

ISG-Telecom Consultants

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VIA USPS PRIORITY MAIL

April 14, 2011

Ms. Blanca Bayo
Florida Public Service Commission
Division of Communications
Certificate of Compliance Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0866

RECEIVED-FPSC
11 APR 18 PM 1:33
COMMISSION CLERK

110081-TI

Re: Advanced Communications Southeast Inc. - Application for Resale/Facility Based ALEC Authority

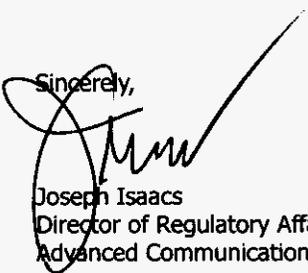
Dear Ms. Bayo,

Enclosed please find an original and one (1) copy of the resumes, financials, Statement of Financial Responsibility and resigned Page 7 of the application.

Please acknowledge receipt of this filing by file stamping and returning a copy of this letter to the address below.

Questions concerning this Application may be addressed directly to me.

Sincerely,



Joseph Isaacs
Director of Regulatory Affairs
Advanced Communications Southeast Inc

4274 Enfield Court, Suite 1600, Palm Harbor, Florida 34683
Regulatory Attorneys and Consultants
Telephone: 727-738-5553 Facsimile: 727-939-2672
<http://www.isg-telecom.com> isaacs@isg-telecom.com

DOCUMENT NUMBER-DATE
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FPSC-COMMISSION CLERK

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 competitive local exchange telecommunications company (CLEC) 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 competitive local exchange 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.**"

Company Owner or Officer

Print Name: David Funderburk
Title: President
Telephone No.: 770-623-4409
E-Mail Address: dfund@itonline.com

Signature: _____

David Funderburk

Date: _____

4/14/11

BIO

David Funderburk
ITO, LLC.

David started in the telecommunications business in sales for Lynx Telecommunications in 1996. Lynx has won the agent of the year award from BellSouth (now AT&T) 3 times has ranked in the top 5 sales agent from 1998 to 2007. In that same year, David won the AT&T Channel Sales Person of the year award with sales volumes never reached before or since.

In 2004 David helped found ITO, LLC. His sales helped ITO reach \$3.5 million in annual revenue. Today ITO, LLC is the largest DSL RBAN Wholesale Aggregator in AT&T and supports over 30 members in 14 states.

Before Lynx, David worked as Technical Director/Audio Engineer for Church Street Station in Orlando for 13 years. He has worked with many of the leading music industry groups such as Garth Brooks, Shania Twain, Nitty Gritty Dirty Band, Alan Jackson, Mel Tillis, Belamy Brothers, plus many more. David has been technical liaison for two sitting Presidents at speaking engagements which involved much communication and coordination with the White House and Secret Service staff.

David and his wife, Donna, have 3 children and attend North Point Community Church in Alpharetta, GA.

Jeffrey M. Brooks Bio

Currently COO and GM for ITO LLC, Jeff has been with the company since February 2007. Prior to that, he was a shareholder and CEO of True Prism Technologies, a Charleston SC based web and services development firm.

Jeff received his B.S.B.A. in Accounting from East Carolina University and his M.S. in Economics from NC State. He worked for Ernst & Whinney as a CPA on corporate tax staff before joining Data General to sell large computer systems.

He was a Territory Manager for startup Sequent Computer Systems (acquired by IBM in 1998), and spent five years at Vanguard Cellular Systems (acquired by ATT in 1996). As the officer responsible for Sales and Distribution, Vanguard grew from \$12 million per year in revenue to over \$180 Mil and 1800 employees by 1994.

Brooks joined The Southern Company as EVP Sales Marketing and Operations for their wireless group and after three years, spent two years at GTE as VP of Wireless Data Sales. Declining a relocation to Dallas, he joined BellSouth and spent three years directing Corporate Strategy, and two years as AVP for Sales for Complex Data Products for BellSouth Business.

In 2001 he joined startup vendor Viglinx as VP of Strategic Distribution and completed deals with Lockheed Martin, Northrup Gruman, Solarcom, SAIC and others. With children in school, he again declined relocation to New Jersey when TruSecure acquired Viglinx, and he accepted a turnaround position with ISIS Networks in Atlanta. While there, he guided the company from annualized negative cash flow of \$500,000 to positive cash flow, and participated in the sale of the company to third party investors.

Jeff and his wife Kim live in Apex, North Carolina and have two children. They attend Colonial Baptist Church, and are active in volunteer activities in Hospice care and services for the homeless and hungry. Jeff is an Eagle Scout, and is a member of the National Association of Youth Basketball Coaches, American Institute of CPA's and other organizations.

ITO, LLC
Profit & Loss
January - December 2010

	<u>Total</u>		<u>Total</u>
Income		Expenses (Cont.)	
4000 Income	0.00	6300 Repairs	0.00
4010 Fees	103,384.50	6320 Computer Repairs	13,093.40
4060 Other Services	26,190.00	6340 Hardware and Supplies	1,034.36
4070 Consulting	6,033.83	Total 6300 Repairs	\$ 14,127.76
4080 Sales of Product Income	357.95	6400 General and Admin Exp	0.00
4090 Other Primary Income	52,723.26	6410 Office Supplies	8,540.91
4100 Voice Revenues	1,514,085.72	6440 Software	3,858.57
4200 DSL Revenues	2,761,289.91	6445 Equipment	3,511.37
4300 Complex Circuits	300.00	6450 Postage and Delivery	3,449.06
4490 Reimbursed Expenses	120.73	6455 On-Line Services	-10.00
4810 SLA Credits	-150.24	6460 Reference Materials	380.33
4900 Discounts given	-6,000.00	6465 Printing and Stationery	363.74
Total 4000 Income	\$ 4,458,335.66	Total 6400 General and Admin Exp	\$ 20,093.98
8070 Contra - ACS Note	22,279.36	6500 Travel	0.00
Total Income	\$ 4,480,615.02	6510 Automobile	4,996.05
Cost of Goods Sold		6540 Travel	13,456.27
5000 Cost of Service	0.00	6580 Misc Travel	75.18
5050 Voice Cost of Goods Sold	0.00	6590 Meals	4,445.88
5099 COGS Voice - New	1,588,849.95	Total 6500 Travel	\$ 22,973.38
5100 COGS Voice 1FB	0.00	6600 Insurance	0.00
407ITO BMS407 BMS 407-M18-4933-001 (deleted)	662.28	6610 Liability Insurance	1,154.00
5190 Voice COGS	61,655.84	Total 6600 Insurance	\$ 1,154.00
864482A 864-M48-2928-001 ACS (deleted)	-50.46	6800 Taxes	0.00
Total 5100 COGS Voice 1FB	\$ 62,267.66	6860 State	50.00
5120 Other Voice COGS	432.11	6870 Other Taxes	1,752.50
Total 5050 Voice Cost of Goods Sold	\$ 1,651,549.72	Total 6800 Taxes	\$ 1,802.50
5200 Data Network Cost of Goods Sold	0.00	6900 Occupancy	0.00
5210 Network Backbone	0.00	6910 Telephone	9,478.55
5212 OC3 Backbone COGS	66,643.36	6915 Wireless	6,937.16
5216 OC RBAN Port	108,753.43	6920 Long Distance	13.22
5218 Dedicated Internet Access	31,970.20	Total 6900 Occupancy	\$ 16,428.93
Total 5210 Network Backbone	\$ 207,366.99	7100 Marketing	0.00
5250 COGS DSL RBAN	2,056,155.85	7110 Dues and Subscriptions	4,413.00
5260 Co-Location	61,589.89	7130 Marketing and PR	4,319.44
5270 T-1 Other Costs of Service - COS	529.84	7150 Internet Hosting	456.95
Total 5200 Data Network Cost of Goods Sold	\$ 2,325,642.57	7180 Advertising/Promotional	168.95
5300 Equipment COGS	0.00	Total 7100 Marketing	\$ 9,358.34
5310 COGS DSL Subscriber CPE	1,846.75	7400 HR & Training	0.00
Total 5300 Equipment COGS	\$ 1,846.75	7410 Payroll Expenses	90,138.55
5610 Cost of Labor - COS	18,738.72	7420 Payroll Taxes Paid	14,324.68
5710 IP Addresses	2,250.00	7450 Contract Labor	71,214.95
5810 Outsourced Support	26,646.40	7460 Bill Consultants	2,677.50
5820 Managed Services	55,349.70	7480 Professional Development	346.32
5900 Commissions Expense	20,982.50	Total 7400 HR & Training	\$ 178,702.00
Total 5000 Cost of Service	\$ 4,103,006.36	8900 MASTER TEMP PR TAX ACCTS	0.00
Total Cost of Goods Sold	\$ 4,103,006.36	Total Expenses	\$ 304,469.43
Gross Profit	\$ 377,608.66	Net Operating Income	\$ 73,139.23
Expenses		Other Income	
6100 Financial	0.00	8600 Other Income	0.00
6120 Bank Service Charges	3,567.72	8610 Interest Income	5,420.92
6140 Credit Card Processing	1,199.56	8620 Shipping Charges Pass Through	0.00
6160 Online Services DNB Equ Et Al	1,021.03	Total 8600 Other Income	\$ 5,420.92
6180 Bad Debts	11,695.50	Total Other Income	\$ 5,420.92
Total 6100 Financial	\$ 17,483.81	Other Expenses	
6200 Professional Fees	0.00	8800 Other Expenses	0.00
6240 Consulting Fees	1,000.00	8810 Loan Interest	-69.62
6250 Accounting	625.00	8820 Other Expense	99,870.53
6270 Financial Reporting	598.00	Total 8800 Other Expenses	\$ 99,800.91
6280 Legal Fees	20,121.73	Total Other Expenses	\$ 99,800.91
Total 6200 Professional Fees	\$ 22,344.73	Net Other Income	-\$ 94,379.99
		Net Income	-\$ 21,240.76

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