

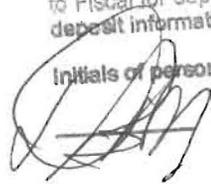
090456-TX

CLEC APPLICATION  
FOR  
Discount Phone Services, INC.

3140 Ashmonte Drive  
LAND O LAKES, FL 34638

to Fiscal for deposit. If you forward  
deposit information to Records.

Initials of person who forwarded check



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

*Price list forwarded -*

*Renay*

09 SEP 23 AM 11:01  
DISTRIBUTION CENTER

DOCUMENT NUMBER-DATE  
9828 SEP 23 8  
FPSC-COMMISSION CLERK

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# EXHIBIT 1

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: Discount Phone Services, Inc.

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

N/A

4. Official mailing address:

Street/Post Office Box: 3140 Ashmonte Dr.  
City: Land O Lakes  
State: FL  
Zip: 34638

5. Florida address:

Street/Post Office Box: 3140 Ashmonte Dr.  
City: Land O Lakes  
State: FL  
Zip: 34638

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: P09000064204

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

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): 27-0653524

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

(a) The application:

Name: Michael P. Kirinsky  
Title: President  
Street name & number: 3140 Ashmonte Dr.  
Post office box:  
City: Land O Lakes  
State: FL  
Zip: 34638  
Telephone No.: 813-949-1116  
Fax No.: 813-909-4891  
E-Mail Address: kirinskys2@verizon.net  
Website Address:

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

Name: Same as above  
Title:  
Street name & number:  
Post office box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

(c) Complaints/Inquiries from customers:

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

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.

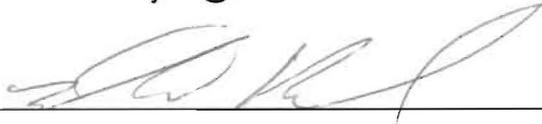
**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide competitive local 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: Michael P Kirinsky  
Title: President  
Telephone No.: 813-949-1116  
E-Mail Address: kirinskys2@verizon.net

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

9-21-09

## EXHIBIT 2

# State of Florida



## Department of State

I certify from the records of this office that DISCOUNT PHONE SERVICES, INC. is a corporation organized under the laws of the State of Florida, filed on July 29, 2009.

The document number of this corporation is P09000064204.

I further certify that said corporation has paid all fees due this office through December 31, 2009, and its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capitol, this the  
Twentieth day of August, 2009



CR2EO22 (01-07)

  
Kurt S. Browning  
Secretary of State

**Electronic Articles of Incorporation  
For**

P09000064204  
FILED  
July 29, 2009  
Sec. Of State  
rdunlap

DISCOUNT PHONE SERVICES, 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:

DISCOUNT PHONE SERVICES, INC.

**Article II**

The principal place of business address:

3140 ASHMONTE DR.  
LAND O LAKES, FL. 34638

The mailing address of the corporation is:

3140 ASIIMONTE DR.  
LAND O LAKES, FL. 34638

**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:

2000 SHARES ISSUED @ .01 PAR VALUE

**Article V**

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

PEGGY COTE  
24814 S.R. 54  
LUTZ, FL. 33559

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

**P09000064204**  
**FILED**  
**July 29, 2009**  
**Sec. Of State**  
rdunlap

Registered Agent Signature: PEGGY COTE

### **Article VI**

The name and address of the incorporator is:

INCORPORATETIME.COM, INC.  
173 N. MAIN STREET, SUITE 400

SAYVILLE, NY 11782

Incorporator Signature: KERRY WALSH

### **Article VII**

The initial officer(s) and/or director(s) of the corporation is/are:

Title: D/P  
MICHAEL T KIRINSKY  
3140 ASHMONTE DR.  
LAND O LAKES, FL. 34638

Title: T/S  
MICHAEL T KIRINSKY  
3140 ASHMONTE DR.  
LAND O LAKES, FL. 34638

## EXHIBIT 3

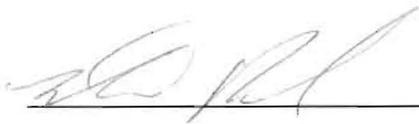
## Letter of Commitment

September 21, 2009

RE: Capital Commitment for Discount Phone Services, Inc.

To Whom It May Concern:

I, Michael P. Kirinsky commit to provide \$75,000 in working capital as well as my time and expertise for All American Telecom, Inc. These funds will be distributed as needed and will come primarily from our other private investments. This money will be loaned in the form of a note with interest to be set at time of disbursement.



---

Michael P. Kirinsky, President



---

Date

## EXHIBIT 4

## **Company Summary**

Discount Phone Services, Inc. will provide prepaid telecommunications services throughout the United States. Having established a co-op advertising partnership agreement with Money Gram and Authorize.net credit card services, Discount Phone Services, Inc. will promote its prepaid home dial tone product as a solution to those customers needing a home phone line but lacking the financial capability to obtain the line through traditional sources; i.e. Ma & Baby Bell's. In keeping with the agreement with the vendors mentioned above, Discount Phone Services, Inc. will direct its customers to any Money Gram location to pay for continued monthly service as our first month is absolutely free with no deposit, or activation fees. We do not charge activation fees to our customers. The government enacted a universal program that states everyone in America should be able to receive affordable phone service. This program is called lifeline and Link up. This provides the customer with a 13.50 credit to there already low cost phone service. To qualify for this program they must be able to provide proof that they receive this benefit.

Discount Phone Services, Inc. will launch a full scale direct marketing advertising campaign utilizing television, print, transit, and radio media's. A direct mail campaign will also be utilized once a substantial customer base has been established to encourage friends, family and acquaintances of Discount Phone Services customers to activate their home phone service with Discount Phone Services. We do reward our customers that refer new clients to us by giving them and additional month free for having referred a new activation.

It is the goal of Discount Phone Services, Inc., to provide its customers the highest quality, most reliable effortless products in the marketplace. The following products will be offered by Discount Phone Services, Inc.:

- Prepaid Home Dial Tone Service in Eastern United States (where currently licensed)
- Prepaid Long Distance Services

## **Company Ownership**

Discount Phone Services, Inc. was created as a Florida Corporation based in Pasco County, owned by its principal investors and principal operators.

## **Company Locations and Facilities**

Discount Phone Services, Inc. is located at 3140 Ashmonte Dr. Land O Lakes, FL 34638.

## **MISSION**

Discount Phone Services, Inc. will offer reliable prepaid telecommunications products throughout the Eastern United States.

It is the mission of the Company to provide the highest level of customer service and product quality to its financially disadvantaged customers. The company will provide a dependable and efficient prepaid product line while promoting customer retention through it's partnership with Western Union Swiftpay. Through this unique partnership, the company will offer a trouble-free and uncomplicated method for the customer to make monthly payments to retain there prepaid services on a consistent basis without interruption.

## **EXECUTIVE SUMMARY**

Discount Phone Services, Inc. formed in 2009 as a prepaid telecommunications company will provide specialized telecommunications products & services to a niche market within the eastern United States. This extensive and lucrative market consists of customers who are in need of products such as residential local dial tone, long distance, internet and cellular services. The customers within these markets are unable to subscribe to these services through traditional sources due to bad credit or lack of funds required for a large deposit. Offering a solution for this customer base, Discount Phone Services will provide these services through a non traditional avenue; prepaid home dial tone, prepaid long distance, prepaid internet and prepaid cellular.

## **Financial Plan**

Growth will be financed through monthly cash flow and revenues. While this growth & funding plan may require slower growth than is attainable per our aggressive marketing & sales strategy, Discount Phone Services, Inc, believes this will position the company more solidly for the future. It is the goal of the Company to acquire a customer base which will slowly, but surely, become its best selling & marketing tools.

The company believes a happy and committed customer base, however long it takes to create that base, will far out way the allure of an immediate, unprofitable and unorganized growth pattern which has proven to be the death of many prepaid telecommunications companies.

## **Projected Profit and Loss**

Our projected profit and loss is shown on the following table. The Company becomes profitable by January 2011.

## **Services**

Discount Phone Services, Inc. will offer residential prepaid dial tone, long distance, internet and wireless services. Each service will be provided with individual pricing plans and feature options.

Residential Dial Tone services will provide unlimited access to local calling areas as well as optional features such as, call waiting, call forwarding, three-way calling, speed dial, call return, call block, repeat dial and caller id.

Long Distance services will offer the customer the ability to prepay for long distance service at competitive rates. This service will allow the customer to manage or budget a block of long distance time every month.

Internet Services will allow the customer unlimited access to the internet as well as personalized email address.

Wireless Services will be provided based on service area availability. Discount Phone Services, Inc. will offer a nationwide prepaid product that will give free long distance, free roaming, free voice mail, free activation, and free caller id.

**Income Statement / Balance Sheet / Cash Flow**

|                              | May '09            | June '09        | July '09        | Aug '09         | Sept '09        | Oct '09         | Nov '09         | Dec '09         |
|------------------------------|--------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Assets</b>                |                    |                 |                 |                 |                 |                 |                 |                 |
| Cash                         | \$ 75,000          | \$ 67,259       | \$ 64,958       | \$ 67,215       | \$ 73,574       | \$ 82,516       | \$ 93,031       | \$ 106,536      |
| Reserves                     |                    | \$ -            | \$ -            | \$ 451          | \$ 1,723        | \$ 3,512        | \$ 5,615        | \$ 8,316        |
| Equipment                    | \$ 25,000          | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       |
| Total Assets                 | \$ 100,000         | \$ 92,259       | \$ 89,958       | \$ 92,666       | \$ 100,298      | \$ 111,028      | \$ 123,645      | \$ 139,852      |
| <b>Liabilities</b>           |                    |                 |                 |                 |                 |                 |                 |                 |
| Note Payable - Equip         | \$ 100,000         | \$ 100,000      | \$ 100,000      | \$ 100,000      | \$ 100,000      | \$ 98,907       | \$ 97,657       | \$ 96,266       |
| Total Liabilities            | \$ 100,000         | \$ 100,000      | \$ 100,000      | \$ 100,000      | \$ 100,000      | \$ 98,907       | \$ 97,657       | \$ 96,266       |
| <b>Retained Earnings</b>     |                    |                 |                 |                 |                 |                 |                 |                 |
| Monthly Change +/-           |                    | \$ (7,741)      | \$ (2,301)      | \$ 2,708        | \$ 7,631        | \$ 11,823       | \$ 13,868       | \$ 17,598       |
| Total Equity                 | \$ -               | \$ (7,741)      | \$ (10,042)     | \$ (7,334)      | \$ 298          | \$ 12,120       | \$ 25,988       | \$ 43,586       |
| <b>Sales</b>                 |                    |                 |                 |                 |                 |                 |                 |                 |
| Customers                    | 1                  | \$ 268          | \$ 507          | \$ 723          | \$ 918          | \$ 1,093        | \$ 1,250        | \$ 1,392        |
| Gross Revenue \$ (Avg)       | \$ 20              | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           |
| Total Gross Revenue Sales    | \$ 20              | \$ 5,351        | \$ 10,150       | \$ 14,468       | \$ 18,354       | \$ 21,852       | \$ 25,000       | \$ 27,834       |
| <b>Admin Expense</b>         |                    |                 |                 |                 |                 |                 |                 |                 |
| Administration               | \$ 3,500 17500.00% | \$ 3,500 65.40% | \$ 3,500 34.48% | \$ 3,500 24.19% | \$ 4,500 24.52% | \$ 4,500 20.59% | \$ 4,500 18.00% | \$ 4,500 16.17% |
| Advertising                  | \$ 2,000 10000.00% | \$ 2,000 37.37% | \$ 2,000 19.71% | \$ 2,000 13.82% | \$ 2,000 10.90% | \$ 2,000 9.15%  | \$ 2,000 8.00%  | \$ 2,000 7.19%  |
| General Office               | \$ 500 2500.00%    | \$ 500 9.34%    | \$ 500 4.93%    | \$ 500 3.46%    | \$ 500 2.72%    | \$ 500 2.29%    | \$ 500 2.00%    | \$ 500 1.80%    |
| Total Expenses               | \$ 6,000           | \$ 6,000        | \$ 6,000        | \$ 6,000        | \$ 7,000        | \$ 7,000        | \$ 7,000        | \$ 7,000        |
| <b>Office Expense</b>        |                    |                 |                 |                 |                 |                 |                 |                 |
| Rent                         | \$ 300 1500.00%    | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ 1,500 6.86%  | \$ 1,500 6.00%  | \$ 1,500 5.39%  |
| Bonus                        | \$ - 0.00%         | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      |
| Electric                     | \$ 75 375.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ 250 1.14%    | \$ 250 1.00%    | \$ 250 0.90%    |
| Phones                       | \$ 500 2500.00%    | \$ 500 9.34%    | \$ 500 4.93%    | \$ 500 3.46%    | \$ 500 2.72%    | \$ 500 2.29%    | \$ 500 2.00%    | \$ 500 1.80%    |
| Other Overhead               | \$ 500 2500.00%    | \$ 500 9.34%    | \$ 500 4.93%    | \$ 500 3.46%    | \$ 500 2.72%    | \$ 500 2.29%    | \$ 500 2.00%    | \$ 500 1.80%    |
| Payroll Taxes                | \$ 385 1925.00%    | \$ 385 7.19%    | \$ 385 3.79%    | \$ 385 2.66%    | \$ 495 2.70%    | \$ 495 2.27%    | \$ 495 1.98%    | \$ 495 1.78%    |
| Misc                         | \$ 1 5.00%         | \$ 268 5.00%    | \$ 507 5.00%    | \$ 723 5.00%    | \$ 918 5.00%    | \$ 1,093 5.00%  | \$ 1,250 5.00%  | \$ 1,392 5.00%  |
| Equipment Payment            | \$ - 0.00%         | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ 1,093 5.00%  | \$ 1,250 5.00%  | \$ 1,392 5.00%  |
| Total Office Expense         | \$ 1,761           | \$ 1,653        | \$ 1,892        | \$ 2,108        | \$ 2,413        | \$ 4,338        | \$ 4,495        | \$ 4,637        |
| <b>Total Monthly Expense</b> | \$ 7,761           | \$ 7,653        | \$ 7,892        | \$ 8,108        | \$ 9,413        | \$ 11,338       | \$ 11,495       | \$ 11,637       |
| <b>Net Profit / Loss \$</b>  | \$ (7,741)         | \$ (2,301)      | \$ 2,257        | \$ 6,840        | \$ 8,942        | \$ 10,515       | \$ 13,505       | \$ 18,197       |
| <b>Net Profit / Loss %</b>   | -38705.0%          | -2301%          | 2222%           | 410%            | 437%            | 481%            | 540%            | 582%            |

\*\*\*\*Notes

Cost of Customer Acquisition \$ 7.50

| Jan '10         | Feb '10         | Mar '10         | Apr '10         | May '10         | June '10        | July '10        | Aug '10         | Sept '10        |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| \$ 122,733      | \$ 140,243      | \$ 159,932      | \$ 181,584      | \$ 205,002      | \$ 230,010      | \$ 256,447      | \$ 284,172      | \$ 313,056      |
| \$ 11,555       | \$ 15,057       | \$ 18,995       | \$ 23,325       | \$ 28,009       | \$ 33,010       | \$ 38,298       | \$ 43,843       | \$ 49,620       |
| \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       |
| \$ 159,288      | \$ 180,300      | \$ 203,927      | \$ 229,910      | \$ 258,011      | \$ 288,020      | \$ 319,745      | \$ 353,015      | \$ 387,676      |
| \$ 94,746       | \$ 93,113       | \$ 91,375       | \$ 89,545       | \$ 87,631       | \$ 85,642       | \$ 83,585       | \$ 81,468       | \$ 79,295       |
| \$ 94,746       | \$ 93,113       | \$ 91,375       | \$ 89,545       | \$ 87,631       | \$ 85,642       | \$ 83,585       | \$ 81,468       | \$ 79,295       |
| \$ 20,956       | \$ 22,645       | \$ 25,365       | \$ 27,812       | \$ 30,015       | \$ 31,998       | \$ 33,782       | \$ 35,388       | \$ 36,833       |
| \$ 64,542       | \$ 87,187       | \$ 112,552      | \$ 140,365      | \$ 170,380      | \$ 202,378      | \$ 236,160      | \$ 271,548      | \$ 308,381      |
| \$ 1,519        | \$ 1,634        | \$ 1,737        | \$ 1,830        | 1914            | 1989            | 2057            | 2118            | 2173            |
| \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           |
| \$ 30,384       | \$ 32,679       | \$ 34,744       | \$ 36,603       | \$ 38,276       | \$ 39,782       | \$ 41,137       | \$ 42,357       | \$ 43,454       |
| \$ 5,500 18.10% | \$ 5,500 16.83% | \$ 5,500 15.83% | \$ 5,500 15.03% | \$ 5,500 14.37% | \$ 5,500 13.83% | \$ 5,500 13.37% | \$ 5,500 12.98% | \$ 5,500 12.66% |
| \$ 2,000 6.58%  | \$ 2,000 6.12%  | \$ 2,000 5.76%  | \$ 2,000 5.46%  | \$ 2,000 5.23%  | \$ 2,000 5.03%  | \$ 2,000 4.86%  | \$ 2,000 4.72%  | \$ 2,000 4.60%  |
| \$ 500 1.65%    | \$ 500 1.53%    | \$ 500 1.44%    | \$ 500 1.37%    | \$ 500 1.31%    | \$ 500 1.26%    | \$ 500 1.22%    | \$ 500 1.18%    | \$ 500 1.15%    |
| \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        |
| \$ 1,500 4.94%  | \$ 1,500 4.59%  | \$ 1,500 4.32%  | \$ 1,500 4.10%  | \$ 1,500 3.92%  | \$ 1,500 3.77%  | \$ 1,500 3.65%  | \$ 1,500 3.54%  | \$ 1,500 3.45%  |
| \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      |
| \$ 250 0.82%    | \$ 250 0.77%    | \$ 250 0.72%    | \$ 250 0.68%    | \$ 250 0.65%    | \$ 250 0.63%    | \$ 250 0.61%    | \$ 250 0.59%    | \$ 250 0.58%    |
| \$ 500 1.65%    | \$ 500 1.53%    | \$ 500 1.44%    | \$ 500 1.37%    | \$ 500 1.31%    | \$ 500 1.26%    | \$ 500 1.22%    | \$ 500 1.18%    | \$ 500 1.15%    |
| \$ 500 1.65%    | \$ 500 1.53%    | \$ 500 1.44%    | \$ 500 1.37%    | \$ 500 1.31%    | \$ 500 1.26%    | \$ 500 1.22%    | \$ 500 1.18%    | \$ 500 1.15%    |
| \$ 605 1.99%    | \$ 605 1.85%    | \$ 605 1.74%    | \$ 605 1.65%    | \$ 605 1.58%    | \$ 605 1.52%    | \$ 605 1.47%    | \$ 605 1.43%    | \$ 605 1.39%    |
| \$ 1,519 5.00%  | \$ 1,634 5.00%  | \$ 1,737 5.00%  | \$ 1,830 5.00%  | \$ 1,914 5.00%  | \$ 1,989 5.00%  | \$ 2,057 5.00%  | \$ 2,118 5.00%  | \$ 2,173 5.00%  |
| \$ 1,519 5.00%  | \$ 1,634 5.00%  | \$ 1,737 5.00%  | \$ 1,830 5.00%  | \$ 1,914 5.00%  | \$ 1,989 5.00%  | \$ 2,057 5.00%  | \$ 2,118 5.00%  | \$ 2,173 5.00%  |
| \$ 4,874        | \$ 4,989        | \$ 5,092        | \$ 5,185        | \$ 5,269        | \$ 5,344        | \$ 5,412        | \$ 5,473        | \$ 5,528        |
| \$ 12,874       | \$ 12,989       | \$ 13,092       | \$ 13,185       | \$ 13,269       | \$ 13,344       | \$ 13,412       | \$ 13,473       | \$ 13,528       |
| \$ 17,510       | \$ 19,690       | \$ 21,652       | \$ 23,418       | \$ 25,007       | \$ 26,438       | \$ 27,725       | \$ 28,884       | \$ 29,927       |
| 57.6%           | 60.3%           | 62.5%           | 64.0%           | 65.3%           | 66.5%           | 67.4%           | 68.2%           | 68.9%           |

| Oct '10         | Nov '10         | Dec '10         | Jan '11         | Feb '11         | Mar '10         | Apr '11         | May '11         | June '11        |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| \$ 342,983      | \$ 373,848      | \$ 405,557      | \$ 438,027      | \$ 471,181      | \$ 504,951      | \$ 539,275      | \$ 574,098      | \$ 609,370      |
| \$ 55,605       | \$ 61,778       | \$ 68,120       | \$ 74,614       | \$ 81,245       | \$ 87,999       | \$ 94,864       | \$ 101,828      | \$ 108,882      |
| \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       | \$ 25,000       |
| \$423,588       | \$460,626       | \$498,677       | \$537,641       | \$577,426       | \$ 617,950      | \$ 659,139      | \$ 700,926      | \$ 743,252      |
| \$ 77,073       | \$ 74,806       | \$ 72,500       | \$ 70,157       | \$ 67,782       | \$ 65,378       | \$ 62,948       | \$ 60,493       | \$ 58,018       |
| \$ 77,073       | \$ 74,806       | \$ 72,500       | \$ 70,157       | \$ 67,782       | \$ 65,378       | \$ 62,948       | \$ 60,493       | \$ 58,018       |
| \$ 38,134       | \$ 39,305       | \$ 40,358       | \$ 41,306       | \$ 42,160       | \$ 42,928       | \$ 43,619       | \$ 44,241       | \$ 44,801       |
| \$346,515       | \$385,820       | \$426,178       | \$467,484       | \$509,644       | \$ 552,572      | \$ 596,191      | \$ 640,433      | \$ 685,234      |
| 2222            | 2267            | 2307            | 2343            | 2375            | 2404            | 2430            | 2454            | 2475            |
| \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           | \$ 20           |
| \$ 44,442       | \$ 45,331       | \$ 46,131       | \$ 46,852       | \$ 47,500       | \$ 48,083       | \$ 48,608       | \$ 49,081       | \$ 49,506       |
| \$ 5,500 12.38% | \$ 5,500 12.13% | \$ 5,500 11.92% | \$ 5,500 11.74% | \$ 5,500 11.58% | \$ 5,500 11.44% | \$ 5,500 11.31% | \$ 5,500 11.21% | \$ 5,500 11.11% |
| \$ 2,000 4.50%  | \$ 2,000 4.41%  | \$ 2,000 4.34%  | \$ 2,000 4.27%  | \$ 2,000 4.21%  | \$ 2,000 4.16%  | \$ 2,000 4.11%  | \$ 2,000 4.07%  | \$ 2,000 4.04%  |
| \$ 500 1.13%    | \$ 500 1.10%    | \$ 500 1.08%    | \$ 500 1.07%    | \$ 500 1.05%    | \$ 500 1.04%    | \$ 500 1.03%    | \$ 500 1.02%    | \$ 500 1.01%    |
| \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        | \$ 8,000        |
| \$ 1,500 3.38%  | \$ 1,500 3.31%  | \$ 1,500 3.25%  | \$ 1,500 3.20%  | \$ 1,500 3.16%  | \$ 1,500 3.12%  | \$ 1,500 3.09%  | \$ 1,500 3.06%  | \$ 1,500 3.03%  |
| \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      | \$ - 0.00%      |
| \$ 250 0.56%    | \$ 250 0.55%    | \$ 250 0.54%    | \$ 250 0.53%    | \$ 250 0.53%    | \$ 250 0.52%    | \$ 250 0.51%    | \$ 250 0.51%    | \$ 250 0.50%    |
| \$ 500 1.13%    | \$ 500 1.10%    | \$ 500 1.08%    | \$ 500 1.07%    | \$ 500 1.05%    | \$ 500 1.04%    | \$ 500 1.03%    | \$ 500 1.02%    | \$ 500 1.01%    |
| \$ 500 1.13%    | \$ 500 1.10%    | \$ 500 1.08%    | \$ 500 1.07%    | \$ 500 1.05%    | \$ 500 1.04%    | \$ 500 1.03%    | \$ 500 1.02%    | \$ 500 1.01%    |
| \$ 605 1.36%    | \$ 605 1.33%    | \$ 605 1.31%    | \$ 605 1.29%    | \$ 605 1.27%    | \$ 605 1.26%    | \$ 605 1.24%    | \$ 605 1.23%    | \$ 605 1.22%    |
| \$ 2,222 5.00%  | \$ 2,267 5.00%  | \$ 2,307 5.00%  | \$ 2,343 5.00%  | \$ 2,375 5.00%  | \$ 2,404 5.00%  | \$ 2,430 5.00%  | \$ 2,454 5.00%  | \$ 2,475 5.00%  |
| \$ 2,222 5.00%  | \$ 2,267 5.00%  | \$ 2,307 5.00%  | \$ 2,343 5.00%  | \$ 2,375 5.00%  | \$ 2,404 5.00%  | \$ 2,430 5.00%  | \$ 2,454 5.00%  | \$ 2,475 5.00%  |
| \$ 5,577        | \$ 5,622        | \$ 5,662        | \$ 5,698        | \$ 5,730        | \$ 5,759        | \$ 5,785        | \$ 5,809        | \$ 5,830        |
| \$ 13,577       | \$ 13,622       | \$ 13,662       | \$ 13,698       | \$ 13,730       | \$ 13,759       | \$ 13,785       | \$ 13,809       | \$ 13,830       |
| \$ 30,865       | \$ 31,710       | \$ 32,470       | \$ 33,154       | \$ 33,770       | \$ 34,324       | \$ 34,823       | \$ 35,272       | \$ 35,676       |
| 69.4%           | 70.0%           | 70.3%           | 70.8%           | 71.1%           | 71.4%           | 71.6%           | 71.9%           | 72.1%           |

| July '11   |            | Aug '11    |            | Sept '11   |            |
|------------|------------|------------|------------|------------|------------|
| \$ 645,046 |            | \$ 681,085 |            | \$ 717,451 |            |
| \$ 116,018 |            | \$ 123,225 |            | \$ 130,499 |            |
| \$ 25,000  |            | \$ 25,000  |            | \$ 25,000  |            |
|            | \$ 786,063 |            | \$ 829,310 |            | \$ 872,950 |
| \$ 55,524  |            | \$ 53,012  |            | \$ 50,485  |            |
|            | \$ 55,524  |            | \$ 53,012  |            | \$ 50,485  |
| \$ 45,305  |            | \$ 45,759  |            | \$ 46,167  |            |
|            | \$ 730,539 |            | \$ 776,298 |            | \$ 822,465 |
| 2494       |            | 2512       |            | 2527       |            |
| \$ 20      |            | \$ 20      |            | \$ 20      |            |
|            | \$ 49,889  |            | \$ 50,233  |            | \$ 50,543  |
| \$ 5,500   | 11.02%     | \$ 5,500   | 10.95%     | \$ 5,500   | 10.88%     |
| \$ 2,000   | 4.01%      | \$ 2,000   | 3.98%      | \$ 2,000   | 3.96%      |
| \$ 500     | 1.00%      | \$ 500     | 1.00%      | \$ 500     | 0.99%      |
|            | \$ 8,000   |            | \$ 8,000   |            | \$ 8,000   |
| \$ 1,500   | 3.01%      | \$ 1,500   | 2.99%      | \$ 1,500   | 2.97%      |
| \$ -       | 0.00%      | \$ -       | 0.00%      | \$ -       | 0.00%      |
| \$ 250     | 0.50%      | \$ 250     | 0.50%      | \$ 250     | 0.49%      |
| \$ 500     | 1.00%      | \$ 500     | 1.00%      | \$ 500     | 0.99%      |
| \$ 500     | 1.00%      | \$ 500     | 1.00%      | \$ 500     | 0.99%      |
| \$ 605     | 1.21%      | \$ 605     | 1.20%      | \$ 605     | 1.20%      |
| \$ 2,494   | 5.00%      | \$ 2,512   | 5.00%      | \$ 2,527   | 5.00%      |
| \$ 2,494   | 5.00%      | \$ 2,512   | 5.00%      | \$ 2,527   | 5.00%      |
|            | \$ 5,849   |            | \$ 5,867   |            | \$ 5,882   |
|            | \$ 13,849  |            | \$ 13,867  |            | \$ 13,882  |
| \$ 36,039  |            | \$ 36,367  |            | \$ 36,661  |            |
| 7/2/11     |            | 7/2/11     |            | 7/2/11     |            |

## EXHIBIT 5

3140 Ashmonte Dr.  
Land O Lakes, FL 34638

PH: (813) 949-1116  
Email: kirinskys2@verizon.net

# Michael P. Kirinsky Jr.

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**Objective & Profile** Being a goal setter and master achiever enables me to fullfull personal goals as well as produce financial profits. Presently seeking to open an alternate Communication Company which will also create new jobs within the community. Communicate effectively with individuals/groups/teams, at all levels. Background in Public Service; experienced as an Operations Manager and logical thinker. Analyze and understand business goals with a great desire to excel. Excellent work ethic and integrity. A natural Leader.

## **Experience**

1999-Present

### **Retired**

- Volunteer within local community year round.

1988-1999 Department of Corrections Crans., RI

### **State of RI Corrections Officer**

- Ensured the safety of the Public, Fellow Officers and Offenders.

Responsibilities included managing hundreds of inmates at any given time while also offering them leadership and motivation to rehabilitate their lives.

## **References**

Will respectfully follow upon request.

## EXHIBIT 6

# Discount Phone Services, Inc.

## **Technical Capacity**

We are contracting with two companies that have in excess of 15 years of Telecommunications experience. Lost Key Telecom and Database Engineer's assists Discount Phone Services in provisioning orders, least cost pricing, customer service processes, telecom accounting procedures, back office software and development, OSS Services, promotional and dispute submittals, call data reporting, PMAPS Audits, USAC Audits, regulatory compliance, contract negotiation and long distance purchasing consulting. Discount Phone Services has enlisted the expertise of a proven accounting firm that has been servicing the business community for over 40 years. The principle and officers of Discount Phone Services are college educated with several years of business experience.

9116 Lantern Oak Way  
Land O Lakes, Florida 34638  
Phone: 813.310.8080 Fax: 813.929.0880