$ 840.13	8	6	722/723
Tenant 40	\$ 451.07	\$ 501.19		\$ 601.43	2	6	760 / 761
Tenant 41	\$ 488.18	\$ 542.42		\$ 650.90	2	7	212
Tenant 42	\$ 1,127.71	\$ 1,253.01		\$ 1,503.62	2	7	707
Projected Monthly revenue	\$10,333.85	\$11,441.61			9	8	724 / 725
US LEC MONTHLY COST	\$2,294.40		\$13,729.94	60	14		702 / 704 / 705 / 715 / 755
Projected Net Profit	\$8,039.45						
PROJECTED ANNUAL	\$96,473.43						

EXHIBIT #1

**Electronic Articles of Incorporation
For**

P02000099632
FILED
September 13, 2002
Sec. Of State

AMERICAN UTILITY SYSTEMS, INC.

The undersigned incorporator, for the purpose of forming a Florida profit corporation, hereby adopts the following Articles of Incorporation:

Article I

The name of the corporation is:

AMERICAN UTILITY SYSTEMS, INC.

Article II

The principal place of business address:

7040 W. PALMETTO PK. RD.
#2412
BOCA RATON, FL. 33433

The mailing address of the corporation is:

PO BOX 970145
BOCA RATON, FL. 334971045

Article III

The purpose for which this corporation is organized is:

ANY AND ALL LAWFUL BUSINESS.

Article IV

The number of shares the corporation is authorized to issue is:

100

Article V

The name and Florida street address of the registered agent is:

ADAM G HEFFNER ESQ
1900 NW CORPORATE BLVD.
SUITE 300- WEST BLDG
BOCA RATON, FL. 33431

(Exhibit #3)

I certify that I am familiar with and accept the responsibilities of registered agent.

P02000099632
FILED
September 13, 2002
Sec. Of State

Registered Agent Signature: ADAM HEFFNER

Article VI

The name and address of the incorporator is:

LEN GARVIN
PO BOX 970145
BOCA RATON, FL 33497-1045

Incorporator Signature: LEN GARVIN

(Exhibit # 3)

US LEC OF FLORIDA INC.

CUSTOMER CREDIT APPLICATION FOR BUSINESSES

Date of Application: 9/26/02

Important: All applicable information (front and back) must be completed in its entirety. Please print clearly and legibly to help ensure accurate and timely processing. When used herein, the term "Company" means the legal entity that owns the business that has requested service from US LEC of Florida Inc.

General Company Information

Legal Company Name: Rialto LTD (the "Company")

Type of Entity: Partnership Sole Proprietor Corporation Limited Liability Company Other

Dun & Bradstreet Number:

Other trade name(s): DBA: Years in Business: yrs. mos.

Fed. Tax ID: 54-198870 Number of Employees: 6 Real Income Annual Sales: \$ 2,100,000

Physical Street Address (no PO Box numbers please): 100 Rialto Place Suite 700

City: Melbourne State: FL Zip: 32901 How long? yrs. mos.

Contact Person: Michael Gottis Phone: (321) 727-8888 Fax: (321) 727-3275

Previous Address:

City: State: Zip: How long? yrs. mos.

Do you own or lease the building in which you are located? (please check one) Own Lease

Principal of the Company

(If Sole owner or Partnership, please complete the section below. Use additional pages if necessary.)

I hereby authorize US LEC of Florida Inc. to use the information provided below to obtain a consumer credit report, and I understand that my creditworthiness may be considered when making a decision whether to provide services to the Company on credit.

Principal name: Signature:

Title or Position: Phone: ()

Social Security Number: Year of Birth:

Residential Street Address:

City: State: Zip:

Address of Parent Company Information

(If you would like us to consider the credit of an affiliated Company,

(Exhibit #4)

please complete the section below. Use additional pages if necessary.)

Affiliated or Parent Company: _____

Address: _____

Contact Name: _____ Title: _____ Phone: () _____

Trade References

Company Name: Thyssen Krupp Elevator

Address: P.O. Box 520217 Miami, FL 33152

Contact: _____ Title: _____ Phone: (800) 683-8883

Bank References (Please provide the name of the bank which maintains your business checking account.)

Bank Name: AmSouth Bank Phone: (321) 25-4397

Address: 950 S. Mollo Blvd.

City: Melbourne State: FL Zip: 32101

Business Checking Account Number(s): **REDACTED**

US LEC OF FLORIDA INC. RESERVES THE RIGHT TO REQUEST A COPY OF THE COMPANY'S MOST RECENT FINANCIAL STATEMENT AND/OR REMITTANCE PORTION OF THE INVOICE FROM THE PREVIOUS OR CURRENT TELECOMMUNICATIONS CARRIER.

I understand that the information contained to this application is for the purpose of obtaining credit in connection with the provision by US LEC of Florida Inc. of telecommunication services. I hereby certify that I am an officer of the Company named on the front page of this application, that I am duly authorized to provide the information contained herein on behalf of the Company, and that the information contained herein is true and correct to the best of my knowledge. I hereby authorize US LEC of Florida Inc. to obtain credit information from any credit bureau or other investigative agency pertaining to the credit and financial responsibility of the Company. I further understand as a result of this credit review, that the Company may be required to submit a deposit or a guaranty(ies) of related parties in order to use the services of US LEC of Florida Inc.

Elito LTD.
Company Name

Michael Corbis, President Property Management
Type or Print Name and Title of Owner or Officer

x [Signature] 2/20/02
Authorized Signature Date

(Exhibit #4)