



16 APR 13 AM 7:55

OFFICE OF  
TELECOMMUNICATIONS

April 11, 2016

**VIA OVERNIGHT DELIVERY**

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

RECEIVED-FPSC  
2016 APR 13 PM 4:46  
COMMISSION  
CLERK

Re: GigaMonster, LLC  
Facilities Based Competitive Local Exchange Telecommunications  
Application

To Whom It May Concern:

Enclosed please find one original and one (1) copy of GigaMonster LLC's Application for Authority to Provide Facilities Based Competitive Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$500.00 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, or if I may provide you with additional information, please do not hesitate to contact me.

Respectfully submitted,

**Janet Brown**  
Regulatory Consultant  
GSAssociates, LLC  
janet@gsaudits.com  
678-304-6472

- COM \_\_\_\_\_
- AFD \_\_\_\_\_
- APA \_\_\_\_\_
- ECO \_\_\_\_\_
- ENG \_\_\_\_\_
- GCL \_\_\_\_\_
- IDM \_\_\_\_\_
- TEL** \_\_\_\_\_
- CLK \_\_\_\_\_

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

Initials of person who forwarded check

Enclosures

# FLORIDA PUBLIC SERVICE COMMISSION

## OFFICE OF TELECOMMUNICATIONS

### APPLICATION FORM

#### FOR

### AUTHORITY TO PROVIDE 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 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**

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: GigaMonster, LLC

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

GigaMonster, LLC

4. Official mailing address:

Street/Post Office Box: 817 W. Peachtree St., NW, Suite 750  
City: Atlanta  
State: GA  
Zip: 30308

5. Florida address:

Street/Post Office Box: 155 Office Plaza Drive, Suite A  
City: Tallahassee  
State: Florida  
Zip: 32301

6. Structure of organization:

- |   |  |
|---|--|
| <input type="checkbox"/> Individual   | <input type="checkbox"/> Corporation         |
| <input type="checkbox"/> Foreign Corporation  | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership  | <input type="checkbox"/> Limited Partnership |
| <input checked="" type="checkbox"/> Other, please specify:<br>Limited Liability Company |  |

**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: L13000057323
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 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**: 47-2553014

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

(a) The application:

Name: Janet Brown  
Title: Regulatory Consultant  
Street Name & Number: 6250 Shiloh Road, Suite 240  
Post Office Box:  
City: Alpharetta  
State: Georgia  
Zip: 30005  
Telephone No.: 678-304-6472  
Fax No.: 678-999-4928  
E-Mail Address: janet@gsaudits.com  
Website Address: www.gsaudits.com

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

Name: William K. Dodd  
Title: Chairman  
Street Name & Number: 817 W Peachtree St., NW Suite 750  
Post Office Box:  
City: Atlanta  
State: Georgia  
Zip: 30308  
Telephone No.: 770-961-7010  
Fax No.: 770-961-7060  
E-Mail Address: help@gigamonster.net  
Website Address: www.gigamonster.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:*
- Other – *Please provide address:*

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

None

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

Georgia

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

None

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

None

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.

(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.

**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: William K. Dodd  
Title: Chairman  
Telephone No.: 770-961-7010  
E-Mail Address: \_\_\_\_\_

Signature:  Date: 2/22/16



**LIST OF ATTACHMENTS**

**ATTACHMENT 1**

**FINANCIAL INFORMATION**

**ATTACHMENT 2**

**MANAGEMENT INFORMATION**



GIGAMONSTER LLC

For the Twelve Months Ending December 31, 2015

		<u>December</u>
		<u>Total</u>
<b>ASSETS</b>		
Current Assets		
(1000 TO 1080) +(13...	Cash	\$2,338,841.41
(1100 TO 1107) +(11...	Accounts Receivables, Net	15,959.64
(1108 TO 1116) +(12...	Other Receivables	767,308.68
(1400 TO 1404)	Prepaid Expenses	7,088.27
(1760 TO 1773) +(20...	Inventory and Construction in Progress	592,277.66
	<b>Total Current Assets</b>	<u>3,721,475.66</u>
Net Fixed Assets		
(1500 TO 1699)	Furnitures, Fixtures & Equipment	1,774,387.96
	<b>Total Fixed Assets</b>	<u>1,774,387.96</u>
Other Assets		
	Deferred Expense Developer Fee	
<b>TOTAL ASSETS</b>		<u>5,495,863.62</u>
(1000 TO 1999)	Check Fig	<u>5,495,863.62</u>
<b>LIABILITIES &amp; OWNERS EQUITY</b>		
Liabilities		
2000	A/P	1,577.74
2010 +(2020) +(2021...	Accrued Liabilities & Interest	837,292.55
2400 +(2401) +(2410...	Deferred Revenue	20,968.88
2600 +(2830 TO 2831)	Customer Deposits	25,000.00
	<b>Total Current Liabilities</b>	<u>884,839.17</u>
2104 +(2025) +(2018)	Accrued LT Liabilities	55.20
	<b>TOTAL LIABILITIES</b>	<u>884,894.37</u>
Equity		
(3901 TO 3911) +(39...	Class A Units	5,608,164.10
(4000 TO 9998)	YTD Income	(997,194.85)
	<b>TOTAL OWNERS EQUITY</b>	<u>4,610,969.25</u>
	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u>5,495,863.62</u>
-(2000 TO 9998)	Check Fig Liability	<u>5,495,863.62</u>

GIGAMONSTER LLC  
Detailed Profit & Loss  
For the Twelve Months Ending December 31, 2015

	YTD
<b>Stats</b>	
Data Subs	\$19,645.00
Voice Subs	498.00
 Revenue	
Internet Fees	
Installation	626.70
Equipment Maintenance Fee	55,503.83
Late Fees	85,941.25
Subscriber Credits/Refunds	(435.62)
Protection Plan/Truck Rolls	78,205.69
Bulk Maintenance Agreement/Truck Rolls	107,711.34
Loss Leader Income	79,595.64
Miscellaneous Income/(Expense)	24,598.76
	431,747.59
Gross Internet Fees	431,747.59
Bad Debt Collections	(5,486.15)
	426,261.44
<b>Net Internet Fees</b>	<b>426,261.44</b>
Internet Revenue	
Residential Internet	2,697,416.27
Residential Internet - GM	229,877.64
Bulk Internet	1,710,553.15
Internet Installation	198,258.17
Miscellaneous Income	289,117.11
	5,125,222.34
Gross Internet Revenue	5,125,222.34
Bad Debt - Data	(232,660.94)
	4,892,561.40
<b>Net Internet Revenue</b>	<b>4,892,561.40</b>
<b>Net Residential Voice Revenue</b>	<b>138,994.04</b>
Commercial Revenue	
Internet	485,549.65
Voice	200,891.50

Other Revenue	46,322.15
Gross Commercial Revenue	732,763.30
Bad Debt- Commercial	9,617.95
<b>Net Commercial Revenue</b>	<b>742,381.25</b>
<b>Net Construction Revenue</b>	<b>31,802.86</b>
<b>Net Audio/Video Revenue</b>	<b>393,674.70</b>
Miscellaneous Income	
Other Income	2,758.72
Alarm Income	
<b>Total Miscellaneous Income</b>	<b>2,758.72</b>
<b>Total Revenue</b>	<b>6,628,434.41</b>
<b>Cost of Sales</b>	
Programming Costs	
Terminated Programming	148.28
<b>Total Programming Costs</b>	<b>148.28</b>
Corporate Costs	
Taxes & Licenses	
Prof Fees	1,849.55
<b>Total Corporate Costs</b>	<b>1,849.55</b>
Installations & Services	
Atlanta, Georgia	
S&W - Home/Office	50,241.75
S&W - Amenities/Commercial	23,992.11
S&W - Data Services	45,270.28
S&W - Mutliple Services	51,557.49
S&W - Video Services	46.63
S&W - Outage	576.31
Overtime	29,988.95
Payroll Taxes	13,470.51
Benefits - Other	99.06
Benefits - Medical	12,075.07

Benefits - Retirement	1,427.13
Employee Parking	107.74
Employee Recruitment	78.94
Education/Training	568.90
Employee Relations	15.50
Printing/Production	143.00
Auto R&M	8,378.48
Property Repairs	5,672.31
Installations	19,446.28
Inventory Shrinkage	(2,553.91)
Meals & Entertainment	110.88
Parking & Tolls	288.30
Travel & Lodging	526.74
Gasoline for fleet vehicles	10,750.93
Vehicle Lease	642.03
Postage & Delivery	57.59
Uniforms	1,858.58
Small Tools & Equipment	815.81
Insurance	4,623.78
Insurance: Work Comp	1,343.52
Cell Phones	2,191.90

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Total Atlanta, Georgia	283,812.59
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Dallas, Texas

S&W - Home/Office	48,723.52
S&W - Amenities/Commercial	63.53
S&W - Data Services	9,291.89
S&W - Multiple Services	6,991.96
S&W - Outage	479.67
Overtime	6,586.86
Payroll Taxes	5,573.64
Benefits - Other	(60.33)
Benefits - Medical	6,296.71
Benefits - Retirement	1,128.58
Employee Recruitment	45.59
Education/Training	26.35
Rent - Building	487.63
Auto R&M	4,971.66
Property Repairs	3,571.79
Installations	2,819.92
Inventory Shrinkage	10,701.64
Meals & Entertainment	106.39
Parking & Tolls	584.26
Gasoline for fleet vehicles	6,462.10
Vehicle Lease	2,572.16
Office Supplies	21.97

Postage & Delivery	192.68
Small Tools & Equipment	647.94
Insurance	2,317.21
Cell Phones	472.09
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Total Dallas, Texas	121,077.41
Houston Texas	
S&W - Home/Office	2,110.16
S&W - Amenities/Commercial	720.04
S&W - Data Services	8,022.66
S&W - Mutliple Services	8,933.11
S&W - Outage	188.57
Overtime	3,805.87
Payroll Taxes	1,676.95
Benefits - Other	(14.78)
Benefits - Medical	6,280.68
Benefits - Retirement	457.04
Education/Training	
Rent - Building	831.91
Contractors	31,357.60
Auto - R&M	2,816.79
Computer Equipment & Repairs	1,198.00
Property Repairs	3,161.16
Installations	4,303.55
Inventory Shrinkage	18,037.81
Meals & Entertainment	64.33
Parking & Tolls	1,351.05
Gasoline for fleet vehicles	2,318.33
Vehicle Lease	334.26
Postage & Delivery	12.86
Small Tools & Equipment	166.59
Insurance	926.90
Cell Phones	382.27
<hr/>	
Total Houston, Texas	99,443.71
Austin, Texas	
S&W - Home/Office	94.05
S&W - Data Services	89.94
S&W - Mutliple Services	502.83
Overtime	637.39
Payroll Taxes	96.61
Benefits - Other	(0.97)
Benefits - Medical	(82.06)
Benefits - Retirement	206.10
Rent - Building	255.82

Auto R&M	1,304.44
Property Repairs	717.20
Installations	38.81
Parking & Tolls	444.41
Gasoline for fleet vehicles	1,221.76
Vehicle Lease	527.30
Small Tools & Equipment	51.46
Insurance	463.43
Cell Phones	111.47
<b>Total Austin, Texas</b>	<b>6,679.99</b>
<b>Gulf Coast</b>	
S&W - Home/Office	20,382.57
S&W - Mutliple Services	632.39
S&W - Outage	40.43
Overtime	688.77
Payroll Taxes	1,629.16
Benefits - Other	(0.48)
Benefits - Medical	3,058.62
Benefits - Retirement	773.62
Employee Recruitment	11.88
Education/Training	
Auto R&M	1,184.93
Property Repairs	15.06
Installations	1,311.61
Meals & Entertainment	90.43
Parking & Tolls	1.43
Travel & Lodging	33.56
Gasoline for fleet vehicles	2,006.31
Vehicle Lease	284.83
Office Supplies	70.66
Insurance	926.90
Cell Phones	267.15
<b>Total Gulf Coast</b>	<b>33,409.83</b>
<b>Birmingham, Alabama</b>	
S&W - Home/Office	24,858.38
S&W - Amenities/Commercial	85.50
S&W - Data Services	4,599.42
S&W - Mutliple Services	6,865.69
S&W - Outage	123.17
Overtime	4,435.01
Payroll Taxes	3,277.13
Benefits - Other	(143.73)
Benefits - Medical	3,144.36



Benefits - Retirement	828.96
Education/Training	
Rent - Building	3,754.13
Auto R&M	2,126.92
Property Repairs	669.63
Installations	1,426.97
Parking & Tolls	233.13
Gasoline for fleet vehicles	3,517.91
Vehicle Lease	349.77
Office Supplies	628.95
Postage & Delivery	94.84
Uniforms	123.36
Small Tools & Equipment	693.35
Insurance	1,390.32
Cell Phones	622.86

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Total Birmingham, Alabama	63,706.03
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South Florida

S&W - Home/Office	17,433.79
S&W - Amenities/Commercial	348.50
S&W - Data Services	4,029.71
S&W - Multiple Services	27,308.81
S&W - Outage	499.33
Overtime	8,633.54
Payroll Taxes	4,052.84
Benefits - Other	21.93
Benefits - Medical	5,717.66
Benefits - Retirement	619.85
Employee Recruitment	12.44
Auto R&M	4,178.20
Property Repairs	14,330.09
Installations	8,116.57
Parking & Tolls	734.05
Travel & Lodging	392.54
Gasoline for fleet vehicles	5,445.51
Vehicle Lease	617.47
Postage & Delivery	28.01
Small Tools & Equipment	162.81
Insurance	2,317.21
Cell Phones	564.99

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Total South Florida	105,565.85
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Central Florida

S&W - Home/Office	223.69
S&W - Amenities/Commercial	4,229.86

S&W - Data Services	504.44
S&W - Mutliple Services	8,012.31
Overtime	1,341.07
Payroll Taxes	860.47
Benefits - Medical	1,167.15
Benefits - Retirement	61.95
Employee Recruitment	80.99
Education/Training	139.16
Property Repairs	1,637.80
Installations	851.08
Meals & Entertainment	121.93
Parking & Tolls	45.44
Travel & Lodging	1,445.83
Gasoline for fleet vehicles	206.62
Postage & Delivery	21.20
Insurance	463.43
Cell Phones	113.63

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Total Central Florida 21,528.05

Jacksonville, Florida

S&W - Home/Office	431.71
S&W - Data Services	136.00
S&W - Mutliple Services	6,075.28
Overtime	2,950.81
Payroll Taxes	673.96
Benefits - Other	16.79
Benefits - Medical	1,892.51
Benefits - Retirement	460.98
Rent - Building	55.93
Property Repairs	5,390.62
Installations	2,560.65
Meals & Entertainment	494.69
Cell Phones	113.75

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Total Jacksonville, Florida 21,253.68

Memphis, Tennessee

Education/Training	
Rent - Building	97.00
Property Repairs	2,252.98
Installations	(303.42)
Meals & Entertainment	354.18
Travel & Lodging	87.33
Gasoline for fleet vehicles	1,090.19
Small Tools & Equipment	152.18
Insurance	463.43

Miscellaneous	2.90
Cell Phones	149.91
<b>Total Memphis, Tennessee</b>	<b>4,346.68</b>
<b>Nashville, Tennessee</b>	
Education/Training	
Auto Repairs	54.57
Auto R&M	30.49
Property Repairs	73.88
Installations	108.73
Meals & Entertainment	54.42
<b>Total Nashville, Tennessee</b>	<b>322.09</b>
<b>North Carolina</b>	
Education/Training	
Rent - Building	8.10
Auto R&M	42.69
Property Repairs	1,263.30
Installations	810.93
Meals & Entertainment	968.59
Parking & Tolls	80.09
Travel & Lodging	530.02
Gasoline for fleet vehicles	493.17
Vehicle Lease	167.23
Postage & Delivery	128.92
Small Tools & Equipment	13.27
Insurance	463.43
Cell Phones	85.39
<b>Total North Carolina</b>	<b>5,055.13</b>
<b>NonClassified Expenses</b>	
Inventory Shrinkage	(1,142.43)
Equipment Sales:Material	11,667.68
Equipment Sales:Labor	1,910.11
<b>Total NonClassified</b>	<b>12,435.36</b>
<b>Total Installations &amp; Services</b>	<b>778,636.40</b>
<b>Revenue Share</b>	
Revenue Share - Data	145,800.48

Revenue Share - Voice	398.62
<b>Total Revenue Share</b>	<b>146,199.10</b>
Customer Service & Billing	
Salaries & Wages	
Salaries & Wages	67,188.22
Overtime	482.46
Other Salaries & Wages	
Incentive Programs	(24,412.84)
Commissions	749.12
Fringes	
Payroll Taxes	6,451.25
Benefits	4,549.19
Employee Parking	1,610.62
Employee Recruitment	70.36
Education/Training	44.94
Employee Relations	29.27
Licenses, Taxes & Fees	
Marketing	
Stationery / Printing	(3.25)
Travel & Entertainment	
Meals & Entertainment	66.98
Parking & Tolls	7.68
Travel & Lodging	302.72
Rent	
Outside Services	
Outside Services-Billing	31,143.53
Outside Services - Dispatch	29,273.70
Outside Services-Customer Support	177,708.19
Consulting	14,072.86
Repair & Maintenance	
Operating Expenses	
Office Supplies	50.22
Postage & Delivery	(583.91)
Insurance	
Other	
Dues & Subscriptions	539.95
Utilities	
Telephone	4.89
Cell Phones	107.70
<b>Total Customer Service &amp; Billing</b>	<b>309,453.85</b>
Property Costs	
Property Utilities	6,070.40

Property Rent Expense	510.73
Other Expenses	334.87
Property Management	6,664.50
Property Advertising	18,577.54

<b>Total Property Costs</b>	<b>32,158.04</b>
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**Internet Costs**

Internet Connectivity - Residential	1,416,795.25
Internet Connectivity - Bulk	280,089.04
Internet Support Diagnostics & Provisioning	63,545.18
Internet Salaries and Wages	188,432.26
Core Network	1,056,307.48
Internet Other Expenses	436.59

<b>Total Internet Costs</b>	<b>3,005,605.80</b>
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**Commercial Costs**

Internet - Com	207,544.37
Voice - Com	129,064.13
Commercial R&M/Installs	1,582.32

<b>Total Commercial Costs</b>	<b>338,190.82</b>
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<b>Total Residential Voice Costs</b>	<b>91,837.72</b>
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<b>Total Audio/Video Costs</b>	<b>277,168.89</b>
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<b>Total Construction Costs</b>	<b>(4,938.77)</b>
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<b>Total Cost of Sales</b>	<b>4,976,309.68</b>
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<b>Gross Profit</b>	<b>1,652,124.73</b>
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<b>Gross Profit Margin</b>	<b>24.92%</b>
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**General & Administrative Expenses**

Corporate	
Salaries & Wages	
Salaries & Wages	324,895.13
Overtime	2,082.14
Other Salaries & Wages	

Incentive Programs	50,811.32
Raises for Departments	248.11
Fringes	
Payroll Taxes	20,248.75
Benefits	53,478.99
Auto Allowance	7,275.84
Employee Parking	2,924.64
Employee Recruitment	3,587.90
Education/Training	752.94
Employee Relations	9,003.69
Relocation	
Licenses, Taxes & Fees	
Licenses, Taxes & Fees	763.51
Property Taxes	20,553.28
Marketing	
Flowers & Gifts	177.96
Stationery / Printing	491.46
Advertising / Marketing	193.59
Travel & Entertainment	
Meals & Entertainment	3,253.31
Parking & Tolls	85.99
Travel & Lodging	35,546.94
Rent	
Rent - Building	64,883.93
Equipment Rent	1,575.85
Outside Services	
Audit/Tax Service Fees	6,300.00
Legal	211,194.17
Consulting	323.83
Repair & Maintenance	
Office Repairs & Maintenance	825.65
Computer Equipment & Repairs	1,280.44
Operating Expenses	
Office Supplies	2,762.67
Postage & Delivery	624.05
Uniforms	315.43
Insurance	
Insurance	52,059.70
Other	
Miscellaneous	650.57
Bank Charges	8,797.20
Dues & Subscriptions	5,770.47
Credit Card Fees	37,765.44
Utilities	
Telephone	19,057.86
Cell Phones	1,435.16
Utilities	466.48

**Total Corporate**

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**952,464.39**

## Accounting

## Salaries &amp; Wages

Salaries &amp; Wages

78,222.29

Overtime

670.88

## Other Salaries &amp; Wages

## Fringes

Payroll Taxes

6,004.55

Benefits

11,098.02

Employee Parking

1,865.53

Employee Recruitment

106.85

Education/Training

95.24

Employee Relations

66.59

Relocation

## Licenses, Taxes &amp; Fees

## Marketing

Stationery / Printing

806.54

## Travel &amp; Entertainment

Meals &amp; Entertainment

72.05

Parking &amp; Tolls

19.88

Travel &amp; Lodging

62.06

Meetings/Seminars

208.03

## Rent

## Outside Services

Audit/Accounting Service Fees

35,658.10

Legal

28.70

Professional Services-Tax

8,315.65

Consulting

23,569.36

## Repair &amp; Maintenance

Computer Equipment &amp; Repairs

38.57

## Operating Expenses

Office Supplies

593.76

Postage &amp; Delivery

4,457.27

## Insurance

## Other

Late Fees

361.58

Dues &amp; Subscriptions

234.75

## Utilities

Cell Phones

133.07

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**Total Accounting****172,689.32**

## Property Management

Salaries & Wages	
Salaries & Wages-Property Management	88,311.71
Salaries & Wages-Marketing	92,570.52
Overtime	138.44
Other Salaries & Wages	
Incentive Programs	1,015.24
Commissions	11,882.93
Fringes	
Payroll Taxes	15,809.62
Benefits	12,330.64
Employee Parking	4,362.24
Employee Recruitment	273.55
Employee Relations	67.28
Licenses, Taxes & Fees	
Marketing	
Flowers & Gifts	4,025.71
Stationery / Printing	23,510.27
Advertising / Marketing	9,765.40
Travel & Entertainment	
Meals & Entertainment	3,023.59
Parking & Tolls	47.62
Travel & Lodging	5,570.93
Rent	
Rent - Building	5,292.70
Outside Services	
Consulting	12,219.32
Repair & Maintenance	
Computer Equipment & Repairs	159.00
Operating Expenses	
Office Supplies	513.44
Postage & Delivery	20,794.09
Uniforms	(4.25)
Mailing Supplies	486.05
Insurance	
Other	
Miscellaneous	848.53
Bank Charges	(1.15)
Dues & Subscriptions	726.55
Credit Card Fees	(0.19)
Development	1,076.50
Utilities	
Telephone	30.92
Cell Phones	3,757.41
<b>Total Property Management</b>	<b>318,604.61</b>



Audio/Video	
Salaries & Wages	
Salaries & Wages	38,309.54
Overtime	145.05
Other Salaries & Wages	
Commissions	34,303.32
Fringes	
Payroll Taxes	5,080.30
Benefits	12,251.34
Employee Parking	843.00
Auto Allowance	456.79
Licenses, Taxes & Fees	
Marketing	
Travel & Entertainment	
Parking & Tolls	19.00
Travel & Lodging	2,129.13
Rent	
Outside Services	
Repair & Maintenance	
Operating Expenses	
Office Supplies	159.18
Small Tools & Equipment	293.68
Insurance	
Other	
Utilities	
Cell Phones	348.23
<b>Total Audio/Video</b>	<b>94,338.56</b>
Construction	
Salaries & Wages	
Salaries & Wages	8,364.44
Overtime	637.19
Other Salaries & Wages	
Incentive Programs	(105.77)
Fringes	
Payroll Taxes	822.87
Benefits	645.39
Education/Training	54.93
Licenses, Taxes & Fees	
Licenses, Taxes & Fees	28.69
Marketing	
Travel & Entertainment	
Meals & Entertainment	(125.17)
Parking & Tolls	1.95

Rent	
Rent - Building	(121.66)
Outside Services	
Repairs & Maintenance	
Office Repairs & Maintenance	146.04
Auto R&M	2,801.26
Operating Expenses	
Postage & Delivery	(22.02)
Small Tools & Equipment	5,166.99
Insurance	
Insurance	376.09
Other	
Miscellaneous	161.17
Dues & Subscriptions	74.22
Other Expenses	68.81
Utilities	
Cell Phones	272.45
<b>Total Construction</b>	<b>19,247.87</b>
Business Development	
Salaries & Wages	
Salaries & Wages	15,025.02
Walkouts	1,496.61
Other Salaries & Wages	
Commissions	637.49
Fringes	
Payroll Taxes	1,270.10
Benefits	527.68
Employee Parking	692.28
Employee Relations	7.68
Licenses, Taxes & Fees	
Marketing	
Flowers & Gifts	223.02
Stationery / Printing	20.14
Advertising / Marketing	565.61
Travel & Entertainment	
Meals & Entertainment	549.59
Parking & Tolls	7.61
Travel & Lodging	355.58
Rent	
Outside Services	
Legal	7,319.23
Professional Services	308.53
Repair & Maintenance	
Operating Expenses	

Postage & Delivery	546.10
Small Tools & Equipment	30.43
Insurance	
Other	
Dues & Subscriptions	31.47
Utilities	
Cell Phone	479.97
<b>Total Business Development</b>	<b>30,094.14</b>

Commercial	
Salaries & Wages	
Salaries & Wages	23,314.01
Other Salaries & Wages	
Commissions	1,823.46
Fringes	
Payroll Taxes	1,832.49
Benefits	4,701.55
Auto Allowance	419.51
Licenses, Taxes & Fees	
Marketing	
Travel & Entertainment	
Fuel	78.37
Rent	
Outside Services	
Legal	268.42
Repair & Maintenance	
Office Repairs & Maintenance	77.11
Auto R&M	12.46
Operating Expenses	
Insurance	
Insurance	375.38
Other	
Utilities	
<b>Total Commercial</b>	<b>32,902.76</b>

Operations Management	
Salaries & Wages	
Salaries & Wages	54,807.97
Overtime	296.73
Other Salaries & Wages	
Commissions	196.88
Fringes	
Payroll Taxes	4,084.73
Benefits	7,399.58

Employee Parking	322.59
Employee Relations	70.05
Relocation	
Licenses, Taxes & Fees	
Licenses, Taxes & Fees	318.37
Marketing	
Stationery / Printing	793.36
Travel & Entertainment	
Meals & Entertainment	63.62
Parking & Tolls	6.94
Travel & Lodging	52.35
Fuel	349.72
Rent	
Rent - Building	32,752.75
Backhaul Rent	10,125.07
Outside Services	
Professional Services	1,224.07
Repair & Maintenance	
Office Repairs & Maintenance	254.38
Auto R&M	1,102.68
Computer Equipment & Repairs	2,644.98
Operating Expenses	
Office Supplies	639.05
Postage & Delivery	31,162.66
Uniforms	327.78
Auto Expense	250.17
Small Tools & Equipment	53.07
Insurance	
Insurance	(705.85)
Other	
Utilities	
Telephone	455.26
Cell Phones	515.88
Utilities	9,984.46
<b>Total Operations Management</b>	<b>159,549.30</b>
Network Operations	
Salaries & Wages	
Salaries & Wages	105,243.35
Overtime	
Other Salaries & Wages	
Fringes	
Payroll Taxes & Benefits	968.59
Employee Parking	2,529.00
Employee Recruitment	139.25

Education/Training	(10,360.00)
Licenses, Taxes & Fees	
Marketing	
Travel & Entertainment	
Meals & Entertainment	58.81
Parking & Tolls	87.00
Travel & Lodging	815.53
Fuel	4,607.58
Rent	
Outside Services	
Legal	328.50
Professional Services	6,673.36
Repair & Maintenance	
Office Repairs & Maintenance	317.00
Backhaul Upgrade	27,659.18
Eng Repairs and Maintenance	16,619.02
Auto R&M	4,344.51
Computer Equipment & Repairs	1,159.89
Operating Expenses	
Postage & Delivery	40.00
Auto Expense.	4,098.15
Small Tools & Equipment	709.42
Insurance	
Insurance	2,940.76
Other	
Miscellaneous	2,267.08
Utilities	
Cell Phones	1,041.19
<b>Total Network Operations</b>	<b>191,696.73</b>
Quality Assurance	
Salaries & Wages	
S&W - Home/Office	29,870.74
S&W - Amenities/Commercial	1,332.29
S&W - Data Services	8,162.06
S&W - Multiple Services	4,081.97
S&W - Video Services	(17.68)
S&W - Outage	1,137.30
Overtime	1,196.19
Other Salaries & Wages	
Commissions	38.05
Fringes	
Payroll Taxes	4,302.47
Benefits	3,145.36
Employee Recruitment	24.41

Licenses, Taxes & Fees	
Marketing	
Stationery / Printing	(1.51)
Travel & Entertainment	
Meals & Entertainment	355.98
Parking & Tolls	31.37
Travel & Lodging	587.20
Fuel	4,344.41
Rent	
Rent - Building	1,123.53
Outside Services	
Repair & Maintenance	
Property Repairs & Maintenance	7,436.29
Auto R&M	2,513.17
Operating Expenses	
Office Supplies	6.67
Auto Expense	543.65
Postage & Delivery	52.58
Small Tools & Equipment	284.75
Insurance	
Insurance	2,256.62
Other	
Utilities	
Cell Phones	940.19
<b>Total Quality Assurance</b>	<b>73,748.06</b>
<b>TOTAL G&amp;A</b>	<b>2,045,335.74</b>
<b>EBITDA before Management Fee</b>	<b>(393,211.01)</b>
<b>EBITDA after Management Fee</b>	<b>(393,211.01)</b>
Discontinued Operations	
Other Expenses	19,260.29
Wages & Salaries	(1,900.71)
<b>Total Discontinued Operations</b>	<b>17,359.58</b>
<b>Net Operating Income (Loss)</b>	<b>(410,570.59)</b>
Other Expenses	
Interest Expense	6,977.97

Depreciation Expense	547,875.96
Tax Expense	7,053.63
Ownership Travel Expenses	24,716.70

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<b>Total Other Expenses</b>	<b>586,624.26</b>
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**Provision for Losses**

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check fig	997,194.85
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## EXECUTIVE RESUME

### WILLIAM DODD – CEO

William Dodd has been an executive in the telecommunications industry since 2003 when he was the CEO of Biltmore Communications. After the merger of DirecPath, LLC and Biltmore Communications, Mr. Dodd became the CEO of DirecPath. DirecPath is a leader in providing telecommunications, internet, and television services to apartment communities throughout the Southeast. With Mr. Dodd's leadership, DirecPath is currently servicing over 150 residential properties and numerous small business providing VOIP phone service, internet and television services.