



PATRICK D. CROCKER
patrick@crockerlawfirm.com

February 26, 2014

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

RECEIVED-FPSC
14 FEB 27 AM 10: 24
COMMISSION
CLERK

RE: Total Marketing Concepts, LLC
Application for Authority to Provide Telecommunications Company Service

Dear Sir or Madam:

Enclosed for filing with the Florida Public Service Commission, please find an original and one (1) copy of the above captioned company's *Application for Authority to Provide Telecommunications Company Service within the State of Florida*, along with a check in the amount of \$500.00 for filing fee.

Also enclosed is a duplicate copy of this letter. Please date-stamp the duplicate and return same in the enclosed stamped, self-addressed envelope.

Should you have any questions or require additional information, please contact the undersigned at (269) 381-8893 or patrick@crockerlawfirm.com.

Very truly yours,

CROCKER & CROCKER

Patrick D. Crocker

PDC/pas

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

Initials of person who forwarded check

COM _____
AFD _____
APA _____
ECO _____
ENG _____
GCL _____
IDM _____
TEL 1 _____
CLK TING

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: Total Marketing Concepts, LLC

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

Total Marketing Concepts, LLC

4. Official mailing address:

Street/Post Office Box: 4395 St. Johns Parkway
City: Sanford
State: FL
Zip: 32771

5. Florida address:

Street/Post Office Box: 4395 Sts. Johns Parkway
City: Sanford
State: FL
Zip: 32771

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: | |

Florida Limited Liability Company

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: Total Marketing Concepts, LLC

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

Total Marketing Concepts, LLC

4. Official mailing address:

Street/Post Office Box: 4395 St. Johns Parkway
City: Sanford
State: FL
Zip: 32771

5. Florida address:

Street/Post Office Box: 4395 Sts. Johns Parkway
City: Sanford
State: FL
Zip: 32771

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: | |

Florida 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: L07000049046
Florida Limited Liability Company Exhibit A
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:** 300419705

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

(a) The application:

Name: Patrick D. Crocker
Title: Attorney
Street Name & Number: 107 W Michigan Ave. 4th Floor
Post Office Box: _____
City: Kalamazoo
State: MI
Zip: 49007
Telephone No.: (269) 381-8893
Fax No.: (269) 381-4855
E-Mail Address: patrick@crockerlawfirm.com
Website Address: _____

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

Name: Andrew Dorko
Title: Managing Member
Street Name & Number: 4395 St. Johns Parkway
Post Office Box: _____
City: Sanford
State: FL
Zip: 32771
Telephone No.: (407) 618-3000
Fax No.: _____
E-Mail Address: andrewdorko@yahoo.com
Website Address: www.thetmcteam.com

(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.thetmcteam.com
- 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.

None

(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. Exhibit B

(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. Exhibit B

(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: Exhibit C

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: Andrew Dorko
Title: Managing Member
Telephone No.: (407) 618-3000
E-Mail Address: andrewdorko@yahoo.com

Signature:  Date: 2/25/14

EXHIBIT A

Authority to Operate in Florida

**Electronic Articles of Organization
For
Florida Limited Liability Company**

L07000049046
FILED 8:00 AM
May 08, 2007
Sec. Of State
dbruce

Article I

The name of the Limited Liability Company is:

TOTAL MARKETING CONCEPTS, LLC

Article II

The street address of the principal office of the Limited Liability Company is:

684 S. HIGHWAY 17-92
LONGWOOD, FL. US 32750

The mailing address of the Limited Liability Company is:

684 S. HIGHWAY 17-92
LONGWOOD, FL. US 32750

Article III

The purpose for which this Limited Liability Company is organized is:

ANY AND ALL LAWFUL BUSINESS.

Article IV

The name and Florida street address of the registered agent is:

JOHN BRADSHAW
901 DOUGLAS AVE.
STE. 101
ALTAMONTE SPRINGS, FL. 32714

Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, 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 relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Registered Agent Signature: JOHN BRADSHAW

Article V

The name and address of managing members/managers are:

Title: MGRM
LINDA L HARPER
684 S. HIGHWAY 17-92
LONGWOOD, FL. 32750

L07000049046
FILED 8:00 AM
May 08, 2007
Sec. Of State
dbruce

Article VI

The effective date for this Limited Liability Company shall be:

05/04/2007

Signature of member or an authorized representative of a member

Signature: LINDA HARPER

EXHIBIT B

Managerial and Technical Capability

Andrew Dorko, Jr.
216 Arezzo Court
Sanford, Florida 32771

Experience:

2004 to present

Total Marketing Concepts - Sanford, Florida
President

As the President of a growing organization, I am responsible for all aspects of the company, sales and client relationships. The organization has expanded to three locations in Central Florida employing 700 employees.

1994-2004

XO Communications - Orlando, Florida
Sales Manager

Worked for one of the largest Telecommunications organizations in Florida for the Tele-systems team. Managed the entire life cycle of all clients and assigned staff as needed to grow projects.

1993-1994

Donnelly Directory – Maitland, Florida
General Manager

Relocated to central Florida to engage in a new business venture with Donnelly Directory. Worked to launch and grow the market share in this region.

1977-1993

Bell Atlantic/Yellow Pages, Inc. – Somerset, New Jersey
General Manager

Managed an expanding territory of customers for Bell Atlantic. Worked in all aspects of the sales cycle and installation process of services. Responsible for over 280 employees to deliver products and services.

George Lonabaugh
President - Total Marketing Concepts, Inc.

George Lonabaugh presides over the operations of Total Marketing Concepts Inc. with over 20 years of experience. He reports directly to the CEO of TMC, Andrew Dorko. George's primary role is managing the internal departments of the organization as well as strategic planning. In addition to internal operations, George is responsible for program development and client relations for our marketing businesses. George began his career with Impact TeleMarketing Consultants Inc., ranked three times by INC. Magazine as one of the fastest growing private companies in the US. Impact later became public as part of NCO Financial Services Inc. (NCO GROUP), the leading accounts receivable organization in the world managing all of its Call center operations in the US and Internationally. Industry experience includes Banking and financial consulting with MBNA America/Bank of America and Capital One. Insurance services, Market Research and Political consulting with the top consulting organizations in the nation, Telecom and Wireless experience with companies such as AT&T, VERIZON and SPRINT as well as a specialization in Utility services with our Energy Department and our internal Internet Marketing team. George attended Temple University in Philadelphia PA, and is also a long term member of the American Teleservices Association.

George worked to develop and implement successful marketing campaigns for several Energy companies. Worked to hire and train staff, and act as liaison between the energy organizations and Total Marketing Concepts. Primarily worked to explain deregulation and enroll customers in the various Choice programs with suppliers across the country in all deregulated markets. Trained Agents to give details and send customers to a third party verifier to explain enrollment. Helped track and manage retention rates of these customers after they switch to the alternate suppliers.

EXHIBIT C

REDACTED

Financial Capability - Filed Confidentially

Applicant has sufficient financial capability to provide and maintain service in the State of Florida. In support of the Applicant's financial capability, a copy of Balance Sheet and Profit & Loss Statements for the last three (3) years is being filed with the application confidentially.