

MAXWELL, BAKER & McFATRIDGE, P.C.

ATTORNEYS AT LAW  
13625 EL CAMINO REAL, SUITE 500  
HOUSTON, TEXAS 77058

FILE COPY

KYLE L. DICKSON  
OF COUNSEL

DIRECT (281) 286-1040  
TELEPHONE (281) 286-1040  
FAX SIMILE (281) 286-1040

July 23, 1997

DEPOSIT

DATE

D579

JUL 30 1997

**VIA FEDERAL EXPRESS**

Florida Public Service Commission  
Secretary  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0866

970987-TX

Re: *Application for MiComm Services, Inc. for Authority to Provide Alternative Local Exchange Service Within the State of Florida.*

Dear Madam or Sir:

Enclosed herewith for filing on behalf of *MiComm Services, Inc.*, please find an original and six (6) copies of its Application for Authority to Provide Alternative Local Exchange Services within the State of Florida. Also, please find our firm check in the amount of \$250.00 made payable to the Florida Public Service Commission to cover filing fees.

Please date-stamp the extra copy and return to the undersigned in the self-addressed stamped envelope provided. If you have any questions, please contact me at (281) 286-1040

Respectfully submitted,

Kyle L. Dickson

Enclosures

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DOCUMENT 07709 JUL 30 97  
FPSC-RECORDS/REPORTING

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**FLORIDA PUBLIC SERVICE COMMISSION  
CAPITAL CIRCLE OFFICE CENTER - 2540 SHUMARD OAK BOULEVARD  
TALLAHASSEE, FLORIDA 32399-0850**

**APPLICATION FORM  
for**

**AUTHORITY TO PROVIDE ALTERNATIVE LOCAL EXCHANGE SERVICE  
WITHIN THE STATE OF FLORIDA**

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**INSTRUCTIONS**

1. This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing alternative local exchange certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee.
2. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
3. Use a separate sheet for each answer which will not fit the allotted space.
4. If you have questions about completing the form, contact:

**Florida Public Service Commission  
Division of Communications, Certification & Compliance Section  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0866  
(904) 413-6600**

5. One completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250 made payable to the Florida Public Service Commission at the above address.
-

- 
1. This is an application for (check one):
- (X) Original authority (new company)
  - ( ) Approval of transfer (to another certificated company)  
**Example.** a certificated company purchases an existing company and desires to retain the original certificate authority.
  - ( ) Approval of assignment of existing certificate (to a noncertificated company)  
**Example.** a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.
  - ( ) Approval for transfer of control (to another certificated company)  
**Example.** a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.
2. Name of Applicant:  
**MIComm Services, Inc.**
3. A. National mailing address including street name, number, post office box, city, state, zip code, and phone number.  
**5215 O'Conner, Suite 300**  
**Irving, Texas 75039**  
**(972) 506-3400**
- B. Florida mailing address including street name, number, post office box, city, state, zip code, and phone number.  
**1200 South Pine Island Road**  
**Plantation, Florida 33324**  
**(305) 473-5503**
- C. Physical address of alternative local exchange service in Florida including street name, number, post office box, city, zip code, and phone number  
N/A.

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4. Structure of organization:

- |   |  |
|---|--|
| <input type="checkbox"/> Individual                     | <input type="checkbox"/> Corporation                 |
| <input checked="" type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership         |
| <input type="checkbox"/> General Partnership            | <input type="checkbox"/> Limited Partnership         |
| <input type="checkbox"/> Joint Venture                  | <input type="checkbox"/> Other, Please explain _____ |

5. If incorporated, please provide proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: \_\_\_\_\_

**A copy of Applicant's Certificate of Authority to do Business in Florida is attached hereto as Exhibit "A".**

6. Name under which the applicant will do business (d/b/a):  
**MiComm Services, Inc.**

7. If applicable, please provide proof of fictitious name (d/b/a) registration:

Fictitious name registration number: **N/A.** \_\_\_\_\_

8. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

9. State whether any of the officers, directors, or any of the ten largest stockholders have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, please explain.

**None**

- 
10. Please provide the name, title, address, telephone number, Internet address, and facsimile number for the person serving as ongoing liaison with the Commission, and if different, the liaison responsible for this application.

**Ongoing Operations:**

**David Pikoff**  
**President**  
**MiComm Services, Inc.**  
**5215 O'Conner, Ste. 300**  
**Irving, Texas 75039**  
**(972) 506-3400 (Phone)**  
**(972) 506-3266 (Fax)**

**Application**

**Kyle L. Dickson**  
**Maxwell, Baker & McFatridge, P.C.**  
**17625 El Camino Real, Ste. 310**  
**Houston, Texas 77058**  
**(281) 286-1040 (Phone)**  
**(281) 286-1043 (Fax)**

11. Please list other states in which the applicant is currently providing or has applied to provide local exchange or alternative local exchange service.  
**Texas**
12. Has the applicant been denied certification in any other state? If so, please list the state and reason for denial.  
**No.**
13. Have penalties been imposed against the applicant in any other state? If so, please list the state and reason for penalty.  
**No.**
14. Please indicate how a customer can file a service complaint with your company  
**Customers can either call the Company's toll-free telephone number (888) 878-3526 or write to the Company directly.**

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15. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide alternative local exchange service in Florida.

A. Financial capability. See Exhibit "B".

Regarding the showing of financial capability, the following applies:

The application should contain the applicant's financial statements, including

1. the balance sheet
2. income statement
3. statement of retained earnings for the most recent 3 years

If available, the financial statements should be audited financial statements.

If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should affirm that the financial statements are true and correct.

**Applicant is a startup company and does not have any financial statements. Applicant's shareholder, Ronald Jensen, will provide capital to fund its operations.**

B. Managerial capability. See Exhibit "C".

C. Technical capability. See Exhibit "C".

AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange 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 §775.082 and §775.083."

Official   
Signature

7-25-97  
Date

Title: President

(972) 506-<sup>3200</sup>~~5400~~  
Telephone Number

Address: MiCom Services, Inc  
5215 O'Conner, Suite 300  
Irving, Texas 75039

**EXHIBIT "A"**

**CERTIFICATE OF AUTHORITY TO DO  
BUSINESS IN THE STATE OF FLORIDA**





FLORIDA DEPARTMENT OF STATE  
Sandra B. Mortham  
Secretary of State

July 9, 1997

CT Corporation System  
660 East Jefferson St.  
Tallahassee, FL 32301

Re: Document Number F96000004712

The Amendment to the Application of a Foreign Corporation for PLATINUM COMMUNICATIONS OF TEXAS, INC. which changed its name to MICOMM SERVICES, INC., a Texas corporation authorized to transact business in Florida, was filed on July 8, 1997.

Should you have any questions regarding this matter, please telephone (850) 487-6050, the Amendment Filing Section.

Annette Hogan  
Corporate Specialist  
Division of Corporation

Letter Number: 897A00035429

APPLICATION BY FOREIGN CORPORATION TO FILE AMENDMENT TO  
APPLICATION FOR AUTHORIZATION TO TRANSACT BUSINESS IN  
FLORIDA

97 JUN -8 PM 1:09  
FILED  
SECRETARY OF STATE  
TALLAHASSEE, FLORIDA

SECTION I (1-3 must be completed)

1. Platinum Communications, Inc. d/b/a Platinum Communications of Texas, Inc.  
Name of corporation as it appears within the records of the Department of State.
2. Incorporated under laws of: Texas
3. Date authorized to do business in Florida: September 13, 1996

SECTION II (4-7 complete only the applicable changes)

4. If the amendment changes the name of the corporation, when was the change effected under the laws of its jurisdiction of incorporation?

May 14, 1997

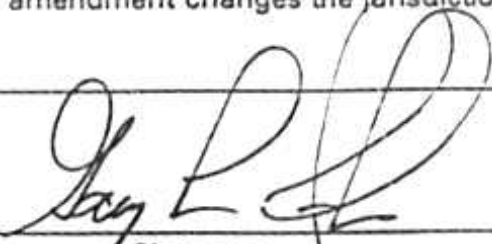
5. Name of corporation after the amendment, adding suffix "corporation," "company," "incorporated," or appropriate abbreviation, if not contained in new name of the corporation:

MICOMM Services, Inc.

6. If the amendment changes the period of duration, indicate new period of duration.

No Change

7. If the amendment changes the jurisdiction of incorporation, indicate new jurisdiction.



Signature  
Name and Title  
Gary Friedman, Secretary

6/6/97

Date

EXHIBIT "B"

BALANCE SHEET

INCOME STATEMENT

STATEMENT OF RETAINED EARNINGS FOR 3 YEARS

**FINANCIAL QUALIFICATIONS OF MICOMM SERVICES, INC.**

MiComm is a startup company and does not have any financial statements. Capital will be supplied by its sole shareholder, Ronald Jensen. A copy of Ronald Jensen's current tax basis balance sheet is attached.

**Ronald L. Jensen  
Tax Basis Balance Sheet  
December 31, 1996**

**Assets**

Cash	\$ 11,818,967
Annuities	1,312,410
Notes receivable	17,173,121
Investments in publicly-held companies	7,199,531
Investments in privately-held companies	62,819,758
Other assets	<u>432,198</u>
<b>Total Assets</b>	<b>\$ <u>100,753,985</u></b>

**Liabilities and Net Worth**

Note payable	\$ 215,816
Other liabilities	2,000
Net worth	<u>100,536,369</u>
<b>Total Liabilities and Net Worth</b>	<b>\$ <u>100,753,985</u></b>

### Three Year Projections

Average Bill \$49.95  
 Additional Features \$6.00  
 Average Total Bill \$55.95

Month	1	2	3	4	5	6	7	8	9	10	11	12
New Customers	100	100	100	250	250	250	300	300	300	300	300	300
Total Customers	100	200	298	545	790	1032	1321	1608	1892	2171	2451	2727
Customer Attrition (1%)	0	2	3	5	8	10	13	16	19	22	25	27
<b>Net Customers</b>	<b>100</b>	<b>198</b>	<b>295</b>	<b>540</b>	<b>782</b>	<b>1021</b>	<b>1308</b>	<b>1592</b>	<b>1873</b>	<b>2151</b>	<b>2427</b>	<b>2700</b>
<b>Revenue from Operations</b>												
Local Exchange	\$5,595	\$11,078	\$16,506	\$30,189	\$43,735	\$57,145	\$73,191	\$89,076	\$104,802	\$120,371	\$135,785	\$151,044
Long Distance (40% of local)	\$2,238	\$4,431	\$6,603	\$12,076	\$17,494	\$22,858	\$29,276	\$35,630	\$41,921	\$48,149	\$54,314	\$60,418
<b>Gross Revenue</b>	<b>\$7,833</b>	<b>\$15,509</b>	<b>\$23,109</b>	<b>\$42,265</b>	<b>\$61,229</b>	<b>\$80,003</b>	<b>\$102,467</b>	<b>\$124,706</b>	<b>\$146,723</b>	<b>\$168,520</b>	<b>\$190,099</b>	<b>\$211,462</b>
<b>Expenses</b>												
<b>Cost of Services</b>												
Local Exchange	\$4,386	\$8,685	\$12,941	\$23,668	\$34,288	\$44,802	\$57,381	\$69,835	\$82,165	\$94,371	\$106,455	\$118,419
Long Distance	\$962	\$1,905	\$2,839	\$5,192	\$7,522	\$9,829	\$12,589	\$15,321	\$18,026	\$20,704	\$23,355	\$25,980
<b>Gross Profit</b>	<b>\$2,484</b>	<b>\$4,919</b>	<b>\$7,329</b>	<b>\$13,404</b>	<b>\$19,418</b>	<b>\$25,372</b>	<b>\$32,497</b>	<b>\$39,550</b>	<b>\$46,532</b>	<b>\$53,445</b>	<b>\$60,288</b>	<b>\$67,064</b>
<b>Administrative Expenses</b>												
Customer Service Rep.(s)	\$2,500	\$2,500	\$2,500	\$2,500	\$7,817	\$10,214	\$13,081	\$15,921	\$18,731	\$21,514	\$24,269	\$26,996
Management	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Misc. Office Supplies	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750
Administrative	\$78	\$155	\$231	\$423	\$612	\$800	\$1,025	\$1,247	\$1,467	\$1,685	\$1,901	\$2,115
ILEC Interface	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Telephone Expenses	\$250	\$250	\$250	\$423	\$512	\$800	\$1,025	\$1,247	\$1,467	\$1,685	\$1,901	\$2,115
<b>Total Expenses</b>	<b>\$12,328</b>	<b>\$12,405</b>	<b>\$12,481</b>	<b>\$12,673</b>	<b>\$18,179</b>	<b>\$20,764</b>	<b>\$33,856</b>	<b>\$36,918</b>	<b>\$39,949</b>	<b>\$42,949</b>	<b>\$45,920</b>	<b>\$48,861</b>
<b>Net Income-Before Taxes</b>	<b>-\$9,844</b>	<b>-\$7,486</b>	<b>-\$5,152</b>	<b>\$731</b>	<b>\$1,239</b>	<b>\$4,609</b>	<b>-\$1,359</b>	<b>\$2,632</b>	<b>\$6,584</b>	<b>\$10,496</b>	<b>\$14,369</b>	<b>\$18,203</b>

### Three Year Projections

Average Bill	\$49.95
Additional Features	\$6.00
Average Total Bill	\$55.95

Month	13	14	15	16	17	18	19	20	21	22	23	24
New Customers	500	500	500	500	500	500	500	500	500	500	500	500
Total Customers	3200	3668	4131	4590	5044	5493	5938	6379	6815	7247	7675	8098
Customer Attrition (1%)	32	37	41	46	50	55	59	64	68	72	77	81
<b>Net Customers</b>	<b>3168</b>	<b>3631</b>	<b>4090</b>	<b>4544</b>	<b>4993</b>	<b>5438</b>	<b>5879</b>	<b>6315</b>	<b>6747</b>	<b>7175</b>	<b>7598</b>	<b>8017</b>
<b>Revenue from Operations</b>												
Local Exchange	\$177,229	\$203,152	\$228,816	\$254,223	\$279,376	\$304,277	\$328,930	\$353,336	\$377,498	\$401,418	\$425,099	\$448,543
Long Distance (40% of local)	\$70,892	\$81,261	\$91,526	\$101,689	\$111,750	\$121,711	\$131,572	\$141,334	\$150,999	\$160,567	\$170,040	\$179,417
<b>Gross Revenue</b>	<b>\$248,121</b>	<b>\$284,413</b>	<b>\$320,342</b>	<b>\$355,912</b>	<b>\$391,126</b>	<b>\$425,988</b>	<b>\$460,502</b>	<b>\$494,670</b>	<b>\$528,497</b>	<b>\$561,985</b>	<b>\$595,138</b>	<b>\$627,960</b>
<b>Expenses</b>												
<b>Cost of Services</b>												
Local Exchange	\$138,947	\$159,271	\$179,391	\$199,311	\$219,031	\$238,553	\$257,881	\$277,015	\$295,958	\$314,712	\$333,278	\$351,658
Long Distance	\$30,483	\$34,942	\$39,356	\$43,726	\$48,053	\$52,336	\$56,576	\$60,774	\$64,930	\$69,044	\$73,117	\$77,149
<b>Gross Profit</b>	<b>\$78,690</b>	<b>\$90,199</b>	<b>\$101,594</b>	<b>\$112,875</b>	<b>\$124,043</b>	<b>\$135,099</b>	<b>\$146,045</b>	<b>\$156,881</b>	<b>\$167,609</b>	<b>\$178,230</b>	<b>\$188,744</b>	<b>\$199,153</b>
<b>Administrative Expenses</b>												
Customer Service Rep.(s)	\$31,676	\$36,310	\$40,896	\$45,437	\$49,933	\$54,384	\$58,790	\$63,152	\$67,471	\$71,746	\$75,978	\$80,169
Management	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Misc. Office Supplies	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750
Administrative	\$2,481	\$2,844	\$3,203	\$3,559	\$3,911	\$4,260	\$4,605	\$4,947	\$5,285	\$5,620	\$5,951	\$6,280
ILEC Interface	\$0	\$0	\$0	\$0	\$0	\$0	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500
Advertising	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Telephone Expenses	\$2,481	\$2,844	\$3,203	\$3,559	\$3,911	\$4,260	\$4,605	\$4,947	\$5,285	\$5,620	\$5,951	\$6,280
<b>Total Expenses</b>	<b>\$63,908</b>	<b>\$68,904</b>	<b>\$73,850</b>	<b>\$78,747</b>	<b>\$83,594</b>	<b>\$88,394</b>	<b>\$96,645</b>	<b>\$101,349</b>	<b>\$106,005</b>	<b>\$110,616</b>	<b>\$115,180</b>	<b>\$119,698</b>
<b>Net Income-Before Taxes</b>	<b>\$14,782</b>	<b>\$21,296</b>	<b>\$27,744</b>	<b>\$34,128</b>	<b>\$40,448</b>	<b>\$46,705</b>	<b>\$49,400</b>	<b>\$55,532</b>	<b>\$61,603</b>	<b>\$67,614</b>	<b>\$73,564</b>	<b>\$79,455</b>

### Three Year Projections

Average Bill \$49.95  
 Additional Features \$6.00  
 Average Total Bill \$55.95

Month	25	26	27	28	29	30	31	32	33	34	35	36
New Customers	500	500	500	500	500	500	500	500	500	500	500	500
Total Customers	8517	8932	9342	9749	10151	10550	10944	11335	11722	12104	12483	12859
Customer Attrition (1%)	85	89	93	97	102	105	109	113	117	121	125	129
<b>Net Customers</b>	<b>8432</b>	<b>8842</b>	<b>9249</b>	<b>9651</b>	<b>10050</b>	<b>10444</b>	<b>10835</b>	<b>11222</b>	<b>11604</b>	<b>11983</b>	<b>12359</b>	<b>12730</b>
<b>Revenue from Operations</b>												
Local Exchange	\$471,753	\$494,731	\$517,479	\$539,999	\$562,294	\$584,367	\$606,218	\$627,851	\$649,268	\$670,471	\$691,461	\$712,242
Long Distance (40% of local)	\$188,701	\$197,892	\$206,991	\$216,000	\$224,918	\$233,747	\$242,487	\$251,141	\$259,707	\$268,188	\$276,584	\$284,897
<b>Gross Revenue</b>	<b>\$660,454</b>	<b>\$692,623</b>	<b>\$724,470</b>	<b>\$755,999</b>	<b>\$787,212</b>	<b>\$818,113</b>	<b>\$848,706</b>	<b>\$878,992</b>	<b>\$908,975</b>	<b>\$938,659</b>	<b>\$968,046</b>	<b>\$997,139</b>
<b>Expenses</b>												
<b>Cost of Services</b>												
Local Exchange	\$369,854	\$387,869	\$405,703	\$423,359	\$440,839	\$458,143	\$475,275	\$492,235	\$509,026	\$525,649	\$542,106	\$558,398
Long Distance	\$81,142	\$85,094	\$89,006	\$92,880	\$96,715	\$100,511	\$104,270	\$107,990	\$111,674	\$115,321	\$118,931	\$122,506
<b>Gross Profit</b>	<b>\$209,458</b>	<b>\$219,660</b>	<b>\$229,761</b>	<b>\$239,760</b>	<b>\$249,659</b>	<b>\$259,459</b>	<b>\$269,161</b>	<b>\$278,766</b>	<b>\$288,275</b>	<b>\$297,689</b>	<b>\$307,009</b>	<b>\$316,235</b>
<b>Administrative Expenses</b>												
Customer Service Rep.(s)	\$84,317	\$88,424	\$92,489	\$96,515	\$100,499	\$104,444	\$108,350	\$112,217	\$116,044	\$119,834	\$123,586	\$127,300
Management	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Misc. Office Supplies	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750
Administrative	\$6,605	\$6,926	\$7,245	\$7,560	\$7,872	\$8,181	\$8,487	\$8,790	\$9,090	\$9,387	\$9,680	\$9,971
ILEC Interface	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$4,500	\$4,500	\$4,500	\$4,500
Advertising	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Telephone Expenses	\$6,605	\$6,926	\$7,245	\$7,560	\$7,872	\$8,181	\$8,487	\$8,790	\$9,090	\$9,387	\$9,680	\$9,971
<b>Total Expenses</b>	<b>\$124,171</b>	<b>\$128,600</b>	<b>\$132,984</b>	<b>\$137,325</b>	<b>\$141,622</b>	<b>\$145,876</b>	<b>\$150,087</b>	<b>\$154,256</b>	<b>\$159,384</b>	<b>\$163,470</b>	<b>\$167,516</b>	<b>\$171,521</b>
<b>Net Income-Before Taxes</b>	<b>\$85,287</b>	<b>\$91,060</b>	<b>\$96,776</b>	<b>\$102,435</b>	<b>\$108,037</b>	<b>\$113,583</b>	<b>\$119,074</b>	<b>\$124,510</b>	<b>\$128,891</b>	<b>\$134,218</b>	<b>\$139,493</b>	<b>\$144,714</b>



**Cash Flow**

	1	2	3	4	5	6	7	8	9	10	11	12
<b>Month</b> <b>Beginning Balance</b>	\$25,000	\$15,156	\$7,669	\$2,517	\$3,248	\$4,488	\$9,096	\$7,737	\$10,369	\$16,952	\$27,448	\$41,817
<b>Sources of Cash</b> <b>Operations*</b>	\$7,833	\$15,509	\$23,109	\$42,265	\$61,229	\$80,003	\$102,467	\$124,706	\$146,723	\$168,520	\$190,099	\$211,462
<b>Uses of Cash</b> <b>Operating Expenses</b>	\$17,677	\$22,996	\$28,261	\$41,533	\$59,989	\$75,394	\$103,826	\$122,074	\$140,140	\$158,024	\$175,730	\$193,259
<b>Ending Cash Balance</b>	\$15,156	\$7,669	\$2,517	\$3,248	\$4,488	\$9,096	\$7,737	\$10,369	\$16,952	\$27,448	\$41,817	\$60,019

Cash Flow

Month	13	14	15	16	17	18	19	20	21	22	23	24
Beginning Balance	\$60,019	\$74,801	\$96,097	\$123,841	\$157,970	\$198,418	\$245,124	\$294,523	\$350,056	\$411,659	\$479,273	\$552,837
Sources of Cash												
Operations*	\$248,121	\$284,413	\$320,342	\$355,912	\$391,126	\$425,988	\$460,502	\$494,670	\$528,497	\$561,985	\$595,138	\$627,960
Uses of Cash												
Operating Expenses	\$233,338	\$263,117	\$292,598	\$321,784	\$350,678	\$379,283	\$411,102	\$439,138	\$466,893	\$494,371	\$521,574	\$548,505
Ending Cash Balance	\$74,801	\$96,097	\$123,841	\$157,970	\$198,418	\$245,124	\$294,523	\$350,056	\$411,659	\$479,273	\$552,837	\$632,292

Cash Flow

	25	26	27	28	29	30	31	32	33	34	35	36
Month Beginning Balance	\$632,292	\$717,579	\$808,640	\$905,416	*****	*****	*****	*****	*****	*****	*****	*****
Sources of Cash Operations*	\$660,454	\$692,623	\$724,470	\$755,999	\$787,212	\$818,113	\$848,706	\$878,992	\$908,975	\$938,659	\$968,046	\$997,139
Uses of Cash Operating Expenses	\$575,167	\$601,563	\$627,694	\$653,564	\$679,175	\$704,530	\$729,632	\$754,482	\$780,084	\$804,440	\$828,553	\$852,424
Ending Cash Balance	\$717,579	\$808,640	\$905,416	*****	*****	*****	*****	*****	*****	*****	*****	*****

**EXHIBIT "C"**

**MANAGERIAL AND TECHNICAL CAPABILITIES**

## MANAGEMENT OF MICOMM SERVICE, INC.

DAVID M. PIKOFF, President, Mr. Pikoff began his career with U.S. Telco in February 1996. Mr. Pikoff was one of the founders of the company and originally conceived the idea of bundling the resale of local and long distance. Mr. Pikoff was instrumental in getting U.S. Telco's alternative local exchange company certification in Texas, which was among the first, as well as the negotiation and approval of their interconnection/resale agreement with SWB which was the second such agreement to be approved in Texas. U.S. Telco was the first alternative local exchange company to provide resold local and long distance services on a bundled basis. They began this endeavor in June 1996. Mr. Pikoff's marketing skills have allowed U.S. Telco significant growth and they were able to obtain more than 3,000 customers in just 90 days.

Prior to U.S. Telco, Mr. Pikoff was director of sales for Multi Technology Services, a facilities based shared-tenant service provider located in Houston, Texas. Prior to his employment with MTS, Mr. Pikoff spent several years in the marketing department of Sisco Foods as Regional Marketing Associate where he was consistently ranked in the top 10 percent of their sales staff.

Mr. Pikoff received a B.B.A. from St. Edwards University in Austin, Texas, *magna cum laude*, and was a member of Alpha Sigma Lambda National Scholastic Honor Society.

RONALD L. JENSEN, Director. Background: Mr. Jensen has served as a member of Matrix Telecom, Inc. since its inception in May 1990. He has been the sole owner since 1985 of United Group Association, a health insurance agency and has held various executive offices since such date. Mr. Jensen is the Chairman of the Board and served as President from 1988 to 1994 of United Insurance Companies, Inc., a publicly traded insurance holding company, and is a member of the board of directors of Pacific Gateway Exchange, an international facilities based carrier.

GARY L. FRIEDMAN, Secretary/Treasurer/Director. Background: Mr. Friedman has served in an advisory capacity with Matrix Telecom, Inc., since its inception in May 1990, and has served as its Director, Secretary and Vice President of Strategic Operations since January 1994. Since 1984, Mr. Friedman has served as Director of United Group Insurance Company and since 1985, he has served as Director and Treasurer of United Group Associations, a leading agency offering association benefits packages, with emphasis on health insurance. Mr. Friedman has also served as Secretary of United Group Associations since July 1990.

RONALD HOWARD, Director. Background: Mr. Howard has served in an advisory capacity with the Jensen Affiliated Companies since November 1996. Prior to joining Mr. Jensen's family of companies, Mr. Howard held positions of progressive responsibility in sales, marketing, finance, and general management in the financial services industry. Mr. Howard's professional career began in 1967 with General Electric Capital Corporation followed by management positions with Meritor Credit Corporation, Ford Consumer Finance Company and Associates First Capital Corporation. Additionally, From 1993-1996 Mr. Howard served as Chairman, Associates Investment Corporation, an Industrial Loan Chartered Bank located in Salt Lake City, Utah. Mr. Howard holds a Bachelor of Science degree in Marketing from Sacred Heart University, Fairfield, Connecticut.

MAXWELL, BAKER & McFATRIDGE, P.C.

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HOUSTON, TEXAS 77058

KYLE E. DICKSON  
OF COUNSEL

DIRECT (281) 480-1040  
TELEPHONE (281) 286-1040  
FACSIMILE (281) 286-1043

July 23, 1997

DEPOSIT

DATE

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JUL 30 1997

VIA FEDERAL EXPRESS

Florida Public Service Commission  
Secretary  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0866

Re: *Application for MiComm Services, Inc. for Authority to Provide Alternative Local Exchange Service Within the State of Florida.*

Dear Madam or Sir:

Enclosed herewith for filing on behalf of *MiComm Services, Inc.*, please find an original and six (6) copies of its Application for Authority to Provide Alternative Local Exchange Services within the State of Florida. Also, please find our firm check in the amount of \$250.00 made payable to the Florida Public Service Commission to cover filing fees.

Please date-stamp the extra copy and return to the undersigned in the self-addressed stamped envelope provided. If you have any questions, please contact me at (281) 286-1040.

Respectfully submitted,

MAXWELL, BAKER & McFATRIDGE, P.C.  
17625 EL CAMINO REAL, SUITE 310  
HOUSTON, TEXAS 77058-3052

FIRST PROSPERITY BANK  
CLEAR LAKE  
P O BOX 35560  
HOUSTON, TEXAS 77235-5560

10572

7/24/1997

PAY TO THE ORDER OF FLORIDA PUBLIC SERVICE COMMISSION

\$ 250.00

DOLLARS

TWO HUNDRED FIFTY AND 00/100\*\*\*\*\*

MEMO ALEC APP-PCIO2