

State of Florida



# Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD  
TALLAHASSEE, FLORIDA 32399-0850

**-M-E-M-O-R-A-N-D-U-M-**

RECEIVED-FPSC  
APR 17 PM 3:02  
COMMISSION CLERK

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**DATE:** April 17, 2012  
**TO:** Ann Cole, Commission Clerk, Office of Commission Clerk  
**FROM:** Kiwanis L. Curry, Regulatory Analyst III, Division of Regulatory Analysis  
**RE:** Docket No. 120035-TX

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Please add the attached to the docket file.

DOCUMENT NUMBER DATE  
02354 APR 17 2012  
FPSC-COMMISSION CLERK

**Kiwanis Curry**

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**From:** Brenda Kincaid [bkincaid@summit-broadband.com]  
**Sent:** Friday, March 30, 2012 2:29 PM  
**To:** Kiwanis Curry  
**Subject:** (BULK) Additional Information Requested for Dais Communications  
**Importance:** Low  
**Attachments:** Fcst for CLEC.XLSX; Revised Question #17 - Dais Communications.pdf

Good Afternoon Kiwanis,

I have attached financial projections for Dais. Per our discussion, the company was just formed at the end 2011, therefore, there is no financial history and you requested projections instead.

I've also attached a revised answer to question 17 stating that Richard Parady and I are officers of both Dais Communications and Summit Broadband. While the two companies do have duplicates in employees, they are not at the corporate officer level of Dais.

Please let me know if you need any additional information.

Thanks,

**Brenda Kincaid**

Director Human Resources  
Corporate Secretary  
Phone: 407.996.6251 ▲ Fax: 407.996.6252

**SUMMIT****BROADBAND**

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4/17/2012

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.

An affiliated company, Orlando Telephone Company, Inc. (TX038)

(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.

*Richard Paroly and Brenda Kincaid are also officers of Orlando Telephone Company, Inc. is an affiliate of Dais Communications, LLC*

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.

*Dais was formed in December, 2011 therefore there are no financial statements available.*

**Dais Communications, LLC**  
**Projected Statement of Income and Operations**

	<u>FYE 2012</u>	<u>FYE 2013</u>	<u>FYE 2014</u>	<u>FYE 2015</u>	<u>FYE 2016</u>
Revenue	121,072	657,374	1,502,348	2,722,445	4,055,711
Direct Costs	41,656	251,888	548,043	954,053	1,384,423
Gross Margin	<u>79,416</u>	<u>405,486</u>	<u>954,305</u>	<u>1,768,392</u>	<u>2,671,288</u>
Total Operating Expenses	69,198	247,802	487,737	841,748	1,169,784
EBITDA	<u>10,218</u>	<u>157,684</u>	<u>466,568</u>	<u>926,644</u>	<u>1,501,504</u>
Depreciation	79,772	192,448	268,155	428,009	527,063
Net Income	<u>(69,554)</u>	<u>(34,764)</u>	<u>198,413</u>	<u>498,635</u>	<u>974,441</u>