

090369-TX

Lance J.M. Steinhart, P.C.  
Attorney At Law  
1720 Windward Concourse  
Suite 115  
Alpharetta, Georgia 30005

RECEIVED-FPSC  
09 JUL 15 PM 2:11  
COMMISSION  
CLERK

Also Admitted in New York  
and Maryland

Telephone: (770) 232-9200  
Facsimile: (770) 232-9208  
Email: lsteinhart@telecomcounsel.com

July 13, 2009

**VIA OVERNIGHT DELIVERY**

Florida Public Service Commission  
Ann Cole, Commission Clerk  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850  
(850) 413-6770

Check received with filing and forwarded  
to Fiscal for deposit. Fiscal to forward  
deposit information to Records.

Initials of person who forwarded check

Re: Linkup Telecom, Inc.

To Whom It May Concern:

Enclosed please find one original and six (6) copies of Linkup Telecom, Inc.'s (Linkup) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$400.00 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 this matter, please do not hesitate to call me. Thank you for your attention to this matter.

- COM \_\_\_\_\_
- ECR \_\_\_\_\_
- GCL \_\_\_\_\_
- OPC \_\_\_\_\_
- RCP** \_\_\_\_\_
- SSC \_\_\_\_\_
- SGA \_\_\_\_\_
- ADM \_\_\_\_\_
- CLK \_\_\_\_\_

Enclosures  
cc: Michelle Hendrix

Sincerely,

Lance J.M. Steinhart, Esq.  
Attorney for Linkup Telecom, Inc.

DISTRIBUTION CENTER  
09 JUL 15 AM 10:07

DOCUMENT NUMBER-DATE  
07141 JUL 15 09  
FPSC-COMMISSION CLERK

**FLORIDA PUBLIC SERVICE COMMISSION**  
**DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**  
**APPLICATION FORM**  
**for**  
**AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE**  
**TELECOMMUNICATIONS COMPANY SERVICE**  
**WITHIN THE STATE OF FLORIDA**

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**Instructions**

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission**  
**Division of the Commission Clerk and Administrative Services**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission**  
**Division of Competitive Markets and Enforcement**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6600**

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 rather than apply for a new certificate.

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

2. Name of company: Linkup Telecom, Inc.

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

4. Official mailing address:

Street/Post Office Box: 293 N. Cherrypop Drive  
City: Inverness  
State: Florida  
Zip: 34453

5. Florida address:

Street/Post Office Box:  
City:  
State:  
Zip:

6. Structure of organization:

Individual  
 Foreign Corporation  
 General Partnership  
 Other,

Corporation  
 Foreign Partnership  
 Limited Partnership

7. **If individual**, provide:

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

8. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: P09000013698

10. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is:

11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:

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

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

14. Provide **F.E.I. Number**(if applicable): 26-4316599

15. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Lance J.M. Steinhart  
Title: Regulatory Counsel  
Street name & number: 1720 Windward Concourse, Suite 115  
Post office box:  
City: Alpharetta  
State: Georgia  
Zip: 30005  
Telephone No.: 770-232-9200  
Fax No.: 770-232-9208  
E-Mail Address: lsteinhart@telecomcounsel.com  
Website Address:

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

Name: Michelle Hendrix  
Title: President  
Street name & number: 293 N. Cherrypop Drive  
Post office box:  
City: Inverness  
State: Florida  
Zip: 34453  
Telephone No.: (352) 726-5139  
Fax No.: (352) 726-5139  
E-Mail Address: michelle@mylinkuptelecom.com  
Website Address: www.mylinkuptelecom.com

(c) Complaints/Inquiries from customers:

Name: Michelle Hendrix  
Title: President  
Street/Post Office Box: 293 N. Cherrypop Drive  
City: Inverness  
State: Florida  
Zip: 34453  
Telephone No.: (888) 312-5313  
Fax No.: (352) 726-5139  
E-Mail Address: michelle@mylinkuptelecom.com  
Website Address: www.mylinkuptelecom.com

**16. List the states in which the applicant:**

(a) has operated as a Competitive Local Exchange Telecommunications Company.

None

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

None.

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

None

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.

None

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

None

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

None

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

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

None

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

None

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

None

18. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

(b) Technical capability: resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

(c) Financial Capability: applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

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

**Note:** This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide competitive local exchange telecommunications company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "**Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083.**"

**Company Owner or Officer**

Print Name: Michelle Hendrix  
Title: President  
Telephone No.: (352) 726-5139  
E-Mail Address: (352) 726-5139

Signature: Michelle Hendrix

Date: 6/9/09



## **LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

## **FINANCIAL INFORMATION**

8:39 AM  
05/22/09  
Cash Basis

**Linkup Telecom, Inc.**  
**Balance Sheet**  
As of May 22, 2009

	<u>May 22, 09</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
105 - Operating Bank Account	27,244.69
<b>Total Checking/Savings</b>	<u>27,244.69</u>
<b>Total Current Assets</b>	<u>27,244.69</u>
<b>TOTAL ASSETS</b>	<u><u>27,244.69</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
3000 - Opening Bal Equity	40,000.00
Net Income	-12,755.31
<b>Total Equity</b>	<u>27,244.69</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>27,244.69</u></u>

**Linkup Telecom, Inc.**  
**Profit & Loss Forecast**  
 January through December 2010

	Jan '10	Feb '10	Mar '10	Apr '10	May '10	Jun '10	Jul '10	Aug '10	Sep '10	Oct '10	Nov '10	Dec '10	TOTAL 2010-2010
<b>Ordinary Income/Expense</b>													
<b>Income</b>													
801 - Sales	80,000.00	80,000.00	100,000.00	110,000.00	120,000.00	130,000.00	140,000.00	150,000.00	160,000.00	170,000.00	180,000.00	190,000.00	1,820,000.00
<b>Total Income</b>	<b>80,000.00</b>	<b>80,000.00</b>	<b>100,000.00</b>	<b>110,000.00</b>	<b>120,000.00</b>	<b>130,000.00</b>	<b>140,000.00</b>	<b>150,000.00</b>	<b>160,000.00</b>	<b>170,000.00</b>	<b>180,000.00</b>	<b>190,000.00</b>	<b>1,820,000.00</b>
<b>Cost of Goods Sold</b>													
701 - Cost of Goods Sold	32,000.00	36,000.00	40,000.00	44,000.00	48,000.00	52,000.00	56,000.00	60,000.00	64,000.00	68,000.00	72,000.00	76,000.00	648,000.00
<b>Total COGS</b>	<b>32,000.00</b>	<b>36,000.00</b>	<b>40,000.00</b>	<b>44,000.00</b>	<b>48,000.00</b>	<b>52,000.00</b>	<b>56,000.00</b>	<b>60,000.00</b>	<b>64,000.00</b>	<b>68,000.00</b>	<b>72,000.00</b>	<b>76,000.00</b>	<b>648,000.00</b>
<b>Gross Profit</b>	<b>48,000.00</b>	<b>44,000.00</b>	<b>60,000.00</b>	<b>66,000.00</b>	<b>72,000.00</b>	<b>78,000.00</b>	<b>84,000.00</b>	<b>90,000.00</b>	<b>96,000.00</b>	<b>102,000.00</b>	<b>108,000.00</b>	<b>114,000.00</b>	<b>672,000.00</b>
<b>Expenses</b>													
884 - Advertising/Promotion	2,800.00	2,500.00	3,000.00	3,000.00	3,000.00	3,500.00	3,500.00	4,000.00	4,000.00	4,500.00	4,500.00	5,000.00	43,000.00
880 - Bank Charges	200.00	200.00	300.00	300.00	400.00	400.00	500.00	500.00	500.00	500.00	500.00	500.00	4,500.00
882 - Billing Software	1,000.00	1,500.00	2,000.00	2,500.00	3,000.00	3,500.00	4,000.00	4,500.00	5,000.00	5,500.00	6,000.00	6,500.00	45,000.00
872 - Card/Label Fees	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	9,000.00
870 - Computer Equipment Charges	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,000.00
808 - Interest Costs	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
804 - Insurance Expense	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
718 - Office Expense	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	3,000.00
826 - Payroll Expenses	8,000.00	8,500.00	9,000.00	9,500.00	9,500.00	10,000.00	10,000.00	10,500.00	11,000.00	11,500.00	11,500.00	12,000.00	117,000.00
824 - Postage	1,500.00	2,000.00	2,500.00	3,000.00	3,000.00	4,000.00	4,500.00	5,000.00	5,500.00	6,000.00	6,500.00	7,000.00	41,000.00
828 - Rent	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	3,600.00
840 - Taxes Incurred	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	48,000.00
842 - Travel Expenses	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
846 - Utilities	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
<b>Total Expense</b>	<b>20,850.00</b>	<b>22,850.00</b>	<b>25,000.00</b>	<b>27,111.00</b>	<b>28,280.00</b>	<b>31,600.00</b>	<b>33,840.00</b>	<b>35,825.00</b>	<b>38,145.00</b>	<b>40,220.00</b>	<b>41,880.00</b>	<b>43,885.00</b>	<b>380,101.00</b>
<b>Ordinary Income</b>	<b>27,150.00</b>	<b>21,150.00</b>	<b>34,974.00</b>	<b>38,889.00</b>	<b>42,717.00</b>	<b>48,397.00</b>	<b>50,160.00</b>	<b>54,175.00</b>	<b>57,855.00</b>	<b>61,770.00</b>	<b>66,120.00</b>	<b>70,025.00</b>	<b>581,899.00</b>
<b>Net Income</b>	<b>27,150.00</b>	<b>21,150.00</b>	<b>34,974.00</b>	<b>38,889.00</b>	<b>42,717.00</b>	<b>48,397.00</b>	<b>50,160.00</b>	<b>54,175.00</b>	<b>57,855.00</b>	<b>61,770.00</b>	<b>66,120.00</b>	<b>70,025.00</b>	<b>581,899.00</b>

**Linkup Telecom, Inc.**  
**Profit & Loss Forecast**  
 January through December 2009

	Jan 09	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	TOTAL Jan - Dec 09
<b>Ordinary Income/Expense</b>													
Income													
851 - Sales						15,000.00	20,000.00	30,000.00	40,000.00	50,000.00	60,000.00	70,000.00	280,000.00
<b>Total Income</b>						15,000.00	20,000.00	30,000.00	40,000.00	50,000.00	60,000.00	70,000.00	280,000.00
Cost of Goods Sold													
701 - Cost of Goods Sold						7,000.00	13,000.00	18,100.00	24,000.00	30,000.00	35,250.00	44,850.00	174,000.00
<b>Total COGS</b>						7,000.00	13,000.00	18,100.00	24,000.00	30,000.00	35,250.00	44,850.00	174,000.00
<b>Gross Profit</b>						8,000.00	7,000.00	11,900.00	16,000.00	20,000.00	24,750.00	25,150.00	106,000.00
Expense													
854 - Advertising/Promotion						500.00	500.00	500.00	1,000.00	1,500.00	2,000.00	2,000.00	8,000.00
860 - Bank Charges						300.00	300.00	300.00	300.00	300.00	300.00	300.00	3,000.00
865 - Billing Software						500.00	500.00	500.00	500.00	500.00	500.00	500.00	5,000.00
872 - Credit/Debit Fees						750.00	750.00	750.00	750.00	750.00	750.00	750.00	7,500.00
873 - Computer Equipment Charges						250.00	250.00	250.00	250.00	250.00	250.00	250.00	2,500.00
883 - Internet Costs						250.00	250.00	250.00	250.00	250.00	250.00	250.00	2,500.00
904 - Telephone Expense						200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,000.00
818 - Office Expense						250.00	250.00	250.00	250.00	250.00	250.00	250.00	2,500.00
820 - Payroll Expense						5,000.00	5,000.00	5,000.00	7,000.00	7,000.00	8,000.00	8,000.00	48,000.00
834 - Postage						50.00	50.00	50.00	50.00	50.00	50.00	50.00	500.00
828 - Rent						300.00	300.00	300.00	300.00	300.00	300.00	300.00	3,000.00
940 - Taxes Incurred						(622.00)	(622.00)	150.00	500.00	500.00	1,300.00	1,300.00	3,194.00
842 - Travel Expense						25.00	25.00	25.00	25.00	25.00	25.00	25.00	250.00
845 - Utilities						200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,000.00
<b>Total Expense</b>						7,000.00	8,697.00	8,878.00	11,880.00	12,750.00	15,676.00	16,576.00	84,280.00
<b>Net Ordinary Income</b>						(500.00)	(2,197.00)	1,022.00	2,017.00	8,250.00	9,074.00	8,574.00	21,820.00
<b>Net Income</b>	0.00	0.00	0.00	0.00	0.00	(500.00)	(2,197.00)	1,022.00	2,017.00	8,250.00	9,074.00	8,574.00	20,901.00

## **MANAGEMENT INFORMATION**

**Michelle F. Hendrix**  
**293 N. Cherry Pop Drive**  
**Inverness, FL 34453**  
**(352) 726-5139 home**  
**(352) 302-2664 cell**  
**ahendrix@tampabay.rr.com**

**Profile**-----

**Motivated, personable business professional with multiple skills** and a 6 year track record of profitable small business ownership. Talent for quickly mastering technology. Diplomatic and tactful with professionals and non-professionals at all levels. Accustomed to handling sensitive, confidential records. Demonstrated history of producing accurate, timely reports for audits and reviews.

**Objective**-----

My objective is to pursue a new but challenging career in the Telecommunications Industry. I am accustomed to handling accurate, But timely reports for audits and time sensitive material and I excel in customer service.

**Flexible and versatile – able to maintain a sense of humor under pressure.** Poised and competent with demonstrated ability to easily transcend cultural differences. Thrive in deadline-driven environments. Excellent team-building skills.

**Skills Summary**-----

Project Management	Computer Savvy	Accounting/Bookkeeping
Report Preparation	Customer Service	Front Office Operations
Written Correspondence	Scheduling	Professional Presentations
General Office Skills	Marketing & Sales	Medical/Surgical Assistant

**Professional Experience & Employment History**-----

Linkup Telecom Inc.

2008-Present

Responsibilities include: Business planning, acquisition of a new capitol, and organization of a new company. Duties include managing and overseeing marketing, accounting, and sales departments to ensure efficient and effective use of all sources.

A.J. Hendrix Builders, Inc.  
2005-Present

Manage all aspects of day-to-day operations as a corporate officer of a General contracting company.

Suncoast Dermatology & Skin  
Surgery Center  
2000-2005

Medical / surgical assistant. Handled all aspects of patient care.

Dr. Robert Brockett

Medical/surgical assistant for maxillofacial surgeon. Handled all Aspects of patient care.

Nationwide Insurance  
(Regional Office-Gainesville, FL)

Data processor of policies, claims, litigation.

**Education**

---

Santa Fe Community College  
Vanguard High School

**References provided upon request.**



**STATEMENT OF FINANCIAL CAPABILITY**  
**Linkup Telecom, Inc.**

Applicant 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 Applicant's stated financial capability, copies of its Balance Sheet as of May 22, 2009, and its Profit and Loss Forecast from January through December 2009 and 2010 are attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.

LINKUP TELECOM INC.  
293 N CHERRY POP DR.  
INVERNESS, FL 34453-7973


63-462/631  
2111135901

1003

DATE 6/10/09

© DELIVER WALLET OR DUPLICATE

PAY TO THE ORDER OF Florida Public Service Commission | \$ 400.<sup>00</sup>  
four hundred and 00/100 DOLLARS

 Security Features  
Included.  
Details on Back.

**BRANNEN**  
• B A N K •

"Your Hometown Bank"

MEMO

Michelle J. Hendrix MP



SPECIALTY UNIT