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† Also admitted in lowa ††Also admitted in New York, Illinois and Washington, D.C. OF COUNSEL

VINCENT T, EARLY THOMPSON BENNETT JOHN T. PETERS, JR.

> JOSEPH J. BURGIE (1926 - 1992)

June 28, 2000

Florida Public Service Commission Division of Administration 2540 Shumard Oak Blvd. Gunter Building Tallahassee, Florida 32399-0850

DATE

D3184 JUN 3 0 2000

Re:

NTEGRITY TELECONTENT SERVICES INC.

Docket No. 000706

Dear Sir:

In accordance with the request of staff member, Dave Draper, enclosed herewith for filing with the Commission, please find an original and six (6) copies of the above captioned corporation's recent financial statements, in further support of the Company's APPLICATION FOR AUTHORITY TO PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICES WITHIN THE STATE OF FLORIDA, along with a check in the amount of \$250.00 to cover filing fees relating to same which was returned for signature.

Please contact the undersigned if you have additional questions or concerns.

Very truly yours

ZENNON, PETERS & CROCKER, P.L.C.

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Patrick D. C. ocker

PDC/pas

Dave Draper

DOCUMENT NUMBER-DATE

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FPSC-RECORDS/REPORTING

Ntegrity Telecontent Services, Inc. Income Statements For the Twelve Months Ending December 31, 1999

| Revenues - Local \$143,871 \$483,602 \$339,731 \$3,305,612 \$1,386,869 \$88,900 88,900 881,005 \$67,449 \$1041 | \$1,918,743 881,005 67,449 2,867,197 (128,874) 2,738,323 3,068,474 (330,151) -19.0% 32,830 (9,150) |
|--|--|
| Revenues - Local \$143,871 \$483,602 (\$339,731) \$3,305,612 \$1,386,869 Revenues - Long Distance 88,900 88,900 881,005 881,005 67,449 Revenues - Other (2,022) (2,022) 67,449 1,386,869 Allowances (15,000) (2,418) (12,582) (135,809) (6,935) Net Revenues 215,749 481,184 (265,435) 4,118,257 1,379,934 | 881,005 67,449 2,867,197 (128,874) 2,738,323 3,068,474 (330,151) -19.0% 32,830 (9,150) |
| Revenues - Long Distance Revenues - Other 88,900 (2,022) 88,900 (2,02 | 881,005 67,449 2,867,197 (128,874) 2,738,323 3,068,474 (330,151) -19.0% 32,830 (9,150) |
| Revenues - Other (2,022) (2,022) 67,449 Total Revenues 230,749 483,602 (252,853) 4,254,066 1,386,869 Allowances (15,000) (2,418) (12,582) (135,809) (6,935) Net Revenues 215,749 481,184 (265,435) 4,118,257 1,379,934 | 67,449 2,867,197 (128,874) 2,738,323 3,068,474 (330,151) -19.0% 32,830 (9,150) |
| Total Revenues 230,749 483,602 (252,853) 4,254,066 1,386,869 Allowances (15,000) (2,418) (12,582) (135,809) (6,935) Net Revenues 215,749 481,184 (265,435) 4,118,257 1,379,934 | 2,867,197 (128,874) 2,738,323 3,068,474 (330,151) -19.0% 32,830 (9,150) |
| Net Revenues 215,749 481,184 (265,435) 4,118,257 1,379,934 | 2,738,323 3,068,474 (330,151) -19.0% 32,830 (9,150) |
| | 3,068,474 (330,151) -19.0% 32,830 (9,150) |
| Cost of Revenues 217 189 224 735 (157 546) 4 219 611 1 151 137 | (330,151) -19.0% 32,830 (9,150) |
| <u></u> | (330,151) -19.0% 32,830 (9,150) |
| Gross Margin (1,440) 106,449 (107,889) (101,354) 228,797 | -19.0% 32,830 (9,150) |
| Gross Margin % -0.7% 22.1% -22.8% -2.5% 16.6% | (9,150) |
| Sales Expenses 62,515 65,000 (2,485) 330,205 297,375 | (9,150) |
| Units Sold (2,000) (2,000) 9,150 | 100.000 |
| General & Administrative Expenses | 100.011 |
| Salaries Executive 39,625 28,638 10,987 363,839 171,828 | 192,011 |
| Salaries - Administrative 30,660 11,500 19,160 342,265 52,375 | 289,890 |
| Benefits 6,803 5,653 1,150 82,389 34,251 | 48,138 |
| Rent 5,862 4,121 1,741 69,892 20,605 | 49,287 |
| Telephone and Utilities (16,927) 2,500 (19,427) 95,365 15,000 | 80,365 |
| Advertising and Promotion 8,079 13,317 (5,238) 43,188 47,343 | (4,155) |
| Maintenance and Repairs 3,177 3,177 24,235 | 24,235 |
| Travel and Entertainment 9,814 3,500 6,314 71,835 21,000 | 50,835 |
| Moving Expenses 24,000 | (24,000) |
| Equipment Rental 1,643 1,550 93 13,840 9,300 Insurance 1,769 1,194 575 17,857 7,163 | 4,540 |
| 1,105 1,102 | 10,695 |
| 17101 17000 (055) 15,011 4,701 | 8,910 |
| m | 395,715 |
| Traming (20,000) 20,000 (17,486) Office Supplies and Postage 4,364 1,000 3,364 44,924 6,000 | (1 <i>7</i> ,486) 38,924 |
| Personal Property Tax Expense 1,000 723 277 12,000 4,334 | 7,666 |
| Miscellaneous 75 5,000 (4,925) 10,776 30,000 | (19,224) |
| Bad Debt Expense300,000 | 1,368,394 |
| Total Operating Expenses 497,308 84,384 412,924 3,070,201 565,461 | 2,504,740 |
| EBITDA (561,263) (42,935) (518,328) (3,501,760) (634,039) | (3.9/2.731) |
| EBITDA (561,263) (42,935) (518,328) (3,501,760) (634,039) -260.1% -8.9% -251.2% -85.0% -45.9% | (2,867,721) -39.1% |
| Depreciation (1,533) 2,093 (3,626) 42,318 10,964 | 31,354 |
| Amortization 1,168 1,500 (332) 20,537 9,000 | 11,537 |
| Operating Income (560,898) (46,528) (514,370) (3,564,615) (654,003) | (2,910,612) |
| Interest Expense, net 35,819 16,878 18,941 265,547 58,333 | 207,214 |
| Other Income 8,906 (14,558) | (14,558) |
| Income before Income Taxes (605,623) (63,406) (542,217) (3,815,604) (712,336) | (3,103,268) |
| Income Taxes | |
| Net Income (605,623) (63,406) (542,217) (3,815,604) (712,336) | (3,103,268) |

Sec UMN- Controller/CFO 6/27/2000

Ntegrity Telecontent Services, Inc.

Balance Sheets

For the Twelve Months Ending December 31, 1999

| | 1999 <u>(Actual)</u> | 1999 (Budget) | Diff. |
|---|--------------------------|-------------------|--------------------------|
| ASSETS | | | |
| Cash | \$133,960 | | \$133,960 |
| Accounts Receivable | 2,554,014 | 356,616 | 2,197,398 |
| Less: Sales Allowances | (114,410) | (6,935) | (107,475) |
| Less: Allowance for Bad Debts | (1,703,416) | (41,606) | (1,661,810) |
| Net Accounts Receivable | 736,188 | 308,075 | 428,113 |
| Unbilled Revenues | 315,118 | 466,676 | (151,558) |
| Travel Advances | 1,848 | | 1,848 |
| Prepaid Expenses | 44,224 | 18,012 | 26,212 |
| Preferred Stock Sub. Rec. | 1,650,000 | | 1,650,000 |
| Total Current Assets | 2,881,338 | 792,763 | 2,088,575 |
| Furniture and Equipment | 152,835 | 88,200 | 64,635 |
| Leased Telemarketing Equipment | 31,386 | | 31,386 |
| Less: Accumulated Depreciation | (52,908) | (10,964) | (41,944) |
| Net Fixed Assets | 131,313 | 77,236 | 54,077 |
| Deposits | 46,621 | 446,172 | (399,551) |
| Capitalized Financing Costs, Net | 120,748 | 81,000 | 39,748 |
| Total Assets | 3,180,020 | 1,397,171 | 1,782,849 |
| LIABILITES AND SHAREHOLD | - | 265.460 | 2 572 401 |
| Accrued Expenses | 2,935,870 139,103 | 365,469 17,034 | 2,570,401 122,069 |
| Accrued Interest | 21,194 | 58,333 | (37,139) |
| Customer Deposits | 2,100 | 20,333 | 2,100 |
| Taxes Payable | 189,011 | | 189,011 |
| Total Current Liabilities | 3,287,278 | 440,836 | 2,846,442 |
| Revolver | | 252,728 | (252,728) |
| Long Term Debt | 2,754,889 | 1,400,000 | 1,354,889 |
| Lease Liability | 19,792 | | 19,792 |
| Deferred Rent Deferred Tay Linkility | 13,718 | 5.040 | 13,718 |
| Deferred Tax Liability Total Long Torne Liabilities | 2 799 200 | 5,942 | (5,942) |
| Total Long-Term Liabilities | <u>2,788,399</u> _ | 1,658,670 | 1,129,729 |
| Total Liabilities | 6,075,677 | 2,099,506 | 3,976,171 |
| Common Stock | 8 | 10,000 | (9,992) |
| Additional Paid In Capital | 10,000 | | 10,000 |
| Year-to-Date Income Series A preferred Stock Subscribed | (3,815,602) | (712,336) | (3,103,266) |
| Retained Earnings | 2,300,000 (1,390,063) | | 2,300,000 (1,390,063) |
| Shareholders' Equity | (2,895,657) | (702,336) | (2,193,321) |
| | | , , | , |
| Total Liabilities and Equity | <u> 3,180,020</u> | <u> 1,397,170</u> | 1,782,850 |

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Ntegrity Telecontent Services, Inc.

Statement of Cash Flows For the Twelve Months Ending December 31, 1999

| | <u>December</u> | Year to Date |
|---|-----------------|---------------|
| Cash Flows | | |
| Funds From (Used By) Operating Activities: | | |
| Net Income From Operations | (\$605,626) | (\$3,815,602) |
| Add Back Non-Cash Expenses: | • | |
| Depreciation and Amortization | (364) | 62,855 |
| Deferred Rent | (473) | 5,015 |
| Change in Current Assets and Current Liabilities: | | |
| Accounts Receivable | 881,181 | (376,311) |
| Preferred Stock Sub. Receivable | (200,000) | (1,650,000) |
| Travel Advances | (550) | (1,848) |
| Unbilled Receivables | (236,081) | 127,398 |
| Prepaid Expenses | 34,308 | 90,897 |
| Deferred Telemarketing Expense | 50,000 | 50,000 |
| Accounts Payable | 262,693 | 2,402,034 |
| Accrued Expenses Accrued Interest | (150,787) | (76,247) |
| Taxes Payable | (269,325) | (23,898) |
| Customer Deposits | 4,878 | 140,215 |
| | 300 | 1,900 |
| Total Changes in Current Assets and Current Liabilities | 376,617 | 684,140 |
| Net Cash Flow From (Used By) Operating Activities | (229,846) | (3,063,592) |
| Cash Flow From (Used By) Investing Activities: | | |
| Additions to Furniture and Fixtures | 7,466 | (49,080) |
| Deposits | 25,000 | (19,375) |
| Net Cash Flow From (Used By) Investing Activities | 32,466 | (68,455) |
| Cash Flow From (Used By) Financing Activities: | | |
| Sale of Common Stock | 8 | 8 |
| Sale of A series Preferred Stock | 300,000 | 2,300,000 |
| Lease Liability | (720) | (8,073) |
| Issuance of Debt | 354,889 | 1,354,889 |
| Capitalized Financing Costs | | (78,189) |
| Net Cash Flow From (Used By) Financing Activities | 654,177 | 3,568,635 |
| Net Increase (Decrease) in Cash | 456,797 | 436,588 |
| , | 430,171 | +JU,J00 |
| Cash at Beginning of Period | 122,783 | |
| Cash at End of Period | 579,580 | 436,588 |
| Check Total - Ending Cash per Book | 133,960 | |

Statylm Controller (CFO 6/27/2006