#### EARLY, LENNON, PETERS & CROCKER, P.L.C.

ATTORNEYSATLAW 900 COMERICA BUILDING KALAMAZOO, MICHIGAN 49007-4752 TELEPHONE (616) 381-8844 FAX (616) 349-8525

GEORGE H. LENNON DAVID G. CROCKER HAROLD E. FISCHER, JR. LAWRENCE M. BRENTON GORDON C. MILLER BLAKE D. CROCKER ROBERT M. TAYLOR PATRICK D. CROCKER ANDREW J. VORBRICH† ROBERT G. LENNON+†

+ Also admitted in Iowa

ttAlso 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)

601679-7

November 6, 2000

DATE

NOV 0 8 2000

Florida Public Service Commission Division of Records and Reporting 2540 Shumard Oak Blvd Tallahassee FL 32399-0850

DEPOSIT D385#

Re: Pacific Centrex Services, Inc.

Dear Sir:

Enclosed herewith for filing with the Commission, please find an original and 6 (six) copies of the above captioned corporation's APPLICATION FOR AUTHORITY TO PROVIDE ALTERNATIVE LOCAL EXCHANGE SERVICE WITHIN THE STATE OF FLORIDA, along with a check in the amount of \$250.00 to cover filing fees relating to same.

Also enclosed is an exact duplicate of this filing. Please stamp the duplicate received and return same in the self-addressed stamped envelope attached thereto.

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

PACIFIC CENTREX SERVICES, INC. 6855 TUJUNGA AVE N HOLLYWOOD, CA 91605-6312 818-623-2300	Ą	BANK OF AMERICA NATIONAL ASSOCIATION AGOURA HILLS, CA 91301-4598 16-66/1220	6/30/2000
AY TO THE Florida Public Service Commission			\$ **250.00
T	********	****	
Two Hundred Fifty and 00/100*********************************	**********	********	DOLLAF Security feat Induded. Details on ba
			DOLLAR Security feat Included. Details on be DOCUMENT NUMBER-
		1.01	Security feat included. Details on be

### EARLY, LENNON, PETERS & CROCKER, P.L.C.

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OF COUNSEL

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

Very truly **y**ours,

Grocker

EARLY, LENNON, PETERS & CROCKER, P.L.C.

RECEIVED & FILED

Mer PRO-RUBEAU OF RECORDS

> DOCUMENT NUMBER-DATE 14388 NOV-78 FPSC-RECORDS/REPORTING

001679-TX DATE DEPOSIT D 3 8 5 4 NOV 0 8 2000



## BEFORE THE STATE OF FLORIDA PUBLIC SERVICE COMMISSION

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) )

Application of Pacific Centrex Services, Inc. for Authority to Provide Alternative Local Exchange Service Statewide

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001679-TX

### **APPLICATION**

Patrick D. Crocker Early, Lennon, Peters & Crocker, P.L.C. 900 Comerica Building Kalamazoo, MI 49007

\_\_\_\_

DOCUMENT NUMBER-DATE 14368 NOV -78 FPSC-RECORDS/REPORTING

the deal

### APPLICATION

### 1. This is an application for $\sqrt{}$ (check one):

- $(\checkmark)$  Original certificate (new company).
- () Approval of transfer of existing certificate: Example, a certificated company purchases an existing company and desires to retain the original certificate of authority.
- ( ) Approval of assignment of existing certificate: <u>Example</u>, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.
- () Approval of transfer of control: <u>Example</u>, a company purchases 51% of a certificated company. The Commission must approved the new controlling entity.

### 2. Name of Company:

Pacific Centrex Services, Inc.

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

Pacific Centrex Services, Inc.

4. Official mailing address (including street name and number, post office box, city, state, zip code):

<u>6855 Tujunga Avenue</u>

North Hollywood, California 91605

5. Florida address (including street name & number, post office box, city, state, zip code):

None

	√) )	Individual Foreign Corporation General Partnership Other	(	)	Corporation Foreign Partnership Limited Partnership
H	<u>f indi</u>	vidual, provide:			
N	lame	:			
Т	Title:				
А	Addre	ess:			
C	City/S	tate/Zip:			
Т	felepl	hone No.:			Fax No.:
I	ntern	et E-Mail Address:			
Ŀ	ntern	et Website Address: _		<u> </u>	
lı <u>I</u> f	ntern <u>f incc</u>	et Website Address:	rovid	e pi	
lı <u>I</u> f	ntern <u>f incc</u> a) Th	et Website Address: _ orporated in Florida, p e Florida Secretary of	rovid State	e pi e coi	roof of authority to operate in Florida:
Ь Ц (4 —	ntern <u>f incc</u> a) Th <u>}</u>	net Website Address: _ orporated in Florida, p ne Florida Secretary of N/A	rovid State	e pi e coi	roof of authority to operate in Florida: rporate registration number:
<u>п</u> († П	ntern <u>f incc</u> a) Th <u>r</u> fore	et Website Address: _ <u>orporated in Florida</u> , p e Florida Secretary of <u>N/A</u> ign corporation, provid	rovid State de pro	e pi e coi	roof of authority to operate in Florida: rporate registration number:
<u>П</u> (1 П	ntern <u>f incc</u> a) Th <u>r</u> fore	et Website Address: _ <u>orporated in Florida</u> , p e Florida Secretary of <u>N/A</u> ign corporation, provid	rovid State de pro	e pi e coi e coi	roof of authority to operate in Florida: rporate registration number: of authority to operate in Florida: rporate registration number:
ц 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	ntern <u>f inco</u> a) Th <u>f forei</u> a) Th	et Website Address: orporated in Florida, p ne Florida Secretary of N/A ign corporation, providue Florida Secretary of F00000005273	rovid State de pro	e pi e col coof ( e col	roof of authority to operate in Florida: rporate registration number: of authority to operate in Florida: rporate registration number: See Exhibit A proof of compliance with fictitious name statute
<u>п</u> (0 П П П	ntern <u>f inco</u> a) Th <u>f fore</u> a) Th <u>using</u> Chap	et Website Address: orporated in Florida, p ne Florida Secretary of N/A ign corporation, provid te Florida Secretary of F00000005273 g fictitious name-d/b/a, ter 865.09, FS) to operation	rovid State de pro State	e pi e col e col e col ide Flo	roof of authority to operate in Florida: rporate registration number: of authority to operate in Florida: rporate registration number: See Exhibit A proof of compliance with fictitious name statute

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- 11. If a limited liability partnership, provide proof of registration to operate in Florida:
  - (a) The Florida Secretary of State registration number:

.

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13.

14.

15.

- N/A
- 12. If a partnership, provide name, title and address of all partners and a copy of the partnership agreement.

Name:
Title:
Address:
City/State/Zip:
Telephone No.: Fax No.:
Internet E-Mail Address:
Internet Website Address:
<u>If a foreign limited partnership</u> , provide proof of compliance with the foreign limited partnership statute (Chapter 620-169, FS), if applicable.
(a) The Florida Registration number: <u>N/A</u>
Provide <u>F.E.I. Number</u> (if applicable):
Indicate of any of the officers, director, or any of the ten largest stockholders have previously been:
(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. <u>Provide</u> <u>explanation.</u>

None have been adjudged bankrupt, mentally incompetent, or guilty of any felony or crime.

(b) an officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

No	

16. Who will serve as liaison to the commission with regard to the following?

(a) The application:

Name: Patrick D. Crocker

Title: <u>Attorney</u>

Address: 900 Comerica Building

City/State/Zip: Kalamazoo, MI 49007

**Telephone No.:** <u>616-381-8844</u> **Fax No.:** <u>616-349-8525</u>

Internet E-Mail Address: \_\_pdcrocker@telecomattorney.com

Internet Website Address: <u>www.telecomattorney.com</u>

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

Name: Joshua Ploude

Title: <u>Network Specialist</u>

Address: 6855 Tujunga Avenue

City/State/Zip: \_\_\_North Hollywood, California 91605

Telephone No.: 818-623-2300 \*1128 Fax No.: 818-612-2301

Internet E-Mail Address: <u>joshp@pacific-centrex.com</u>

Internet Website Address: \_\_\_\_\_

Name: <u>Robert Grant</u>	
Title:Operations Supervisor	
Address:6855 Tujunga Avenue	
City/State/Zip: North Hollywood, Californi	a 91605
<b>Telephone No.:</b> 818-623-2300 *1108	Fax No.: <u>818-623-2301</u>
Internet E-Mail Address: <u>robertg@pacific</u>	-centrex.com
Internet Website Address:	
	inge company.
List the states in which the applicant: (a) has operated as an alternative local excha California	5
(a) has operated as an alternative local exchange	5
(a) has operated as an alternative local exchange	
<ul> <li>(a) has operated as an alternative local exchange</li> <li>California</li> <li>(b) has applications pending to be certified</li> </ul>	ated as an alternative local exc
<ul> <li>(a) has operated as an alternative local exchange</li> <li>California</li> <li>(b) has applications pending to be certific company.</li> </ul>	ated as an alternative local exc
<ul> <li>(a) has operated as an alternative local exchange</li> <li>California</li> <li>(b) has applications pending to be certific company.</li> <li>Applicant is applying for authority in Arizon</li> </ul>	ated as an alternative local exe na, Colorado, Illinois, Nevada, New

(d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

<u>Applicant has not been denied authority to operate as an alternative local exchange</u> company in any jurisdiction.

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

Applicant has had no regulatory penalties imposed for violations of telecommunications statutes.

(f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

Applicant has not been involved in any civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity.

### 3. Submit the following:

A. Financial capability.

The application <u>should contain</u> the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer <u>affirming that the financial statements</u> <u>are true and correct</u> 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.

7

Further, the following (which included supporting documentation) should be provided:

- 1. <u>written explanation</u> that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
- 2. <u>written explanation</u> that the applicant has sufficient financial capability to maintain the requested service.
- 3. <u>written explanation</u> that the applicant has sufficient financial capability to meet its lease or ownership obligations.

See Exhibit B.

**B.** Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experience of each.

See Exhibit C.

C. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

See Exhibit C.

### **\*\* APPLICANT ACKNOWLEDGMENT OF STATEMENT \*\***

- 1. REGULATORY ASSESSMENT FEE: I understand that all telephone companies must pay a regulatory assessment fee in the amount of <u>.15 of one percent</u> of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
- 2. GROSS RECEIPTS TAX: I understand that all telephone companies must pay a gross receipts tax of <u>two and one-half percent</u> on all intra and interstate business.
- 3. SALES TAX: I understand that a seven percent sales tax must be paid on intra and interstate revenues.
- 4. APPLICATION FEE: I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL		
		11-06-00
Signature		Date
Patrick D. Crocker, Attorney		(616) 381-8844
Title		Telephone No.
Address: <u>900 Comerica Buildi</u>	ng	(616) 349-8525
		Fax No.
Kalamazoo, Michiga	n 49007	

### **ATTACHMENTS:**

- A CERTIFICATE SALE, TRANSFER, ASSIGNMENT STATEMENT
- **B** INTRASTATE NETWORK
- C AFFIDAVIT

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# CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

Not applicable

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### **INTRASTATE NETWORK (if available)**

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

1. POP: Addresses where located, and indicate if owned or leased.

1)	2)	
3)		
SW	<b>ITCHES:</b> Address where located, by ty	pe of switch, and indicate if owned or leased.
1)	2)	
3)	4)	

3. TRANSMISSION FACILITIES: POP-to-POP facilities by type of facilities (microwave, fiber, copper, satellite, etc.) and indicate if owned or leased.

<u>POP-to-POP</u>	<u>OWNERSHIP</u>
1)	
2)	
3)	
4)	

FORM PSC/CMU 8 (11/95) Required by Commission Rule Nos. 25-24.805, 25-24.810, and 25-24-815

2.

11

#### AFFIDAVIT

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 alternative local exchange 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."

Kalamazoo, Michigan 49007	
	Fax No.
Address: 900 Comerica Building	(616) 349-8525
Fitle 🗸	Telephone No.
Patrick D. Crocker, Attorney	(616) 381-8844
Signature	Date
HX	11-06-00
UTILITY OFFICIAL:	

# EXHIBIT A

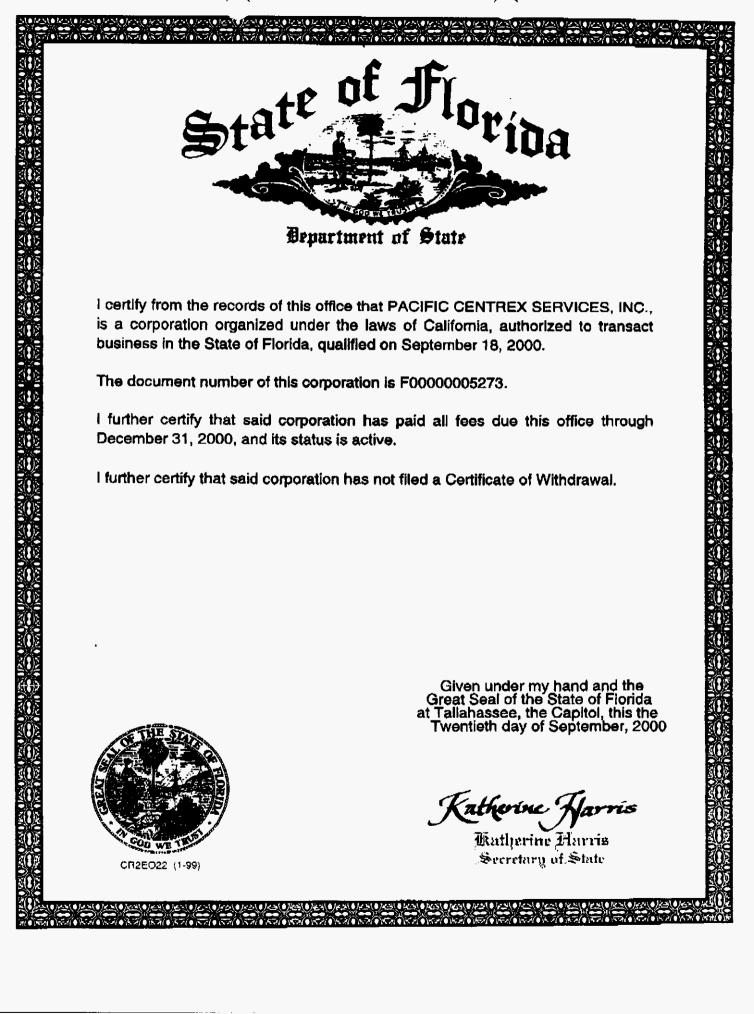
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Certificate of Authority to Transact Business

\_\_\_\_\_

1 215 633 8160

P.02



### APPLICATION BY FOREIGN CORPORATION FOR AUTIIORIZATION TO TRANSACT BUSINESS IN FLORIDA

IN COMPLIANCE WITH SECTION 607.1503, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO REGISTER A FOREIGN CORPORATION TO TRANSACT BUSINESS IN THE STATE OF FLORIDA.

1.		
	(Name of corporation: must include the word "INCORPORATED", "COMPANY", "CORPORATION" or words or abbreviations of like import in language as will clearly indicate that it is a corporation instead of a natural person or partnership if not so contained in the name at present.)	<b>-</b>
2.	CALIFORNIA 3. 95-4725850 (State or country under the law of which it is incorporated) (FEI number, if applicable)	
	(State or country under the law of which it is incorporated) (FEI number, if applicable)	-
4.	4/2/1999 5. PERPETUAL	
	(Date of Incorporation) (Duration: Year corp. will cease to exist or "perpetual")	
6.	UPON QUALIFICATION	
	(Date first transacted business in Florida. (SEE SECTIONS 607.1501, 607.1502, AND 817.155, F.S.)	
7,	6855 TUJUNGA AVENUE	
	NORTH HOLLYWOOD, CA 91605	
	(Current mailing address)	
8.	TO PROVIDE TELECOMMUNICATION SERVICES	
	(Purpose(s) of corporation authorized in home state or country to be carried out in the state of Morida)	
9.	Name and street address of Floridu registered agent: (P.O. Box or Mail Drop Box NOT acceptable)	2
	Name: EDWIN F. BLANTON, ESQ.	<u>г</u> - 5
	Office Address: 825 THOMASVILLE ROAD	<u>п</u>
	Horida 32303 - 01	
0.		л Д
1.	where have a second and an exclusion of a second	

Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this application, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.



11. Attached is a certificate of existence duly authenticated, not more than 90 days prior to delivery of this application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the law of which it is incorporated.

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Р	•	04

Chairman:	SEE ATTACHED	LIST			
					· · · · · · · · · · · · · · · · · · ·
	,				
Address:			· · ·		
	<u> </u>				
	(Street address				
B. OFFICERS	(Street address LE ATTACHED L	s only- P. O. .IST	Box NOT ac	ceptable)	
B. OFFICERS	(Street address	s only- P. O.	Box NOT ac	ceptable)	
B. OFFICERS President: Address:	(Street address	s only- P. O.	Box NOT ac	ceptable)	TALL
B. OFFICERS President: Address: Vice President:	(Street address	s only- P. O.	Box NOT ac	ceptable)	00 SEP 18 SECRETARY O TALLAHASSED
B. OFFICERS President: Address: Vice President: Address:	(Street address	s only- P. O.	Box NOT ac	ceptable)	SECRETARY OF STA
B. OFFICERS President: Address: Vice President: Address:	(Street address	s only- P. O.	Box NOT ac	ceptable)	SECRETARY OF S
B. OFFICERS President: Address: Vice President: Address: Secretary: Address:	(Street address	s only- P. O.	Box NOT ac	ceptable)	SECRETARY OF STA

officers and/or directors.

13. (Signature of Charman, Vice Chairman, or any officer listed in number 12 of the application)

14. M. DEVIN SEMLER PRESIDENT & DIPECTOR. (Typed or printed name and capacity of person signing application)

# PACIFIC CENTREX SERVICES, INC.

# LIST OF OFFICERS & DIRECTORS

<u>Name &amp; SSN</u>	<u>Title</u>	Residential Address	<b>Business Address</b>
M. Devin Semler	President	15143 Hartsook Street	6855 Tujunga Ave
569-51-1975	& Director	Sherman Oaks, CA 91403	N. Hollywood, CA 91605
Тегту Весктан	Vice-Pres	16804 La Veda Ave.	6855 Tujunga Ave
555-31-9110		Santa Clarita, CA 91351	N. Hollywood, CA 91605
Stani Butler	Secretary	4633 Avenida Rio del Oro	6855 Tujunga Ave
545-55-8211	& Treasurer	Yorba Linda, CA 92886	N. Hollywood, CA 91605
Subash Khurana	C00	17924 Tuscan Ct.	6855 Tujunga Ave
145-48-7460		Granada Hills, CA 91344	N. Hollywood, CA 91605

FILED 00 SEP 18 M 8:57 SECRETARY OF STATE TALLAMASSEE, FLORDA

# EXHIBIT B

# Financial Capability

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# Pacific Centrex Services, Inc. Balance Sheet As of May 31, 2000

;	May 31, '00	% of Column
ASSETS		
Current Assets Checking/Savings		
1000 Petty Cash	520.00	0.0%
1046 Corp Acct - General	96,734.58	2.6%
1047 - Corp Acct - Payroll	59,486.98	1.6%
1050 · Glendale Federal - General 1055 · Washington Mutual - Savings	-1,745.36 2,021.52	-0.0%
Total Checking/Savings	157.017.72	0.1%
Accounts Receivable	137,011.72	4.2%
1200 Accounts Receivable	1,987,628.35	53.2%
Total Accounts Receivable	1.987,628.35	53.2%
Other Current Assets	1,007,020.00	55.2%
1250 · Notes Receivable	-	
1251 · Univoz	731,139.92	19.6%
Total 1250 · Notes Receivable	731,139.92	19.6%
1400 · Trade Account Exchange	608.42	0.0%
1401 · Employee Advances 1404 · Payroll Advance		
1406 - Employee Computer Program	12,316.68 11,036.54	0.3%
1408 · Atra Flemons	8,125.00	0.3% 0.2%
Total 1401 · Employee Advances	31,478.22	0.8%
1490 Prepaid Expenses		4.076
1495 · Prepaid Taxes	4,919.27	0.1%
1497 · Prepaid General Liability Insur	864.54	0.0%
Total 1490 · Prepaid Expenses	5,783.81	0.2%
Total Other Current Assets	769,010.37	20.6%
Total Current Assets	2,913,656.44	78.0%
Fixed Assets		
1600 · Furniture & Fixtures	11,870.20	0.3%
1605 · Computer Equipment 1610 · Office Equipment	79,305.06 32,357.09	2.1%
1615 · Phone Equipment	174,864.43	0.9% 4.7%
1620 · Leasehold Improvements	1,586.14	0.0%
1700 Accumulated Depreciation	-18,983.00	-0.5%
Total Fixed Assets	280,999.92	7.5%
Other Assets		
1910 · Deposits	(0.000.00	
1915 · Security Deposits 1910 · Deposits - Other	19,000.00 1,148.00	0.5% 0.0%
Total 1910 · Deposits	20,148.00	0.5%
1930 · Acquisitions	20,110.00	0.576
1931 · Acquisition - Furst Group C.B.	500,000.00	13.4%
Total 1930 Acquisitions	500,000.00	13,4%
1935 · Due From Auditel	20,000.00	
Total Other Assets	540,148.00	0.5%
TOTAL ASSETS LIABILITIES & EQUITY	3,734,804.36	100.0%
Liabilities Current Liabilities		
Accounts Payable		
2000 · Accounts Payable	2,111,445.89	56.5%
Total Accounts Payable	2,111,445.89	56.5%
Credit Cards		
2050 · Credit Cards		
2052 · Citibank - MDS	-10,000.00	-0.3%
Total 2050 · Credit Cards	-10,000.00	-0.3%
Total Credit Cards	-10,000.00	-0.3%
Other Current Liabilities		
2001 · Accts Payable 2100 · Accrued Liabilities	-15,183.00	-0.4%

#### FOR INTERNAL USE ONLY/NOT FINAL

## Pacific Centrex Services, Inc. **Balance Sheet** As of May 31, 2000

1	- May 31, '00	% of Column
2105 - Accrued Payroli	46,360.49	1.2%
Total 2100 · Accrued Liabilities	46,360.49	1.2%
2250 · Gamishments Payable	277.00	0,0%
Total Other Current Liabilities	31,454.49	0.8%
Total Current Liabilities	2,132,900.38	57.1%
Long Term Liabilities		
2300 · Notes Payable		
2305 RH Semler	10,000.00	0.3%
2310 · Rondolini Corp	10,500.00	0.3%
2315 Valley Industrial Property	18,000.00	0.5%
2320 Due to Univoz	422.34	0.0%
Total 2300 · Notes Payable	38,922.34	1.0%
2700 - Loans Payable		
2705 - Associated Ind.	55,000.00	1.5%
2710 A.J. Semier	15,000.00	0.4%
2715 · D.K. Semler	15,000.00	0.4%
2720 · D.T. Semler	80,000,00	2.1%
2735 · R.H. Semler	317.015.37	8.5%
2740 S.R. Semier	15,000,00	0.4%
2745 · T.L. Semier	50,000.00	1.3%
2750 · Valley Industrial Properties	43,772.75	1.2%
Total 2700 · Loans Payable	590,788.12	15.8%
2800 - Leases Payable		
2805 Wentworth Leasing	105,168.00	2.8%
Total 2800 · Leases Payable	105,168.00	2.8%
Total Long Term Liabilities	734,878.46	19.7%
Total Liabilities	2,867,778.84	76.8%
Equity		
3000 · Opening Bal Equity	10,364.00	0.3%
3100 · Retained Earnings	-774,782.22	-20,7%
3150 · Equity - Ronald Semler	755,181.32	20.2%
3160 · Equity- M Devin Semler	729,240.89	19.5%
Net Income	147,001.53	3,9%
Total Equity	867,025.52	23.2%
TOTAL LIABILITIES & EQUITY	3,734,804.36	100.0%

38 38

06/30/00

## Pacific Centrex Services, Inc. Profit & Loss May 2000

-	May 00	Jan - May '00	% YTD	
rdinary Income/Expense				
4000 Sales				
4001 Full Service Sales	549,935.46	2,837,650.57	19.4%	
4003 · Sales - Finance Charges	11,333.70	70,146.10	- 16.2%	
4004 · Sales - Sectional Bills	221,242.98	1,209,639.46	18.3%	
4010 · Write-offs/Refunds 4015 · Integretel Revenue	0.00 4,892,14	-10,211,53	0.0%	
4020 · Credits Allowed	-61,475,65	24,866.82	19.7%	
4020 Credits Allowed 4021 Debit Adjustments	-01,475,65	-395,635.04	15.5%	•
4022 · Other Sales	0.00	90,308.43 5,300.00	19.2%	
			0.0%	
Total 4000 · Sales	743,233.64	3,832,064.81		19.4%
4050 · interest income	2.55	3,832,079.81	<u> </u>	17.0%
		0,002,010.01		13,476
Cost of Goods Sold				
5000 - Purchases	201 010 00	·		
5005 · Sectional Charges	221,242,98	1,209,639.46	18.3%	
5006 - Usage Charges	339,410,48	2,111,303.84	16.1%	
5007 Integretel Fees	2,120.00	33,195.82	6,4%	
5009 Voice Messaging	2,848.87	11,974.60	23.8%	
5010 Internet Services	0.00	2,439.99	0.0%	
Total 5000 · Purchases	565,622.33	3,368,653.71		16.8%
5050 · Disputes 5052 · Disputes - Pacific Bell	-70,024.18	-460,409.56	15.2%	
Total 5050 - Disputes	-70,024.18	-460,409.56	·····	15.2%
Total COGS	495,598.15	2,908,144.15		17.0%
Gross Profit	247,638.04	923,935.66		26.8%
Expense				
6000 - Salaries				
6002 Billing	16,583.32	90,984.30	18.2%	
6003 · Commissions	3,480.00	33,018,13	10.5%	
8004 · Customer Service	18,528,63	92,416.00	20.0%	
6006 · Management	12,076.64	60,258.20	20.0%	
6007 · Office	13,508,85	45,449.21	29,1%	
6010 · Sales	15,534,24	54,743.08	28.4%	
6011 · Technician	555.00	555.00	100.0%	
6013 · Collections	8,283,19	26,993.44	30.7%	200
6014 · Provisioning	6,153.54	28,225.67	21.8%	
Total 6000 - Salaries	94,703.41	433,643.03	···	21.8%
6100 · Operating Expenses				
6101 · Accounting Services	730.00	730.00	100.0%	
6105 · Agent Commissions	0.00	1,994,89	0.0%	
6115 · Automobile Expense	1,691,38	8.483.36	19.9%	
6120 · Bad Debts	2.000.00	4,386.92	45.6%	
6125 · Bank Charges	0.00	372,80	0.0%	
6130 · Business Development	200.00	20.068.29	1.0%	
6135 · Casual Labor	0.00	1,735.89	0.0%	
6136 · Cash Over/Short	0.00	15.00	0.0%	
6145 · Computer Expense		10.00	0.074	-
6146 · Software 6145 · Computer Expense - Other	9,486.12 8.64	48,275.90 1,318.44	19.6% 0.7%	
Total 6145 · Computer Expense	9,494.76	49,594.34	19.1%	
6150 · Data Processing/Billing	949.72	17,711.61	5.4%	
6160 · Dues & Subscriptions	0.00	1,626.34	0.0%	
6165 · Legai Fees	6,915.67	19,373.75	35.7%	
6175 · Office Supplies	112.73	2,659.32	4.2%	
6176 · Credit Card Discount	528.69	528.69	100.0%	
6180 · Outside Services	040.00	320.05	100.070	•
6181 · Janitorial	268.17	1,441.28	18.6%	
6184 - Security	0.00	562.00	0.0%	
Total 6180 · Outside Services	268.17	2,003.28	13.4%	
6185 · Postage & Delivery	2,291.98	7,045.21	32.5%	
6186 · Penaities	536.68	536.68	100.0%	
6190 Telephone	144.50	6,319.02	2.3%	
Total 6100 · Operating Expenses	25,864.28	145,185.39		17.8%
6200 · Employee Benefits				

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# Pacific Centrex Services, Inc. Profit & Loss May 2000

	May 00	Jan - May '00	% YTD	
6215 · Payroll Expenses	348.85	1,784.60	19.5%	
6220 Payroll Taxes	10,811.72	45,486.85	23.8%	
6225 Training 6230 Health Insurance	0.00 3.932.44	2,373.00 23,031.90	0.0% 17.1%	
Total 6200 · Employee Benefits	15,434.14	73,872.14	17.170	20 9%
6300 · Insurance	10,101,11	75,072.14		20 9%
6310 · Liability	144.09	720.45	20.0%	
6320 Workers Compensation	324.09	2,931.99	11.1%	
Total 6300 · Insurance	468.18	3,652.44		12.8%
6600 · Occupancy Cost				
6601 Rent	5,025.00	25,125.00	20.0%	
6605 · Utilities	1,175.98	3,814.39	30.8%	
6610 Signage- Exterior 6615 Decorations	0.00	300.00 620.74	0.0%	
Total 6600 · Occupancy Cost	6,200.98	29,860.13		20 85/
6850 · Repairs and Maintenance	0,200.30	28,000.13		20.8%
6651 Building Repairs	2,137.45	3,982.66	53.7%	
6652 Equipment Repairs	3,359.96	18,472.61	18.2%	
6655 Equipment Rental	72.59	422.95	17.2%	
Total 8650 - Repairs and Maintenance	5,570.00	22,878.22		24.3%
6800 · Taxes & Licenses				
6805 Fees and Licenses	795.00	6,725.58	11.8%	
6810 · Corporate Taxes	0.00	6,190.06	0.0%	
Total 6800 · Taxes & Licenses	795.00	12,915.64		6.2**
7200 · Marketing & Advertising	704.04			
7250 · Advertising & Promotion	794.61	5,459.32	14.6%	
7251 · Printing 7255 · Exhibit Fees	1,720.40	9,132.81 7,040.45	18.8%	
Total 7200 · Marketing & Advertising	2.515.01		0.0%	
7300 · Entertainment & Travel	2,515.01	21,632.58		11.6%
7310 · Entertainment	5,214.24	7,743.84	67.3%	
7350 · Travel	-,_ , _ , _ ,	1,140,04	07.576	
7352 · Airfares	0.00	3,604.82	0.0%	
7353 · Miscellaneous Travel	0.00	101.08	0.0%	
7354 Hotels	524.70	4,940.45	10.6%	
7355 · Meals	596.20	1,475.59	40.4%	
7356 · Auto Rental	0.00	300.00	0.0%	3
Total 7350 · Travel	1,120.90	10,421.94	10.8%	
7300 · Entertainment & Travel - Other	0.00	51.06	0.0%	
Total 7300 · Entertainment & Travel	6,335.14	18,216.84		34.8*
Total Expense	157,886.14	761,856.41		20.75=
Net Ordinary Income	89,751.90	162,079.25		55,4%
Other Income/Expense				
Other Expense 9100 · Prior Period Expenses	8,616,19	14,568.19		50 14
9150 · Finance Charges	0.00	154.05		59.1% 0.0%
9400 · Interest Expense	86.90	355.48	*	18.8%
Total Other Expense	8,683.09	15,077.72		57.6%
Net Other Income	-8,683.09	-15,077.72		57.6%
Net Income	81,068.81	147,001.53		55.1%

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- 1. Applicant has sufficient financial capability to provide the requested service in the geographic areas proposed to be served. Applicant's operating revenue will provide Applicant with sufficient financial resources to provide service in the proposed areas.
- 2. Applicant has sufficient financial capability to maintain the requested service in the geographic areas proposed to be served. Applicant's operating revenue will provide Applicant with sufficient financial resources to maintain service in the proposed areas.
- 3. Applicant will operate as a facilities-based and resold provider. Applicant has sufficient financial capability to meet lease or ownership obligations in the geographic areas proposed to be served. Applicant's operating revenue will provide Applicant with sufficient financial resources to meet lease or ownership obligations in the proposed areas.

# EXHIBIT C

# **Management Resumes**

M. Devin Semler, CEO and President of Pacific Centrex

Monte Devin Semler is the co-founder and President of Pacific Centrex, the 3<sup>rd</sup> largest Shared Service Provider in California and the fastest growing as recognized by Pacific Bell. His involvement and knowledge of telecommunications spans more than 10 years. From cellular service to pre-paid calling cards... from provisioning to finance... Mr. Semler has in-depth knowledge of this industry, its players, and its major trends.

Mr. Semler brings to Pacific Centrex a sustained backroom insight into the telecommunications industry, relationships with major players and partners, and sales and marketing savvy.

Since its founding in 1996 Mr. Semler has served as chief executive officer and cofounder of Pacific Centrex Services.

From 1996 to 1997 Mr. Semler was the founder and president of Direct Link Telecommunications, Inc., a wholesale prepaid calling card telecommunications provider located in Los Angeles.

From 1994 to 1996, Mid-Com Communications, Inc., a Seattle, Washington headquartered facilities-based long distance carrier, employed Mr. Semler. At Mid-Com Communications he held various staff positions including customer care, provisioning, sales compensation, and finance.

From 1991 to 1994, Mr. Semler was employed as a sales representative for Secure Net, Inc., a wireless telecommunications services provider.

Subash Khurana, COO

Mr. Khurana bring to Pacific Centrex over 15 years of project management and business operations for major corporation with over 200 million dollars in revenue. His wealth of experience covers the successful implementation of business startups, as well as established major international companies. He bring to the team organizational expertise required to run and maintain the complexities of telecommunications companies.

From 1997 to 1998 Mr. Khurana was Director of Hospitality Systmes for SmarTalk Teleservices, Inc. His responsibilities included the development of P.O.S. activation systems for prepaid phone card sales and the managing and developing of a web based managing and reporting system to support and track millions of calling cards around the world.

He is a holder of a BS in Electrical Engineering and an MBA from the University of Hartford in Connecticut.

#### Stani Butler, Treasurer

Ms. Butler brings to Pacific Centrex Services a wealth of knowledge and experience within the finance industry as well as corporate experience in handling human resources and all accounting matters. Prior to joining PCS Ms. Butler was the Head Accountant at West Coast Productions – a Semler Group holding Company for several leading restaurants located in Newport Beach, California. From 1990-1998 Ms. Butler held the post of Comptroller for infrastructure and construction ventures.

#### Manzu Rahman, Database Engineer

Mr. Rahman has been with Pacific Centrex since it's beginning in 1996. He has worked extensively with various billing databases, including construction, setup and maintenance of all billing systems. Mr. Rahman in conjunction with Mr. Khurana was responsible for implementing the most recent billing database used by Pacific Centrex to track inventory, services and usage.

Prior to joing Pacific Centrex Mr. Rahman worked as an accountant for FirstServeNet, an internet startup company where he provided accounting services for 4 years.

Mr. Rahman graduated with a BS in Accounting from the University of North Carolina, Chapel Hill.

#### Orlando Balladares, Senio Information Specialist/ Systems Engineer

Mr. Balladares recently joined Pacific Centrex with the specific mission of developing the Company information systems and its Intranet. Mr. Balladares comes to Pacific Centrex Services from "Teledyne Electronic Technologies" with over 5 years of work experience in PC software/hardware and over 3 years in Network Administration. For the pas 2 years, Mr. Balladares also worked to develop custom software. Within these applications he created different types of forms, reports, modules, and all of the other ingrediants necessary to build and maintain a complete application. At Teledyne Electornic Technologies, Mr. Balladares specialized in:

- Ethernet LAN of approximately 240 PC users and over 200 AS400 users Installing Network version software of NT Servers
- Writing code in VBA or VB 5.0 for different Departments
- User support of AS400 Terminal Emulation software (Client Access)

#### Joshua Ploude, Network Specialist

Mr. Ploude brings to Pacific Centrex a fresh outlook and detailed knowledge of the technologies that are driving the telecommunications revolution today. Mr. Ploude has been aggressively planning the rollout of a facilities-based CLEC network. Since the Company has become committed to the technology that will drive the network, Mr. Ploude has begun to supervise interconnection of Pacific Centrex Services network with all relevant ILECs. Mr. Ploude is a trained SMS/800 Engineer. He has helped Pacific Centrex become a Responsible Organization and establish their new SMS/800 department.

Prior to joining Pacific Centrex Services, Mr. Ploude worked as a computer consultant and research manager for Richard Dinel of R.H. Dinel Investment Counsel in Brentwood, California. During this experience Mr. Ploude became adept in the methods used to research companies that showed investment potential. He was also responsible for generating portfolio performance statistics on a quarterly basis. Mr. Ploude has recently graduated from UCLA with a BA in Political Science. Maureen Collins, Provisioning Manager

Ms. Collins is responsible for supervising the provisioning department for Pacific Centrex Services. Ms. Collins has extensive order fulfillment experience with various ILECs, IXCs and other service providers. Ms. Collins heads up a team of 5 provisioners whose sole responsibility is ordering and maintenance of the services that Pacific Centrex Services.

Prior to joining Pacific Centrex Ms. Collins worked for Integrated Telemanagement Services for two years. While at ITS Ms. Collins learned and honed her understanding of telecommunications and associated order processes.

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