

**FLORIDA PUBLIC SERVICE COMMISSION
OFFICE OF TELECOMMUNICATIONS**

COMMISSION
CLERK

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**APPLICATION FORM
FOR
AUTHORITY TO PROVIDE TELECOMMUNICATIONS COMPANY SERVICE
WITHIN THE STATE OF FLORIDA**

130159-TX

Instructions

- A. This form is used as an application for an original certificate and for approval of transfer of an existing certificate. In the case of a transfer, the information provided shall be for the 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 one copy of this form along with a non-refundable application fee of **\$500.00** to:

**Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770**

- E. A filing fee of **\$500.00** is required for the transfer of an existing certificate to another company.
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission
Office of Telecommunications
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

COM _____
 AFD _____
 APA _____
 ECO _____
 ENG _____
 GCL _____
 IDM _____
 TEL _____
 CLK NG

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.

2. Name of company: TerraNovaNet, Inc.

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

TerraNovaNet, Inc.

4. Official mailing address:

Street/Post Office Box: PO Box 3031

City: Key Largo

State: FL

Zip: 33037

5. Florida address:

Street/Post Office Box: PO Box 3031

City: Key Largo

State: FL

Zip: 33037

6. Structure of organization:

- Individual
- Foreign Corporation
- General Partnership
- Other, please specify:

- Corporation
- Foreign Partnership
- Limited Partnership

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

Initials of person who forwarded check:



If individual, provide:

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

7. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: P06000133062
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
9. **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:
10. **If a limited liability partnership**, please provide proof of registration to operate in Florida. The Florida Secretary of State registration number is:
11. **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: _____

12. **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:

13. Provide **F.E.I. Number**: 47-0803411

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

(a) The application:

Name: Travis Mikalson
Title: President
Street Name & Number:
Post Office Box: PO Box 3031
City: Key Largo
State: FL
Zip: 33037
Telephone No.: 305 453-4011 x101
Fax No.: 305 451-5991
E-Mail Address: bofh@terranova.net
Website Address: www.terranova.net

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

Name: Travis Mikalson
Title: President
Street Name & Number:
Post Office Box: PO Box 3031
City: Key Largo
State: FL
Zip: 33037
Telephone No.: 305 453-4011 x101
Fax No.: 305 451-5991
E-Mail Address: bofh@terranova.net
Website Address: www.terranova.net

(c) Where will you officially designate as your place of publicly publishing your schedule (a/k/a tariffs or price lists)?

- Florida Public Service Commission
- Website – Website address: www.terranova.net
- Other – Please provide address:

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

N/A

(b) has applications pending to be certificated as a telecommunications company.

N/A

(c) is certificated to operate as a telecommunications company.

N/A

(d) has been denied authority to operate as a telecommunications company and the circumstances involved.

N/A

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

N/A

(f) has been involved in civil court proceedings with another telecommunications entity, and the circumstances involved.

N/A

16. Have any of the officers, directors, or any of the ten largest stockholders 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. Yes No

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates). Yes No

If yes, provide explanation and list the certificate holder and certificate number.
Travis Mikalson is also President of Terra Nova Telecom, Inc. TX791

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company. Yes No

If yes, give name of company and relationship. If no longer associated with company, give reason why not. *Travis Mikalson is also President of Terra Nova Telecom, Inc. TX791.*

17. Submit the following:

(a) **Managerial capability:** resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(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. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(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: *It is the applicant's burden to demonstrate that it possesses adequate managerial capability, technical capability, and financial capability. Additional supporting information can be supplied at the discretion of the applicant.*

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 telecommunications company 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 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.**"

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name: Travis Mikalson
Title: President
Telephone No.: 305 453-4011
E-Mail Address: bofh@terranova.net

Signature: Travis N Mikalson Date: 5/27/13

Travis N Mikalson

438 Lime Dr, Key Largo, FL 33037 • Home: (305) 453-7001 • Fax: (305) 453-2900 • travis@tntelecom.net

Telecommunications Executive / Telecommunications Infrastructure Engineer

Established Long-Standing Professional Reputation for Service Reliability and Customer Excellence

Professional Profile

A telecommunications professional with more than 16 years of experience operating telecommunications companies. Skilled in business administration, engineering telecommunications infrastructure as well as enterprise and carrier network infrastructure design, build-out, repair and maintenance.

Qualifications Summary

- Telephony Systems Deployment • Carrier-Grade Core Telephony Infrastructure Design
- IP Network Engineering • Server Systems Administration (BSD, Linux, Windows, Solaris)
- Desktop and Server Systems Build and Repair • Commtrain-certified Tower Climber
- Sales and Marketing • Customer Relations • Project Management
- Purchasing and Vendor Management • Business Strategic Management

Experience

Founder/President/CTO, TerraNovaNet, Inc., Key Largo, FL – 1996 to Present

President, Terra Nova Telecom, Inc., Bradenton, FL – 2009 to Present



P.O. Box 3031 • Key Largo Florida 33037
Telephone 305.453.4011 • Facsimile 305.451.5991
<http://www.TerraNova.Net> • support@terranova.net
faster is better

May 27, 2013

I, Travis Mikalson, hereby swear that the following facts are true:

1. The enclosed financial reports for TerraNovaNet, Inc. are true and correct to the best of my knowledge.
2. TerraNovaNet, Inc. does not have audited financial statements.

Travis N Mikalson
Travis N Mikalson
President
TerraNovaNet, Inc

TNN Communications

. . . 21st Century Technical Services

2:16 PM
05/21/13
Accrual Basis

TerraNovaNet
Summary Balance Sheet
As of May 21, 2013

	<u>May 21, 13</u>
ASSETS	
Current Assets	
Checking/Savings	48,523.88
Accounts Receivable	11,693.46
Other Current Assets	20,872.95
Total Current Assets	<u>81,090.29</u>
Fixed Assets	226,821.10
Other Assets	35,891.90
TOTAL ASSETS	<u>343,803.29</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	7,918.28
Other Current Liabilities	51.38
Total Current Liabilities	<u>7,969.66</u>
Long Term Liabilities	173,231.76
Total Liabilities	<u>181,201.42</u>
Equity	162,601.87
TOTAL LIABILITIES & EQUITY	<u>343,803.29</u>

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05/22/13
Accrual Basis

TerraNovaNet
Account QuickReport
As of May 21, 2013

Type	Date	Amount	Balance
Retained Earnings			(10,307.74)
Closing Entry	12/31/2010	10,590.98	283.24
General Journal	12/31/2011	(7,881.08)	(7,597.84)
Closing Entry	12/31/2011	21,645.18	14,047.34
Closing Entry	12/31/2012	74,287.44	88,334.78
Total Retained Earnings		98,642.52	88,334.78
TOTAL		98,642.52	88,334.78

TerraNovaNet
Profit & Loss by Class
 January 1, 2010 through May 21, 2013

	Unclassified	TOTAL
Ordinary Income/Expense		
Income		
Hotspot Access	3,951.88	3,951.88
Sales		
Access	380,378.03	380,378.03
AccessSetup	6,450.00	6,450.00
AccessStartup	98.23	98.23
Administration Fee	172.62	172.62
Amazon.com	3,433.15	3,433.15
Backup	252.85	252.85
Business Access	168,222.22	168,222.22
Business Bundles		
Access/Voice	17,537.81	17,537.81
Access/Voice/Fax	47,039.76	47,039.76
Business Bundles - Other	395.00	395.00
Total Business Bundles	64,972.57	64,972.57
Dedicated Access	162,912.05	162,912.05
Domain	47,816.32	47,816.32
Domain Mirror	620.00	620.00
Hard/Software Sales	5,295.07	5,295.07
Hosting	1,050.00	1,050.00
Labor	83,313.50	83,313.50
Late Fee	8,014.97	8,014.97
Miscellaneous	736.34	736.34
Network Installations	26,265.29	26,265.29
Residential Bundles	10,114.87	10,114.87
Server Colocation	41,000.00	41,000.00
VoIP-Business	42,506.61	42,506.61
VoIP-Residential	30,336.74	30,336.74
VoIP Installation-Business	1,663.25	1,663.25
VoIP Installation-Residential	568.00	568.00
Website Design	275.00	275.00
Sales - Other	437,785.38	437,785.38
Total Sales	1,524,253.06	1,524,253.06
Total Income	1,528,204.94	1,528,204.94
Cost of Goods Sold		
Cost of Goods Sold		
DSL Circuits	77,507.35	77,507.35
DSL Installations	2,048.65	2,048.65
DSL Local Loop	5,324.00	5,324.00
DSL Repairs	37.50	37.50
Hardware	33,918.91	33,918.91
Infrastructure		
Connectivity	134,431.66	134,431.66
Customer Frames	212.50	212.50
digital terminal	7,980.00	7,980.00
Tower Leases	39,390.47	39,390.47
Infrastructure - Other	4,060.99	4,060.99
Total Infrastructure	186,075.62	186,075.62
InterNIC fees	2,716.82	2,716.82
Merchant Fees	18,186.05	18,186.05
Network Installations	44,603.73	44,603.73
Support		
Computer Support	71.00	71.00
Phone Support	29,021.51	29,021.51
Total Support	29,092.51	29,092.51

TerraNovaNet
Profit & Loss by Class
 January 1, 2010 through May 21, 2013

	Unclassified	TOTAL
VoIP		
Analog Resale Lines	43,856.00	43,856.00
Analog Residential Resale Line	700.00	700.00
DID Pool	160.25	160.25
E911/LNP Fees/DID Pool	9,686.25	9,686.25
Long Distance Meter	11,114.73	11,114.73
Misc VoIP Charges	6,110.94	6,110.94
Ordering Charges	3,405.40	3,405.40
PSTN Gateway	26,317.25	26,317.25
SmartMail Fax	1,316.00	1,316.00
Toll Free Non Metered Charges	1,995.00	1,995.00
VoIP - Other	5,678.59	5,678.59
Total VoIP	110,340.41	110,340.41
Wireless Installations	20,115.86	20,115.86
Total Cost of Goods Sold	529,967.41	529,967.41
Wireless Internet Access	992.00	992.00
Total COGS	530,959.41	530,959.41
Gross Profit	997,245.53	997,245.53
Expense		
Advertising		
Brochures & Catalogs	1,014.63	1,014.63
Flyer Distribution	5,156.03	5,156.03
Shows & Exhibits	1,759.45	1,759.45
Supplemental Websites	2,200.35	2,200.35
Advertising - Other	5,804.60	5,804.60
Total Advertising	15,935.06	15,935.06
Bad Debt Expense	5,609.98	5,609.98
Bank Service Charges	1,023.65	1,023.65
Computer Supplies	182.48	182.48
Donation	2,510.60	2,510.60
Dues and Subscriptions	18,066.12	18,066.12
Hardware	3,616.95	3,616.95
Human Resources	208,620.00	208,620.00
Insurance		
Liability Insurance	3,792.11	3,792.11
Property	3,033.00	3,033.00
Vehicle Insurance	10,714.88	10,714.88
Total Insurance	17,539.99	17,539.99
Interest Expense		
1st State Bank Loan	18,525.96	18,525.96
Finance Charge	315.88	315.88
Mortgage Interest	13,920.20	13,920.20
Total Interest Expense	32,762.04	32,762.04
Licenses and Permits	1,119.61	1,119.61
Miscellaneous	(3,891.10)	(3,891.10)
Office Supplies	24,698.44	24,698.44
Officer Compensation	65,500.37	65,500.37
Palm Dr Escrow	14,100.46	14,100.46
Postage and Delivery	5,064.43	5,064.43
Professional Fees		
Accounting	5,965.00	5,965.00
Consulting Fees	10,110.00	10,110.00
Legal Fees	4,800.00	4,800.00
Total Professional Fees	20,875.00	20,875.00
Promotions	1,592.68	1,592.68
Reconciliation Discrepancies	0.20	0.20
Rent	29,475.00	29,475.00

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 05/21/13
 Accrual Basis

TerraNovaNet
Profit & Loss by Class
 January 1, 2010 through May 21, 2013

	Unclassified	TOTAL
Repairs & Maintenance		
Building R & M - Office	18,146.36	18,146.36
Building R & M - Operations	1,666.27	1,666.27
Equipment Repairs	5,205.31	5,205.31
Infrastructure Repairs	22,204.76	22,204.76
Repairs & Maintenance - Other	3,977.66	3,977.66
Total Repairs & Maintenance	51,200.36	51,200.36
Small Tools	8,977.70	8,977.70
Software Expense	3,819.95	3,819.95
Taxes		
Local	1,199.31	1,199.31
State	695.33	695.33
Telecommunications Taxes	13,250.54	13,250.54
Total Taxes	15,145.18	15,145.18
Telephone		
mobile	22,961.02	22,961.02
supplies	397.42	397.42
Voice/Fax Telephone chgs	3,703.91	3,703.91
Telephone - Other	29.74	29.74
Total Telephone	27,092.09	27,092.09
Travel & Ent		
Meals/Entertainmt	13,159.25	13,159.25
Travel	3,010.13	3,010.13
Travel & Ent - Other	143.03	143.03
Total Travel & Ent	16,312.41	16,312.41
Uncategorized Expenses	13,010.29	13,010.29
Uniforms	1,272.29	1,272.29
Utilities		
cable	7,579.89	7,579.89
Gas and Electric	30,670.06	30,670.06
Water	3,907.23	3,907.23
Total Utilities	42,157.18	42,157.18
Vehicle Expenses	51,777.91	51,777.91
Total Expense	695,167.32	695,167.32
Net Ordinary Income	302,078.21	302,078.21
Other Income/Expense		
Other Income		
Collection Allowance	0.63	0.63
Collection Fees	143.80	143.80
NonSales Income	2,890.10	2,890.10
Total Other Income	3,034.53	3,034.53
Other Expense		
Depreciation Expense	151,077.00	151,077.00
Total Other Expense	151,077.00	151,077.00
Net Other Income	(148,042.47)	(148,042.47)
Net Income	154,035.74	154,035.74