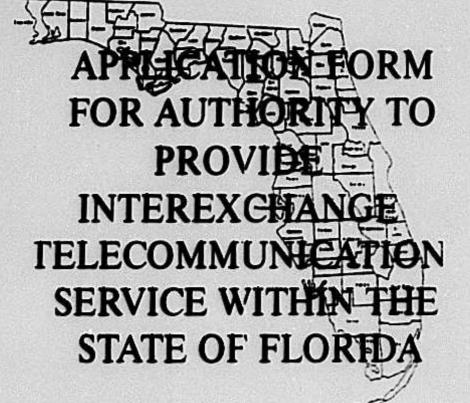
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### .. PLORIDA PUBLIC SERVICE COMMISSION .

#### DIVISION OF COMMUNICATIONS BUREAU OF SERVICE EVALUATION

# APPLICATION FORM

for

# AUTHORITY TO PROVIDE INTERESCHANGE TELECOMMUNICATIONS SERVICE

#### Instructions

- A. This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Appendix A).
- B. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. If you have questions about completing the form, contact:

Plorida Public Service Commission Division of Communications Bureau of Service Evaluation 2540 Shumard Cak Blvd. Gunter Building Tallahassee, Florida 32399-0850 (904) 413-6600

E. Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250.00 to:

> Plorida Public Service Commission Division of Administration 2540 Shumard Oak Blvd. Gunter Building Tallahassee, Florida 32399-0850 (904) 413-6251

- 1. Select what type of business your company will be conducting (check all that apply):
  - Pacilities based carrier company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.
  - ( ) Operator Service Provider company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.
  - ( ) Reseller company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
  - (x) Switchless Rebiller company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
  - ( ) Multi-Location Discount Aggregator company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers. Then offers the resold service by enrolling unaffiliated customers.
  - ( ) Prepaid Debit Card Provider any person or entity that purchases 800 access from an underlying carrier or unaffiliated entity for use with prepaid debit card service and/or encodes the cards with personal identification numbers.

This is an application for (check one): 2. ( N) Original Authority (New company). ( ) Approval of Transfer (To another certificated company) . ( ) Approval of Assignment of existing certificate (To an uncertificated company). ( ) Approval for transfer of control (To another certificated company). Name of corporation, partnership, cooperative, joint venture or sole proprietorship: UNIQUE COMMUNICATIONS, INC. Name under which the applicant will do business (fictitious name, etc.): UNIQUE COMMUNICATIONS, INC. National address (including street name & number, post s. office box, city, state and zip code). 3557 NW 53rd Court Ft. Lauderdale, Florida 33309 Florida address (including street name & number, post office box, city, state and zip code): .3557 NW 53rd Court Ft. Lauderdale, Florida 33309 Structure of organization; 7. (X) Corporation ( ) Individual ( ) Foreign Partnership ( ) Foreign Corporation ( ) General Partnership ( ) Limited Partnership ( ) Other, \_ If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners. (a) Provide proof of compliance with the foreign limited partnership statute (Chapter 620.169 FS), if applicable. Not Applicable Indicate if the individual or any of the (b) partners have previously been:

(1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. NONE

- (2) 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. UNIQUE COMMUNICATIONS, INC- President- Dennis Parker UNIQUE has an ALEC Certificate
- 9. If incorporated, please give:
  - (a) Proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: F-70628
See Attached-Exhibit A

- (b) Name and address of the company's Florida registered agent. Dennis A. Parker 3557 NW 53rd Court Ft. Lauderdale, Florida 33309
- (c) Provide proof of compliance with the fictitious name statute (Chapter 865.09 FS), if applicable.

Fictitious name registration number: NONE

- (c) Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:
  - (1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.
    - (2) 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 UNIQUE COMMUNICATIONS, INC. President- Dennis A. Parker UNIQUE has an ALEC Certificate

- 10. Who will serve as liaison with the Commission in regard to (please give name, title, address and telephone number):
  - (a) The application; Dennis A. Parker- President 3557 NW 53rd Court Ft. Lauderdale, Florida 33309 Tele# (954) 735-2010 Fax# (954) 735-2612
  - (b) Official Point of Contact for the ongoing operations of the company; Dennis A. Parker- President 3557 NW 53rd Court Ft. Lauderdale, Florida 33.

Tele# (954) 735-2010 Fax# (954) 735-2612

- (c) Tariff; Dennis A. Parker- President 3557 NW 53rd Court Ft. Lauderdale, Florida 33309
- (d) Complaints/Inquiries from Clate (954) 735-2612
  Dennis A. Parker- President Tele# (954) 735-2010
  3557 NW 53rd Court Fax# (954) 735-2612
  Ft. Lauderdale, Florida 33309
- 11. List the states in which the applicant:
  - (a) Has operated as an interexchange carrier. NO
  - (b) Has applications pending to be certificated as an interexchange carrier. NO
  - (c) Is certificated to operate as an interexchange carrier. NO
  - (d) Has been denied authority to operate as an interexchange carrier and the circumstances involved.
    NO
  - (e) Has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.
  - (f) Has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.
    NO

What services will the applicant offer to other certificated telephone companies:
( ) Facilities. ( ) Cperators. ( ) Billing and Collection. ( ) Sales. ( ) Maintenance. ( ) Other:
Do you have a marketing program? YES
Will your marketing program:  (*) Pay commissions?  ( ) Offer sales franchises?  ( ) Offer multi-level sales incentives?  ( ) Offer other sales incentives?
Explain any of the offers checked in question 14 (To whom, what amount, type of franchise, etc.). UNIQUE COMMUNICATIONS Sales People- Four Percent(41) of Customers Gross Long Distance Bill
Who will receive the bills for your service (Check all that apply)?
(x) Residential customers. (x) Business customers. () PATS providers. () PATS station end-users. (x) Hotels & motels. () Hotel & motel guests. (x) Universities. () Univ. dormitory residents. () Other: (specify)
Please provide the following (if applicable):
(a) Will the name of your company appear on the bill for your services, and if not who will the billed party contact to ask questions about the bill (provide name and phone number) and how is this information provided?  UNIQUE COMMUNICATIONS, INC. will appear on bill.  Customers will contact Billing Dept. for guestions on bill Contact Christie Palacio at 1-888-486-4183 ext. 115  (b) Name and address of the firm who will bill for your service.  UNIQUE COMMUNICATION, INC.  3557 NW 53rd Court

- 18. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide interexchange telecommunications service in Florida.
  - A. Financial capability.

Regarding the showing of financial capability, the following applies:

The application should contain the applicant's financial statements for the most recent 3 years, including:

- 1. the balance sheet See Financial Statements Enclosed
- 2. income statement See Financial Statements Enclosed
- statement of retained earnings.
   See Financial Statements Enclosed

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial capability.

- Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served. Exhibit B
- Please provide documentation that the applicant has sufficient financial capability to maintain the requested service. Exhibit B
- Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations. Exhibit B

MOTE: 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. Exhibit C

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 affire that the financial statements are true and correct.

- B. Managerial capability. See Exhibit B
- C. Technical capability. See Exhibit B
- Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485 (example enclosed). Twelve (12) copies enclosed
- 20. The applicant will provide the following interexchange carrier services (Check all that apply):
  - \_\_\_ NTS with distance sensitive per minute rates
  - \_\_\_ Method of access is FGA
    - \_ Method of access is FGB
  - Method of access is FGD Method of access is 800
  - x MTS with route specific rates per minute
  - \_\_\_\_ Method of access is FGA
  - Method of access is FGB
    Method of access is FGD
  - \* Method of access is 800
  - \_\_\_ NTS with statewide flat rates per minute (i.e. not distance sensitive)
    - \_\_\_ Method of access is FGA
    - \_\_\_ Method of access is FGB
    - x Method of access is FGD
    - x Method of access is 800

_x_ MTS for pay telephone service providers
Block-of-time calling plan (Reach out Florida, Ring America, etc.).
_x_ eco Service (Toll free)
WATS type service (Bulk or volume discount) Method of access is via dedicated facilities Method of access is via switched facilities
x Private Line services (Channel Services) (For ex. 1.544 mbs., DS-3, etc.)
Travel Service  Method of access is 950  x Method of access is 800
900 service
Services included are:
_x Station assistance _x Person to Person assistance _x Directory assistance _x Operator verify and interrupt _x Conference Calling
What does the end user dial for each of the interexchange carrier services that were checked in services included (above).  Pay Telephone, Travel Service, End Users, Dial 800 Numbers, Operator Service Dial and Number (Routed to AT&T) Other:

FORM PSC/CMU 31 (11/95)
Required by Commission Rule Nos. 25-24.471, 25-24.473, and 25-24.480(2).

## .. APPLICANT ACKNOWLEDGEMENT STATEMENT ..

- 1. REGULATORY ASSESSMENT FEE: I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of its 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.
- GROSS RECEIPTS TAX: I understand that all telephone companies must pay a gross receipts tax of two and one-half percent 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: A non-refundable application fee of \$250.00 must be submitted with the application.
- 5. RECEIPT AND UNDERSTANDING OF RULES: I acknowledge receipt and understanding of the Florida Public Service Commission's Rules and Orders relating to my provision of interexchange telephone service in Florida. I also understand that it is my responsibility to comply with all current and future Commission requirements regarding interexchange service.
- 6. ACCURACY OF APPLICATION: By my signature below, I the undersigned owner or officer of the named utility in the application, attest to the accuracy of the information contained in this application and associated attachments. I have read the foregoing and declare that to the best of my knowledge and belief, the information is a true and correct statement.

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".

UTILITY OFFICIAL:	Demisa Parke Signature	03-18-57
	Signature	Date
	Dennis A. Parker	
	President	(954) 735-2010
	Title	Telephone No.

#### .. APPENDIX A ..

### CERTIFICATE TRANSFER STATEMENT

I, (TYPE MAKE)		· · · · · · · · · · · · · · · · · · ·
(TITLE)		, of (NAME OF COMPANY)
		, and current
holder of certificate n	umber	, have reviewed
this application and jo	in in the petitioner	's request for a
transfer of the above-m	ention certificate.	
UTILITY OFFICIAL!	Signature	Date
	Title	Telephone No.

#### .. APPENDIX B ..

#### CUSTOMER DEPOSITS AND ADVANCE PAYMENTS

A statement of how the Commission can be assured of the security of the customer's deposits and advance payments may be responded to in one of the following ways (applicant please check one):

- (X) The applicant will not collect deposits nor will it collect payments for service more than one month in advance.
- ( ) The applicant will file with the Commission and maintain a surety bond in an amount equal to the current balance of deposits and advance payments in excess of one month. (Bond must accompany application.)

UTILITY OFFICIAL:	Dema a Saul	03-18-97
	Signature	Date
	Dennis A. Parker	
	President	(954) 735-2010
	Title	Telephone No.

#### .. APPENDIX C ..

#### INTRASTATE NETWORK

 POP: Addresses where located, and indicate if owned or leased. Not Applicable

1) 2)

3) 4)

2. SWITCHES: Address where located, by type of switch, and indicate if owned or leased. Not Applicable

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. Not Applicable

1) POP-to-POP TYPE OWNERSHIP

2)

4. ORIGINATING SERVICE: Please provide the list of exchanges where you are proposing to provide originating service within thirty (30) days after the effective date of the certificate (Appendix D).

Not Applicable

- 5. TRAFFIC RESTRICTIONS: Please explain how the applicant will comply with the EAEA requirements contained in Commission Rule 25-24.471 (4) (a) (copy enclosed).
  End Users will dial 10XXX Code or 800 Codd of 1XC we are going to rebill.
- 6. CURRENT FLORIDA INTRASTATE SERVICES: Applicant has () or has not ( X ) previously provided intrastate telecommunications in Florida. If the answer is has, fully describe the following:
  - a) What services have been provided and when did these services begin? None
  - b) If the services are not currently offered, when were they discontinued?
    None

UTILITY OFFICIAL:	Dema a last	03-18-57
	Signature	Date
	Dennis A. Parker	
	President	(954) 735-2010
	Title	Telephone No.

#### .. APPENDIX D ..

#### FLORIDA TELEPHONE EXCHANGES

#### AND

#### EAS ROUTES

Describe the service area in which you hold yourself out to provide service by telephone company exchange. If all services listed in your tariff are not offered at all locations, so indicate. Service area will cover all listed below in the state of Florida

In an effort to assist you, attached is a list of major exchanges in Florida showing the small exchanges with which each has extended area service (EAS).

### \*\* FLORIDA EAS FOR MAJOR EXCHANGES \*\*

Extended Service Area	with	These Exchanges
PENSACOLA:	Cantonm Pace,Mi	ent, Gulf Breeze lton Holley-Navarre.
PANAMA CITY:	Lynn Ha	ven, Panama City Beach,
	Youngst AFB.	own-Fountain and Tyndall
TALLAHASSEE:	Crawfor Montice and St.	dville, Havana, llo, Panacea, Sopchoppy Marks.
JACKSONVILLE:	Jackson Maxvill	, Ft. George, ville Beach, Callahan, e, Middleburg Park, Ponte Vedra and on.
GAINESVILLE:	Hawthor Melrose	, Archer, Brooker, ne, High Springs, , Micanopy, y and Waldo.
OCALA:	Bellevi	ew, Citra, Dunnellon,

Forest Lady Lake (B21), McIntosh, Cklawaha, Orange Springs, Salt Springs and Silver Springs Shores.

DAYTONA BEACH:

New Smyrna Beach.

TAMPA:

Central None

East Plant City North Zephyrhills South Palmetto West Clearwater

CLEARWATER:

St. Petersburg, Tampa-West and

Tarpon Springs.

ST. PETERSBURG:

Clearwater.

LAKELAND:

Bartow, Mulberry, Plant City, Polk City and Winter Haven.

ORLANDO:

Apopka, East Orange, Lake Buena Vista, Oviedo, Windermere,

Winter Garden,

Winter Park, Montverde, Reedy Creek, and Oviedo-Winter

Springs.

WINTER PARK:

Apopka, East Orange, Lake Buena Vista, Orlando, Oviedo, Sanford, Windermere, Winter Garden, Oviedo-Winter Springs Reedy Creek, Geneva and Montverde.

TITUSVILLE:

Cocoa and Cocca Beach.

COCOA:

Cocoa Beach, Eau Gallie, Melbourne and Titusville.

MELBOURNE:

Cocoa, Cocoa Beach, Eau Gallie

and Sebastian.

SARASOTA:

Bradenton, Myakka and Venice.

FT. MYERS:

Cape Coral, Ft. Myers Beach, North Cape Coral, North Ft. Myers, Pine Island, Lehigh

Acres and Sanibel-Captiva Islands.

NAPLES:

Marco Island and North Naples.

WEST PALM BEACH:

Boynton Beach and Jupiter.

POMPANO BEACH:

Boca Raton, Coral Springs, Deerfield Beach and Ft.

Lauderdale.

FT. LAUDERDALE:

Coral Springs, Deerfield Beach, Hollywood and Pompano Beach.

HOLLYWOOD:

Ft. Lauderdale and North Dade.

NORTH DADE:

Hollywood, Miami and Perrine.

MIAMI:

Homestead, North Dade and

Perrine

INTERECHANGE COMPANY: means any telephone company, as defined in Section 364.02(4), F.S. (excluding Payphone Providers), which provides telecommunication service between exchange areas as those areas are described in the approved tariffs of individual local exchange companies.

INTER-OFFICE CALL: A telephone call originating in one central office unit or entity but terminating in another central office unit or entity both of which are in the same designated exchange area.

INTRA-OFFICE CALL: A telephone call originating and terminating within the same central office unit or entity.

INTRASTATE COMMUNICATIONS: The term denotes any communications in Florida subject to oversight by the Florida Public Service Commission as provided by the laws of the State.

INTRA-STATE TOLL MESSAGE: Those toll messages which originate and terminate within the same state.

LOCAL ACCESS AND TRANSPORT AREA: LATA means the geographic area established for the administration of communications service. It encompasses designated exchanges, which are grouped to serve common social, economic and other purposes.

LOCAL EXCHANGE COMPANY (LEC): Means any telephone company, as defined in Section 364.02(4), F.S., which, in addition to any other telephonic communication service, provides telecommunication service within exchange areas as those areas are described in the approved tariffs of the telephone company.

OPTIONAL CALLING PLAN: An optional service furnished under tariff provisions which recognizes a need of some subscribers for extended area calling without imposing the cost on the entire body of subscribers.

900 SERVICE: A service similar to 800 service, except this service is charged back to the customer based on first minute plus additional minute usage.

PIN NUMBER: A group of numbers used by a company to identify their customers.

PAY TELEPHONE SERVICE COMPANY: Means any telephone company, other than a Local Exchange Company, which provides pay telephone service as defined in Section 364.335(4), F.S.

POINT OF PRESENCE (POP): Bell-coined term which designates the

actual (physical) location of an IXC's facility. Replaces some applications of the term "demarcation point."

PRIMARY SERVICE: Individual line service or party line service.

PESELLER: An IXC that does not have certain facilities but purchases telecommunications service from an IXC and then resells that service to others.

STATION: A telephone instrument consisting of a transmitter, receiver, and associated apparatus so connected as to permit sending and/or receiving telephone messages.

SUBSCRIBER, CUSTOMER: These terms may be used interchangeably herein and shall mean any person, firm, partnership, corporation, municipality, cooperative organization, or governmental agency supplied with communication service by a telephone company.

SUBSCRIBER LINE: The circuit or channel used to connect the subscriber station with the central office equipment.

SWITCHING CENTER: Location at which telephone traffic, either local or toll, is switched or connected from one circuit or line to another. A local switching center may be comprised of several central office units.

TRUME: A communication channel between central office units or entities, or private branch exchanges.

#### ATTACHMENTS:

A - CERTIFICATE TRANSFER STATEMENT

B - CUSTOMER DEPOSITS AND ADVANCE PAYMENTS

C - INTRASTATE NETWORK

D - FLORIDA TELEPHONE EXCHANGES and EAS ROUTES

E - GLOSSARY

# BALANCE SHEET

# **SEPTEMBER 30, 1996**

# ASSETS

CURRENT ASSETS:			
Cash	S	31,692	
Accounts Receivable		80,254	
Inventory/Work In Progress		252,875	
TOTAL CURRENT ASSETS			\$ 364,821
PROPERTY AND EQUIPMENT, at cost net of accumulated depreciation of \$75,155			127,819
OTHER ASSETS			7,052
			\$499,692
LIABILITIES AND STOCKHOLDER'S	EQUIT	Y	
CURRENT LIABILITIES:			
Accounts payable and accrued expenses	5	53,764	
Current portion of notes payable		16,787	
TOTAL CURRENT LIABILITIES			\$ 70,551
NOTES PAYABLE			71,530
CREDIT LINE PAYABLE			80,000
LOAN FROM STOCKHOLDERS			110,553
STOCKHOLDER'S EQUITY			
Contributed capital	5	23,000	
5,000 shares authorized, 205 shares			
issued and outstanding			
Retained earnings		144,058	167,058

\$ 499,692

COMPILED FINANCIAL STATEMENTS
YEAR ENDED SEPTEMBER 30, 1995

# UNIQUE COMMUNICATIONS, 1NC. YEAR ENDED SEPTEMBER 30, 1995

# CONTENTS

	Page
Accountants' Report	1
Balance Sheet	2
Statement of Operations & Retained Earnings	3
Statement of Cash Flows	4
Notes to Financial Statements	5
Supplementary Information	8
Board of Directors' Discussion	9

Elaine M. Norton, P.A.

UNIQUE COMMUNICATIONS, INC. Board of Directors Fort Lauderdale, Florida

We have compiled the accompanying balance sheet of Unique Communications, Inc. as of September 30, 1995, and the related statements of operations and retained earnings, and cash flows for the year then ended, in accordance with the Statements for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements, information that is the representation of management. We have not audited or reviewed the accompanying financial statements and accordingly, do not express an opinion or any other form of assurance on them.

Ecillotan P.A.

ELAINE M. NORTON, P.A. Certified Public Accountant

December 22, 1995

#### BALANCE SHEET

# SEPTEMBER 30, 1995

### ASSETS

CURRENT ASSETS: Cash Accounts receivable (Note A) Inventory (Notes A & B)	\$ 59,360 79,896 201,824	
TOTAL CURRENT ASSETS		\$ 341,080
PROPERTY AND EQUIPMENT, at cost net of accumulated depreciation of \$75,155 (Notes A & C)		127,819
OTHER ASSETS		7,052
		\$ 475,951
LIABILITIES AND STOCKHOLDERS' EQUI	<u>TY</u>	
CURRENT LIABILITIES: Accounts payable and accrued expenses Current portion of notes payable (Note D)	\$ 61,594 20,576	
TOTAL CURRENT LIABILITIES		\$ 82,170
NOTES PAYABLE (Note D)		73,529
CREDIT LINE PAYABLE (Note E)		80,000
DEFERRED REVENUE (Note A)		2,736
LOAN FROM STOCKHOLDERS		110,553
STOCKHOLDERS' EQUITY: Contributed capital 5,000 shares authorized, 205 shares issued and outstanding	\$ 23,000	
Retained earnings	103,963	126,963
		\$ 475,951

See accountants' compilation report & notes to financial statements.

# STATEMENT OF OPERATIONS AND RETAINED EARNINGS

# YEAR ENDED SEPTEMBER 30, 1995

SALES'	\$	1,351,656	
COST OF SALES		662,029	
GROSS PROFIT			\$ 689,627
OPERATING EXPENSES:  Salaries & wages Insurance Taxes & licenses Communications Rents Advertising Depreciation Office expense Commissions Bad debt expense Business development Repairs & maintenance Professional fees Utilities & refuse Uniforms Personnel expense	s	134,814 59,959 58,178 48,008 46,686 31,010 25,943 17,979 12,535 11,035 10,605 5,690 5,557 5,403 3,825 3,718 2,318	
Meetings & conventions Other operating		3,090	486,353
OTHER: Interest expense, net Incurred for theft recovery & move	\$	25,827 15,372	41,199
INCOME FROM OPERATIONS BEFORE OFFICERS' SALARIES AND INCOME TAX PROVISION			162,075
OFFICERS' SALARIES			156,769
NET INCOME BEFORE INCOME TAX PROVISION			5,306
PROVISION FOR INCOME TAXES (Notes A & F)			5,165
NET INCOME			141
RETAINED EARNINGS, beginning of year			103,822
RETAINED EARNINGS, end of year			\$ 103,963

See accountants' compilation report & notes to financial statements.

### STATEMENT OF CASH FLOWS

## YEAR ENDED SEPTEMBER 30, 1995

## Increase (Decrease) in Cash

CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income	\$	141	
Adjustments to reconcile net income to net			
cash provided by operating activities:	191	Table 1	
Depreciation	2:	,943	
Change in assets & liabilities:			
Decrease in accounts receivable		,575	
Increase in inventories	( 94	,348)	
Increase in accounts payable &		101	
accrued expenses	, 3	,124	
Decrease in deferred revenue		,301)	
Net cash provided by operating activities			\$ 85,134
CASH FLOWS FROM INVESTING ACTIVITIES:			
Payments for machinery & equipment	S( 81	,686)	
Advances to employees, net		,081)	
Net cash used by investing activities			(84,767)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Advances from installment notes	\$ 57	.024	
Advances from credit lines	22	,000	
Principal payments on notes		,817)	
Payments on stockholder loans	( 6	,546)	
Net cash provided by financing activities			47,661
NET INCREASE IN CASH			48,028
010H 1 -116			11,332
CASH, beginning of year			
CASH, end of year			\$ 59,360
Supplemental cash flow information:			
Interest paid on notes	\$ 26	,127	
하는 경우 아이들이 아이들의 아름일 때문에 있으면 그렇게 되었다. 그렇다			
Income taxes paid	\$ 5	,165	
		SHIP CONTRACTOR	

See accountants' compilation report.

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED SEPTEMBER 30, 1995

#### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

- Organization -- Unique Communications, Inc. was formed in Florida on March 11, 1982, for the purpose of providing total telecommunications service, including sales, installations and maintenance of systems.
- (2) Accounts receivable -- The Company used the direct writeoff method of accounting for bad debts.
- (3) Inventory -- Inventory is stated at the lower of cost (principally first-in, first-out or market.
- (4) Depreciation -- Property and equipment is stated at cost. The Company provides for depreciation on the straight-line method. Estimated useful lives of the various classes of property and equipment range from five to seven years.
- (5) Income Taxes -- The Company provides for taxes for reporting purposes, on the basis of items included in the determination of income reported for tax purposes. (See Note F)
- (6) Revenue Recognition -- The Company records sales on the completed contract method. Accordingly, revenues received in advance and costs of contracts in progress are deferred until contracts are completed.

#### B. INVENTORY:

Inventory consists of the following at September 30, 1995:

Materials \$ 98,895 Work in progress \$ 102,929 \$ 201,824

## C. PROPERTY AND EQUIPMENT:

Property and equipment are summarized as follows at September 30, 1995:

Transportation Furniture, fixtures & equipment Leasehold improvements	\$ 119,779 79,067 4,128
Less: accumulated depreciation	202,974 75,155
	\$ 127,819

See accountants' compilation report.

\$ 73,529

# UNIQUE COMMUNICATIONS, INC.

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

#### YEAR ENDED SEPTEMBER 30, 1995

### D. NOTES PAYABLE:

Notes payable consist of the following at September 30, 1995:

9.75% note due March 2000, payable in monthly	
installments of \$686, including interest.	
Collateralized by a vehicle having a net book value of \$32.985.	¢ 20 775
	\$ 30,775
16.07% note due March 2000, payable in monthly	
installments of \$350, including interest.  Collateralized by a vehicle having a net book value	
of \$12,947.	13,237
16 000	
16.29% note due October 1999, payable in monthly installments of \$329, including interest.	
Collateralized by a vehicle having a net book value	
of \$9,757.	11,544
16.29% note due October 1999, payable in monthly	
installments of \$329, including interest.	
Collateralized by a vehicle having a net book value of \$9.757.	11.544
18.01% note due April 2000, payable in monthly installments of \$258, including interest.	
Collateralized by equipment having a net book value	
of \$9,138.	9,496
16.99% note due October 1997, payable in monthly	
installments of \$290, including interest.	
Collateralized by a vehicle having a net book value of \$5.830.	6.064
16.99% note due October 1997, payable in monthly installments of \$282, including interest.	
Collateralized by a vehicle having a net book value	
of \$5,671.	5,899
16.99% note due October 1997, payable in monthly	
installments of \$265, including interest. Collateralized by a vehicle having a net book value	
of \$5,332.	5,546
	94,105
Less current portion	20,576

(continued)

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

#### YEAR ENDED SEPTEMBER 30, 1995

#### D. NOTES PAYABLE (continued):

Aggregate maturities of notes payable at September 30, 1995:

1996	\$ 20,576
1997	24,607
1998	18,705
1999	20,566
2000	9,651
	\$ 94,105

#### E. CREDIT LINE PAYABLE:

Secured \$80,000 revolving credit line payable to Citibank, F.S.B., with interest payable monthly at Wall Street Prime plus 27, under an agreement dated May 6, 1994, renewable annually. Collateralized by certain company assets having a net book value of approximately \$215,200, and personally guaranteed by the corporate officers.

#### F. PROVISION FOR INCOME TAXES:

The provision for income taxes is composed of the following:

Federal provision of statutory rates	\$ 3,931
State provision of statutory rates	1,234
	\$ 5,165

## G. COMMITMENTS:

The Company moved its office facility to an new location in March 1995, under a five-year operating lease. Related annual rent expense approximates \$58,900 in the first lease year, with a three percent annual cost of living index adjustment for the remaining four years.

COMPILED FINANCIAL STATEMENTS YEAR ENDED SEPTEMBER 30, 1994

# UNIQUE COMMUNICATIONS, INC. YEAR ENDED SEPTEMBER 30, 1994

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Elaine M. Norton, P.A. CERTIFIED PUBLIC ACCOUNTANT

UNIQUE COMMUNICATIONS, INC. Board of Directors Fort Lauderdale, Florida

We have compiled the accompanying balance sheet of Unique Communications, Inc. as of September 30, 1994, and the related statements of operations and retained earnings, and cash flows for the year then ended, in accordance with the Statements for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements, information that is the representation of management. We have not audited or reviewed the accompanying financial statements and accordingly, do not express an opinion or any other form of assurance on them.

Ecin Whaten P.A.

ELAINE M. NORTON, P.A. Certified Public Accountant

January 25, 1995

### BALANCE SHEET

# **SEPTEMBER 30, 1994**

# ASSETS

CURRENT ASSETS:  Cash Accounts receivable (Note A) Inventory (Notes A & B)	\$ 11.332 197.471 107,476	
TOTAL CURRENT ASSETS		\$ 316,279
PROPERTY AND EQUIPMENT, at cost net of accumulated depreciation of \$90,588 (Notes A & C)	l	72,076
OTHER ASSETS		3,971 \$ 392,326
LIABILITIES AND STOCKHOLDERS' EQUIT	<u> Y</u>	
CURRENT LIABILITIES: Accounts payable and accrued expenses Current portion of notes payable (Note D)	\$ 24,470 15,414	
TOTAL CURRENT LIABILITIES		\$ 39,884
NOTES PAYABLE (Note D)		46,484
CREDIT LINE PAYABLE (Note E)		58,000
DEFERRED REVENUE (Note A)		4,037
LOAN FROM STOCKHOLDERS		117,099
STOCKHOLDERS' EQUITY: Contributed capital 5,000 shares authorized, 205 shares issued and outstanding	\$ 23,000	
Retained earnings	103,822	126,822
		\$ 392,326

# STATEMENT OF OPERATIONS AND RETAINED EARNINGS

# YEAR ENDED SEPTEMBER 30, 1994

SALES	\$	1,328,396	
COST OF SALES	_	642,270	
GROSS PROFIT			\$ 686,126
OPERATING EXPENSES: Salaries & wages	s	100 011	
Commissions	2	128,911 71,958	
Taxes & licenses		47,143	
Insurance		44,490	
Communications		41,651	
Rents		41,386	
Depreciation		17,892	
Office expense		12,981	
Personnel expense		9,587	
Professional fees		7,850	
Advertising Utilities & refuse		7,114	
Meetings & conventions		5,496 5,141	
Business development		5,021	
Uniforms		2,993	
Dues & memberships		2,068	
Security		2,035	
Other operating		1,246	454,963
OTHER:			
Interest expense, net			16,987
INCOME FROM OPERATIONS BEFORE OFFICERS' SALARIES AND INCOME TAX PROVISION	S		214,176
OFFICERS' SALARIES			178,606
NET INCOME BEFORE INCOME TAX PROVISION			35,570
PROVISION FOR INCOME TAXES (Notes A & F)			8,489
NET INCOME			27,081
RETAINED EARNINGS, beginning of year			76,741
RETAINED EARNINGS, end of year			\$ 103,822

## STATEMENT OF CASH FLOWS

#### YEAR ENDED SEPTEMBER 30, 1994

#### Increase (Decrease) in Cash

CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 27.081	
Adjustments to reconcile net income to net		
cash used by operating activities:		
Depreciation	17,892	
Change in assets & liabilities:		
Increase in inventories	(84,846)	
Increase in accounts receivable Increase in accounts payable &	(32,141)	
accrued expenses		
Increase in deferred revenue	6,556 2,801	
	2,601	
Net cash used by operating activities		\$(62,657)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Payments for machinery & equipment, net trades	\$(42,192)	
rayments for machinery a equipment, net trades	5(42,172)	
Net cash used by investing activities		(42,192)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Advances from credit lines	\$ 58,000	
Advances from installment notes	26,878	
Principal payments on notes	(13,416)	
Payments on stockholder loans	(12,081)	
Net cash provided by financing activities		59,381
nee cash provided by Ithanicing accivities		37,301
NET DECREASE IN CASH		(45,468)
CASH, beginning of year		56,800
CASH, end of year		\$ 11,332
Supplemental cash flow information:		
Interest paid on notes	\$ 17,287	
Income taxes paid	\$ 8,489	

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED SEPTEMBER 30, 1994

#### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

- (1) Organization -- Unique Communications, Inc. was formed in Florida on March 11, 1982, for the purpose of providing total telecommunications service, including sales, installation and maintenance of systems.
- (2) Accounts receivable -- The Company uses the direct writeoff method of accounting for bad debts.
- (3) Inventory -- Inventory is stated at the lower of cost (principally first-in, first-out) or market.
- (4) Depreciation -- Property and equipment is stated at cost. The Company provides for depreciation on the straight-line method. Estimated useful lives of the various classes of property and equipment range from five to seven years.
- (5) Income Taxes -- The Company provides for taxes for reporting purposes, on the basis of items included in the determination of income reported for tax purposes. (See Note F)
- (6) Revenue Recognition -- The Company records sales on the completed contract method. Accordingly, revenues received in advance and costs of contracts in progress are deferred until contracts are completed.

#### B. INVENTORY:

Inventory consists of the following at September 30, 1994:

Materials \$ 56,850 Work in Progress \$ 50,626 \$ 107,476

#### C. PROPERTY AND EQUIPMENT:

Property and equipment are summarized as follows at September 30, 1994:

Transp Furnit Leaseh	\$ 112,979 47,080 2,605	
Less:	accumulated depreciation	162,664 90,588
		\$ 72,076

See accountants' compilation report.

#### MOTES TO FINANCIAL STATEMENTS (CONTINUED)

#### YEAR ENDED SEPTEMBER 30, 1994

#### D. NOTES PAYABLE:

Notes payable consist of the following at September 30, 1994:

16.29% note due October 1999, payable in monthly installments of \$329, including interest.  Collateralized by a vehicle having a net book value of \$12,545.	\$ 13,439
16.29% note due October 1999, payable in monthly installments of \$329, including interest. Collateralized by a vehicle having a net book value of \$12,545.	13,439
16.99% note due October 1997, payable in monthly installments of \$290, including interest. Collateralized by a vehicle having a net book value of \$8,162.	8,299
16.99% note due October 1997, payable in monthly installments of \$282, including interest. Collatertalized by a vehicle having a net book value of \$7,940.	8,073
14.24% note due March 1995, payable in monthly installments of \$602, including interest. Collateralized by a vehicle having a net book value of \$-0	3,466
16.99% note due October 1997, payable in monthly installments of \$265, including interest. Collateralized by a vehicle having a net book value of \$7,465.	7,591
16.99% note due October 1997, payable in monthly installments of \$265, including interest.  Collateralized by a vehicle having a net book value of \$7,465.	7,591
	61,898
Less current portion	\$ 46,484
	3 40,404

#### MOTES TO FINANCIAL STATEMENTS (CONTINUED)

#### YEAR ENDED SEPTEMBER 30, 1994

#### D. MOTES PAYABLE (continued):

Ag regate maturities of notes payable at September 30, 1994:

1995 1996	\$ 15,414
1997 1998	14,396 17,136
1999 & thereafter	7,161
	\$ 61,898

#### E. CREDIT LINE PAYABLE:

Secured \$80,000 revolving credit line payable to Citibank, F.S.B., with interest payable monthly at Wall Street Prime plus 27, due on June 6, 1995. Collateralized by certain company assets and personally guaranteed by the corporate officers. Balance used on line outstanding at September 30, 1994 was \$58,000.

#### F. PROVISION FOR INCOME TAXES:

The provision for income taxes is composed of the following:

Federal provision of statutory rates	\$ 6,326
State provision of statutory rates	2,163
	\$ 8,489

#### G. COMMITMENTS:

The Company leases an office facility under an operating lease. Related annual rent expense approximates \$41,300 with annual cost of living index adjustments.

COMPILED FINANCIAL STATEMENTS
YEAR ENDED SEPTEMBER 30, 1993

# YEAR ENDED SEPTEMBER 30, 1993

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Board of Directors' Discussion	

Elaine Al. Norton, H.A.

UNIQUE COMMUNICATIONS, INC. Board of Directors Fort Luaderdale, Florida

We have compiled the accompanying balance sheet of Unique Communications, Inc. as of September 30, 1993, and the related statements of operations and retained earnings, and cash flows for the year then ended, in accordance with the standards established by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements, information that is the representation of management. We have not audited or reviewed the accompanying financial statements and accordingly, do not express an opinion or any other form of assurance on them.

ELAINE M. NORTON, P.A.

Certified Public Accountant

December 6, 1993

#### BALANCE SHEET

## **SEPTEMBER 30, 1993**

#### ASSETS

CURRENT ASSETS:				
Accounts receivable (Note A) Inventory (Notes A & B)		56,800 165,330 22,630		
TOTAL CURRENT ASSETS			\$	244,760
PROPERTY AND EQUIPMENT, at cost net of accumulated depreciation of \$72,696 (Notes A & C)	d			49.795
OTHER ASSETS				1,952
			5	296,507
LIABILITIES AND STOCKHOLDERS' EQUIT	Y			
CURRENT LIABILITIES: Accounts payable and accrued expenses Current portion of notes payable (Note D)	\$	17,914 13,416		
TOTAL CURRENT LIABILITIES			s	31,330
NOTES PAYABLE (Note D)				35.020
DEFERRED REVENUE (Note A)				1,236
LOAN FROM STOCKHOLDERS				129.180
STOCKHOLDERS' EQUITY: Contributed capital 5,000 shares authorized,	\$	23,000		
205 shares issued and outstanding Retained earnings		76 7/1		
		76,741		99,741
			\$ :	296,507

# STATEMENT OF OPERATIONS AND RETAINED EARNINGS

# YEAR ENDED SEPTEMBER 30, 1993

SALES'	\$ 1	,111,107	
COST OF SALES		561,281	
GROSS PROFIT			\$ 549,826
OPERATING EXPENSES: Salaries & wages Commissions & bonuses Taxes & licenses Rents Insurance Communications Depreciation Office expense Business development Professional fees Utilities & refuse Meetings & conventions Advertising Repairs & maintenance Bad debt expense Uniforms Other operating	\$	91,971 90,589 49,635 44,387 37,684 30,702 15,311 13,923 7,289 4,900 4,026 3,734 3,040 2,839 2,478 2,313 1,297	406,118
OTHER: Interest expense, net			
INCOME FROM OPERATIONS BEFORE OFFICERS' SALARIES AND INCOME TAX PROVISION			20,731 122,977
OFFICERS' SALARIES			93,140
NET INCOME BEFORE INCOME TAX PROVISION			29,837
PROVISION FOR INCOME TAXES (Notes A & E)			9,676
NET INCOME			20,161
RETAINED EARNINGS, beginning of year			56,580
RETAINED EARNINGS, end of year			\$ 76,741

#### STATEMENT OF CASH FLOWS

#### YEAR ENDED SEPTEMBER 30, 1993

#### Increase (Decrease) in Cash

CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 20,161	
Adjustments to reconcile net income to net		
cash provided by operating activities:		
Depreciation	15,311	
Change in assets & liabilities:		
Decrease in accounts receivable	93,240	
Decrease in accounts payable &	*** ***	
accrued expenses	(45,097)	
Decrease in inventories	10,970	
Decrease in deferred revenue	(4,109)	
Other, net	650	
Net cash provided by operating activities		\$ 91,126
CASH FLOWS FROM INVESTING ACTIVITES:		
Payments for machinery & equipment, net trades	\$(49,756)	
	4111110	
Net cash used by investing activities		(49,756)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Advances from installment notes	\$ 44.331	
Principal payments on notes	(13,134)	
Payments on stockholder loans	(35,039)	
Net cash used by financing activities		(3,842)
		PART THE REAL PROPERTY.
NET INCREASE IN CASH		37,528
CASH, beginning of year		19,272
		ASSESSED FOR STREET
CASH, end of year		\$ 56,800
Supplemental cash flow information:		
Interest paid on notes	\$ 20,971	
Income taxes paid	\$ 9,676	

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED SEPTEMBER 30, 1993

#### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

- (1) Organization -- Unique Communications, Inc. was formed in Florida on March 11, 1982, for the purpose of providing total telecommunications service, including sales, installation and maintenance of systems.
- (2) Accounts receivable -- The Company uses the direct writeoff method of accounting for bad debts.
- (3) Inventory -- Inventory is stated at the lower of cost (principally first-in, first-out) or market.
- (4) Depreciation -- Property and equipment is stated at cost. The Company provides for depreciation on the straight-line method. Estimated useful lives of the various classes of property and equipment range from five to seven years.
- (5) Income Taxes -- The Company provides for taxes for reporting purposes, on the basis of items included in the determination of income reported for tax purposes. (See Note E)
- (6) Revenue Recognition -- The Company records sales on the completed contract method. Accordingly, revenues received in advance and costs of contracts in progress are deferred until contracts are completed.
- (7) Change in Fiscal Year -- Effective February 01, 1988, the Company changed its fiscal year end from January 31 to September 30.

#### B. <u>INVENTORY</u>:

Inventory consists of the following at September 30, 1993:

Materials Work in Progress \$ 22,630

\$ 22,630

#### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

#### YEAR ENDED SEPTEMBER 30, 1993

#### C. PROPERTY AND EQUIPMENT:

Property and equipment are summarized as follows at September 30, 1993:

Transp Furnit Leasel	\$ 85,101 34,785 2,605	
Less:	accumulated deprecia	122,491 72,696
		\$ 49,795

#### D. NOTES PAYABLE:

Notes payable consist of the following at September 30, 1993:

16.99% note due October 1997, payable in monthly installments of \$290, including interest. Collateralized by a vehicle having a net book value of \$10,494.	\$ 10,188
16.99% note due October 1997, payable in monthly installments of \$282 including interest. Collateralized by a vehicle having a net book value of \$10,209.	9,911
14.24% note due March 1995, payable in monthly installments of \$602, including interest. Collateralized by a vehicle having a net book value of \$3,244	9,703
16.99% note due October 1997, payable in monthly installments of \$265, including interest. Collateralized by a vehicle having a net book value of \$9,598.	9,317
16.99% note due October 1997, payable in monthly installments of \$265, including interest. Collateralized by a vehicle having a net book value of \$9,598.	9,317
	48,436
Less current portion	13,416
	\$ 35,020

(continued)

#### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

#### YEAR ENDED SEPTEMBER 30, 1993

#### D. NOTES PAYABLE (continued):

Aggregate maturities of notes payable at September 30, 1993:

1994 1995	\$ 13,416 11,964
1996 1997 1998	10,060 11,909 1,087
	\$ 48,436

#### E. PROVISION FOR INCOME TAXES:

The provision for income taxes is composed of the following:

Federal provision of statutory rates \$ 7,181

State provision of statutory rates 2,495

\$ 9,676

#### F. COMMITMENTS:

The Company leases an office facility under an operating lease. Related annual rent expense approximates \$41,000, with annual cost of living index adjustments.



Bepartment of State

I certify that the attached is a true and correct copy of the Articles of Incorporation of UNIQUE COMMUNICATIONS, INC., a corporation organized under the Laws of the State of Florida, filed on March 11, 1982.

The charter number for this corporation is F70628.

Given under my hand and the Great Seal of the State of Florida, at Tallahassee, the Capital, this the 17th day of March, 1982.



George Firestone

Reference Page 4 #15, Item A, B, C

Unique Communications, Inc. was established March 11, 1982 as a Telephone Interconnect Company in the State of Florida. During the 14 years of service, Unique has acquired over 4,000 customers and provided sales, installations, maintenance and service to them. This year Unique was ranked number five out of twenty five by the South Florida Business Journal for the "Largest Business Telephone Systems Firms" in the South Florida area. (See Exhibit A)

#### A. Financial Capability

- Unique has been servicing Dade, Broward, and Palm Beach Counties for 14
  years and we will be serving these counties the ALEC license so no further
  finances would be required. We have a proven record of financial capability
  in these counties.
- 2. We have acquired a private financing agreement to cover any bad debt. Our established business has shown a profit every year for 14 years further showing we will have the capability to maintain the service.
- There will be no additional lease or ownership obligations by obtaining this license, as we are already meeting this obligation.

Please see attached (Exhibit C) of our projected profit & loss statement and financial statements, which include our balance sheet, income statement, and retained earnings

Reference Page 5

Item 15

B. Managerial Capability

(See Exhibit B Dennis Parker Qualifications)

C. Technical Capability

(See Exhibit B Dennis Parker Qualifications)

Dennis Parker has the technical background and has worked in the technical field for 29 years combining Bell South and Unique Communications positions. Unique Communications is a preferred equipment dealer for the following manufacturers: Tadiran Communications. Comdial, Xiox and Samsung

Unique is one of the oldest Bell South Authorized Sales Representatives (ASR), in Florida, selling all of their network services such as local dial tone, syncronet, ISDN, Megalink, ESSX, etc. In the ten years selling and servicing Bell South customers we have never had a complaint against us

DENNIS A. PARKER

PRESENTATION OF QUALIFICATIONS

#### SUMMARY OF TECHNICAL QUALIFICATIONS

- Installer Renairman -- For Bell South. Responsible for installation and repair of residential telephones and paytelephones. Performed cutovers and apprades with facility group.
- PBX INSTALLER REPAIRMAN -- For Bell South. Responsible for installation, training and repair of Large PBX telephone systems for large to very large business customers.

#### CERTIFIED SCHOOLS

SIEMENS SD 80, 192, 232.
MITEL SX50, 100, 200, 1000
TADIRAN CORAL PBX
COMDIAL IMPACT, DXP
ATT DIMENSION, 75
ATT SPIRIT, MERLIN
SAMSUNG PROSTAR, DCS

WYGANT VOICE MAIL ACTIVE VOICE MAIL VERBATIM VOICE MAIL ITT 3100 TIE BUSCOM, ULRAACOM XIOX CALL ACCOUNTING ESSX/CENTREX ISDN ILEXSERVE

#### SUMMARY OF MANAGERIAL QUALIFICATIONS

 PBX INSTALLATION- REPAIR SUPERVISOR— For Bell South. Responsible for supervising, coordinating and technical support for ten technicians on installations and repair of Large business telephone systems.

SYNCHRONET

- CONTROL SUPERVISOR— For Bell South. Responsible for all control, routing, tracking and performance of all outside PBX technicians in Broward County. Also supervised twenty dispatchers.
- VICE- PRESIDENT / FOUNDER For Unique Communications Inc. Supervises all aspects of company from sales to service.

#### PRINCIPAL ACHIEVEMENTS

Founded Unique Communications in March of 1982 out of his garage and grew business to fifth largest Interconnect in South Florida. Handled all aspects of interconnect business from setup of company to sales, product development, engineering and installation. Has developed a solid relationship with some of the largest business customers in Florida. Has maintained an excellent reputation with community and customers. For three years Represented all Bell South Agents in Florida as their Steering Committee Choice to negotiate sales programs, compensation and complaints on their behalf with Bell South Vice- Presidents and staff.

#### COMPANIES EMPLOYEED BY

1982 - PRESENT Unique Communications Inc.

1968 - 1982 Bell South

#### PERSONAL BACKGROUND

- Born in Boston, Massachusettes 1948
- Graduated from Fort Lauderdale High School
- Attended two Years at Broward Community College Majoring in Business Administration
- Married twenty six Years, have two daughters
- Enjoy all sports and events

#### REFERENCES

Can be obtained upon request

Income Statement		PERSONAL PROPERTY.	STATE OF THE PARTY.	See and	500	1-7-3-5-6
	Dec 46	Jan-97	Feb-97	Mar-97	Apr-97	May-1
Sales	\$279 946	5303.777	5227 608	5351 439	5175 270	5299 10
Direct Cost of Sales	\$171.874	\$171.574	\$171.874	\$171 874	\$171 874	\$171 874
Production payroll	50	50	50	50	5.0	50
Other		50		50	50	50
	-			-		
Total Cost of Sales	\$171 874	\$171.174	\$171 874	\$171 874	5171 874	\$171 874
Gross margin percent	\$108 072	5131 903	\$155.734	\$179 565	\$202 396	5227 227
PARTICIPATION FOR THE PARTY OF	38.60%	43 42%	47.54%	51 09%	14 20%	16 931
Operating expenses: Sales and marketing expenses	ar as Ultras a sayle					
Sales/Marketing Salaries	\$11,930	\$11.920	*****	- Income		
Advertising Promotor	\$10,000	\$10,000	\$11 930	\$14.430	\$14.420	\$14.430
Travel	\$1,000	\$1,000	\$10,000	510 000	\$10,000	\$10 000
Other	\$3		\$500	\$100	\$500	5:00
Other		50		50	50	50
72	50	\$0	50	50	5.0	50
Total Sales and Marketing Expense	\$22 930	\$22 930	522,430	\$24 930 I	124 930	\$24 930
Sales and Marketing Percent	8 19%	7.55%	6.85%	7.09%	6 54%	6.25%
General & Administrative Expenses		Temperature and				
GAA Salanos	\$19 655	\$19 665	522 665	122 465	122 565	\$22.665
Leased Equipment	\$2,000	52 000	52,000	\$2.000	12 000	\$2,000
Utilities	5150	5150	\$150	\$150	\$150	5150
rsurance	\$2.250	52.250	52 250	\$2.250	12 250	\$2.250
Rent	\$1,000	51.000	51 000	\$1 000	1: 000	\$1 000
Depreciation	50	10	50	50	SC	SC
Payrolf Burden	54 291	54 291	54 651	54 151	14 951	55 201
Supplies	\$500	5600	\$700	\$200	5900	\$1 000
Postage	\$1 500	\$1 600	\$1.900	\$2.000	12.200	\$2 400
Interfarment	\$2,000	\$2 000	\$2,000	\$2 000	12 000	\$2,000
otal General and Administrative Expense	523 457	\$22 557	537 217 1	\$37 817		
General and Administrative Percent	1: 95%	11.05%	11 36%	10.76%	12 16%	\$38 667
Other Operating Expenses	***			19.79	3 10%	9.69%
Other Saleries	\$4 166	54 166	54.166	54 166	14 156	\$5 249
Contract/Consultants	50	30	10	50	55	50
(Pref	50	50	50	\$0	10	50
etal Other Operating Expenses	\$4.166					
ercent of Sales	1.49%	1 37%	1 27%	1 19%	1.11%	1 57%
otal Operating Expenses	560 553	\$60.653	\$63.013	\$66 913	\$67.213	\$69,846
rofit Before Interest and Taxes Worest Expense ST	\$47.519	571 250	ASSESSED OF CONTRACTOR	5112 652	5116 183	\$157.281
Herest Expense LT		30		SO	50	50
anes Incurred		50	\$0	50	50	50
of Profe	53 126	54 988	\$6.404	57.886	12 533	511 017
		\$66,263		5104,767	\$125,650	\$146,365
	15.79%	21 81%	26.09%	29 81%	22 75%	36 67%

# Exhibit C(CONTINUED)

Jun-67	34.47	Aug-97	Sep-97	Oct-97	Nov-97	FY199	7 FY199	e FYIT
5422.932	\$446.763	5470 594	5494 425	\$518.256	\$542.087	54 932 193		-
5171.874	\$171,874	\$171.874	5171 874	\$171.874	\$171 874	\$2.062.483	Miller of the State of the Stat	SHOULD AND
50	SO	50	50	50	50	\$0	HI STREET SON	00555046600
50	50		\$0	50	50	\$0	5:	411000001 <del>7</del> 5600
						-		
\$171.874	\$171 874	\$171 874	\$171 874	\$171 874	5171.874	52,062,483	52 474 983	52 963 93
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## APPENDIX F - (CONTINUED)

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Florida Tariff No. 1 Original Sheet 1

#### TITLE SHEET

#### FLORIDA TELECOMMUNICATIONS TARGET

This Tariff contains the descriptions, regulations, service, standards and rates applicable to the furnishing of service and facilities for telecommunications services provided by Unique Communications, Inc., with principal offices at 3557 N.W. 53 Court, Fort Lauderdale, Florida 33309. This Tariff applies for services furnished within the state of Florida. This Tariff is on file with the Florida Public Service Commission, and copies may be inspected, during normal business hours, at the Company's principal place of business.

Issued: March 10, 1997

EFFECTIVE:

by:

Dennis A. Parker, President 3557 N.W. 53rd Court Ft. Landerdale, Ft. 33309

#### CHECK SHEET

The sheets listed below, which are inclusive of this Tariff, are effective as of the date shown at the bottom of the respective sheet(s). Original and revised sheets as named below comprise all changes from the original Tariff and are currently in effect as of the date at the bottom of this page.

SHEET		REVISIO
1		Original
2		Original
3		Original
4		Original
5		Original
6		Original
7		Original
8		Original
9		Original
10		Original
11		Original
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Florida Tariff No. 1 Original Sheet 3

#### TABLE OF CONTENTS

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Section 3 - Description of Service	12
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Florida Tariff No. 1 Original Sheet 4

#### SYMBOLS SHEET

The following are the only symbols used for the purpose indicated below

- D Delete or Discontinue
- I Change Resulting in an Increase to a Customer's Bill
- M Moved from Another Tariff Location
- N New
- R Change Resulting in a Reduction to a Customer's Bill
- T Change in Text or Regulation but no Change in Rate or Charge

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#### TARIFF FORMAT SHEETS

A. Sheet Numbering - Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the Tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.

B. Sheet Revision Numbers - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the FPSC. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc., the FPSC follows in their Tariff approval process, the most current sheet number on file with the Commission is not always the Tariff page in effect. Consult the Check Sheet for the sheet currently in effect.

C. Paragraph Numbering Sequence - There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level.

2 21 211 211A 211A1 211A1(a) 211A1(a)1 211A1(a)1(i)

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#### TARIFF FORMAT SHEETS (cont'd)

D. Check Sheets - When a Tariff filing is made with the FPSC, an updated check sheet accompanies the Tariff filing. The check sheet lists the sheets contained in the Tariff, with a cross reference to the current revision number. When new pages are added, the check sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (\*). There will be no other symbols used on this page if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some pages). The Tariff user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the EPSC.

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#### SECTION 1- TECHNICAL TERMS AND ABBREVIATIONS

Access Line - An arrangement which connects the customer's location to UNIQUE COMMUNICATIONS, INC., network switching center.

Authorization Code - A numerical code, one or more of which are available to a customer to enable him/her to access the carrier, and which are used by the carrier both to prevent unauthorized access to its facilities and to identify the customer for billing purposes.

Company of Carrier - UNIQUE COMMUNICATIONS, INC.

Customer - the person, firm, corporation or other entity which orders service and is responsible for payment of charges due and compliance with the Company's tariff regulations.

Day - From 8:00 AM up to but not including 5:00 PM local time Sunday through Friday

Evening - From 5:00 PM up to but not including 11:00 PM local time Sunday through Friday

Holidays - UNIQUE COMMUNICATIONS, INC. recognized holidays are New Year's Day, President's Day, St. Patrick's Day, Memorial Day, July 4th, Labor Day, Thanksgiving Day, Christmas Day.

Night/Weekend - From 11:00 PM up to but not including 8:00 AM Sunday through Friday, and 8:00 AM Saturday up to but not including 5:00 PM Sunday.

Trade Names - UNIQUE COMMUNICATIONS, INC. will offer Intrastate (Florida) long distance service all flat rate non-distance sensitive plans called PRO I, PRO II, PRO III, PRO IV, as listed in Section 3 and Section 4.

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#### SECTION 2 - RULES AND REGULATIONS

2.1. Undertaking of UNIQUE COMMUNICATIONS, INC.

UNIQUE COMMUNICATIONS, INC. services and facilities are furnished for communications originating at specified points within the state of Florida under terms of this Tariff.

UNIQUE COMMUNICATIONS, INC. installs, operates, and maintains the communications services provided herein in accordance with the terms and conditions set forth under this Tariff. It may act as the customer's agent for ordering access connection facilities provided by other carriers or entities when authorized by the customer, to allow connection of a customer's location to the UNIQUE COMMUNICATIONS, INC network. The customer shall be responsible for all charges due for such service arrangement.

The Company's services and facilities are provided on a monthly basis unless ordered on a longer term basis, and are available twenty-four hours per day, seven days per week.

#### 2.2 Limitations

- 2.2.1 Service is offered subject to the availability of facilities and provisions of this Tariff.
- 2.2.2 UNIQUE COMMUNICATIONS, INC. reserves the right to discontinue furnishing service, or limit the use of service necessitated by conditions beyond its control, or when the customer is using service in violation of the law or the provisions of this Tariff.
- 2.2.3 All facilities provided under this Tariff are directly controlled by UNIQUE COMMUNICATIONS, INC. and the customer may not transfer or assign the use of service of facilities, except with the express written consent of the Company Such transfer or assignment shall only apply where there is no interruption of the use of the service or facilities.

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#### SECTION 2 - RULES AND REGULATIONS (cont'd)

#### 2.2 Limitations (cont'd)

2.2.4 Prior written permission from the Company is required before any assignment or transfer. All regulations and conditions in the Tariff shall apply to such permitted assignees or transferees, as well as all conditions of service.

#### 2.3 Liabilities of the Company

- 2.3.1 UNIQUE COMMUNICATIONS, INC 's habilities for damages arising out of mistakes, interruptions, omissions, delays, errors, or defects in the transmission occurring in the course of furnishing service or facilities and not caused by the negligence of its employees or agents, in no event shall exceed an amount equivalent to the proportionate charge to the customer for the period during which the aforementioned faults in transmission occur.
- 2.3.2 UNIQUE COMMUNICATIONS, INC. shall be indemnified and held harmless by the customer against:
  - (A) Claims for libel, slander, or infringement of copyright arising out of the material, data, information, or other content transmitted over the Company's facilities.
  - (B) All other claims arising out of any act or omission of the customer in connection with any service or facility provided by UNIQUE COMMUNICATIONS, INC.

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Dennis A. Parker, President 3557 N.W. 53rd Court Ft. Lauderdale, Ft. 33309

#### SECTION 2- RULES AND REGULATIONS (cont'd)

#### 2.4 Interruption of Service

- 2.4.1 Credit allowance for the interruption of service which is not due to the Company's testing or adjusting, negligence or the customer, or the failure of channels or equipment provided by the customer, are subject to the general liability provisions set forth in 2.3.1 herein. It shall be the obligation of the customer to notify the Company immediately of any interruption in service for which a credit allowance is desired. Before giving such notice, the customer shall ascertain that the trouble is not being caused by any action or omission by the customer within his control, if any, furnished by the customer and connected to the Company's facilities.
- 2.4.2 For purposes of credit computation, every month shall be considered to have 720 hours.
- 2.4.3 No credit shall be allowed for an interruption of a continuous duration of less than two hours.
- 2.4.4 The customer shall be credited for an interruption of two hours or more at the rate of 1/720th of the monthly charge for the facilities affected for each hour major fraction thereof that the interruption continues.

Credit Formula:

Credit A/720 x B

"A" - outage time in hours

"B" - total monthly charge for affected facility

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#### SECTION 2 - RULES AND REGULATIONS (cont'd)

#### 2.5 Deposits

The Company does not require a deposit from the customer.

#### 2.6 Advance Payments

For customers whom the Company feels an advance payment is necessary, the Company reserved the right to collect an amount not to exceed one (1) month's estimated charges as an advance payment for service. This will be applied against the next month's charges and if necessary a new advance payment will be collected for the next month.

#### 2.7 Taxes

All state and local taxes (i.e., gross receipts tax, sales tax, municipal utilities tax) are listed as separate line items and are not included in the quoted rates

#### 2.8 Employee Concessions

Any employee of the Company in good standing for three months or longer may receive any of the Company's services 20% below the tariffed rate as a concession

#### 2.9 Customer Requirements for Specific Services

Customer must sign a service agreement and file a credit application to be eligible for service under this tariff.

#### 2.10 Billing Procedures

UNIQUE COMMUNICATIONS, INC. will bill the end user on a monthly basis.

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Dennis A. Parker, President 3557 N.W. 53rd Court Ft. Lauderdale, FL 33309

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#### SECTION 3 - DESCRIPTION OF SERVICE

#### 3.1 When Billing Charges Begin and Terminate for Phone Calls

The customer's long distance service usage charge is based on the actual use of UNIQUI-COMMUNICATIONS, INC. network. Usage begins when the called party picks up the receiver, (i.e. when 2 way communications, often referred to as "conversation time" is possible). When the called party picks up is determined by hardware answer supervision in which the local telephone company sends a signal to the switch of the software utilizing audio tone detection. When software answer supervision is employed, up to 60 seconds of ringing is allowed before it is billed as usage of the network. A call is terminated when the calling or called party hangs up.

#### 3.1.2 Billing Increments

Unless otherwise specified in this Tariff, the minimum call duration for billing purposes is 1 minute for a connected call. Calls beyond 1 minute are billed to the next highest 1/10 minute.

#### 3.1.3 Per Call Billing Charges

Billing will be rounded up to the nearest penny for each call

#### 3.1.4 Uncompleted Calls

There shall be no charges for uncompleted calls

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#### SECTION 3 - DESCRIPTION OF SERVICE (cont'd)

#### 3.2 Billing of Calls

All charges due by the subscriber are payable to any agency duly authorized to receive such payments. Any objection to billed charges should be promptly reported to the Company. Adjustments to customers' bills shall be made to the extent that records are available and or circumstances exist which reasonably indicate that such charges are not in accordance with approved rates or that an adjustment may otherwise be appropriate.

#### 3.3 Payment of Calls

#### 3.3.1 Late Payment Charges

Interest charges of 1/1/2% per month may be assessed on all unpaid balances more than thirty days old.

#### 3.3.2 Return Check Charges

A return check charge of \$20.00 or 5% of the amount of the check, whichever is greater, will be assessed for checks returned for insufficient funds.

#### 3.4 Restoration of Service

A reconnection fee of \$25.00 per occurrence is charged when service is reestablished for customers who had been disconnected for non-payment.

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Dennis A. Parker, President 3557 N.W. 53rd Court Ft. Lauderdale, F1, 33309

#### SECTION 3 - DESCRIPTION OF SERVICE (cont'd)

#### 3.4 Calculation of Distance

Usage charges for all mileage sensitive products are based on the airline distance between rate centers associated with the originating and terminating points of the call

The airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers involved. The Company used the rate centers that are produced by Bell Communications Research in the NPA-NXX V & H Coordinates Tape and Bell's NECA Tariff No. 4.

#### FORMULA

FNAMPLE Distance between Miami and Tallahassee -

	¥	П
Miami	8,354	546
New York	7,871	1,720
Difference	483	-1.174

Square and add 233,289 + 1,378,276 = 1,611,565

Divide by 10 and round: 1,378,276/10 = 161,156/5 = 161,157

Take square root and round 161,157 = 401.4 = 402 miles

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#### SECTION 3 - DESCRIPTION OF SERVICE (cont'd)

#### 3.5 Minimum Call Completion Rate

A customer can expect a call completion rate 95% (number of calls completed number of calls attempted) of not less than 90% during peak use periods for all FG D services ("1+" dialing).

#### 3.6 Service Offerings

3.6.1 PRO I

PRO I is a flat rate direct access, Inter Intrastate service designed for the customer with less than \$1,000.00 dollars of monthly Long Distance Service

3.6.2 PRO II

PRO II is a flat rate direct access, Inter Intrastate service designated for the customer with more than \$1,000 00 dollars but less than \$5,000 00 dollars a month in Long Distance Service.

3.63 PRO III

PRO III is a flat rate direct access, Inter Intrastate service designated for the Customer with more than \$5,000.00 dollars but less than \$10,000.00 a month in Long Distance Service.

3.6.4 PRO IV

PRO IV is a flat rate direct access, Inter Intrastate service designated for the Customer with more than \$10,000.00 dollars a month in Long Distance Service.

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#### **SECTION 4- RATES**

4.1 PRO1

Miles Day Evening Night Weekend

N/A .130 .130 130

\* Calls are rounded to next highest 1/10 minute.

4.2 PRO II

Miles Day Evening Night Weekend

NA .109 .109 .109

Calls are rounded to next highest 1/10 minute.

4.3 PRO III

Miles Day Evening Night Weekend

NA .099 .099 099

\* Calls are rounded to next highest 1/10 minute.

4.4 PRO IV

Miles Day Evening Night Weekend

N/A .0875 .0875 .0875

4.5 Installation Fees and Monthly Recurring Charges

Installation Fee: None

Monthly Recurring Charge: None

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by: Dennis A. Parker, President 3557 N.W. Sård Court

3557 N.W. 53rd Court Ft. Lauderdale, FL 33309

#### SECTION 4 - RATES (cont'd)

#### 4.6 Special Promotions

The company will, from time to time, offer special promotions to its customers waiving certain charges. These promotions will be approved by the FPSC with specific starting and ending dates and under no circumstances run for longer than 90 days in any 12 month period.

#### 4.7 Special Rates for the Handicapped

#### 4.7.1 Directory Assistance

There shall be no charge for up to fifty calls per billing cycle from lines or trunks serving individuals with disabilities. The Company shall charge the prevailing tariff rates for every call in excess of 50 within a billing cycle.

#### 4.7.2 Hearing and Speech Impaired Persons

Intrastate toll message rates for TDD users shall be evening rates for daytime calls and night rates for evening and night calls.

#### 4.7.3 Telecommunications Relay Service

For intrastate toll calls received from the relay service, the Company will when billing relay calls discount relay service calls by 50 percent off of the otherwise applicable rate for a voice nonrelay call except that where either the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for voice nonrelay call. The above discounts apply only to time-sensitive elements of a charge for the call and shall not apply to per call charges such as credit card surcharge.

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by:

EFFECTIVE:

Dennis A. Parker, President 3557 N.W. 53rd Court Ft. Lauderdale, FL 33309

Florida Tariff No. 1 Original Sheet 18

#### SECTION 4 - RATES (cont'd)

#### 4.8 Return Check Charge

Effective January 3, 1996 a charge of \$20.00 or 5 percent of the face value of the check, whichever is greater, will apply whenever a check or draft presented for payment for service is not accepted by the institution on which it is written.

#### 4.9 Late Payment Charge

A late payment charge of one and a half percent (1.5 percent) will be applied to each customer's bill, (including amounts billed in accordance with the Company's Billing and Collections Services Tariff) when the previous month's bill has not been paid in full prior to the next billing date. The 1.5 percent charge is applied to the total amount due on the current bill. This Tariff shall apply to Federal and State government pursuant to existing statutes applicable to those governmental entities. Effective January 3, 1996, county and municipal governments will be assessed a 1 percent Late Payment Charge in accordance with the provisions of the Florida Prompt Payment Act, Section 218 70-218 79, Florida Statutes.

Issued: March 10, 1997

by:

Dennis A. Parker, President 3557 N.W. 53rd Court Ft. Lauderdale, Fl. 33309

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# UNIQUE COMMUNICATIONS, INC. PH 954 735-4002 3557 NW 53RD CT FORT LAUDERDALE, FL 33309

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