

ORIGINAL

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

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THOMPSON BENNETT  
(1912-2004)  
VINCENT T. EARLY  
(1922-2001)  
JOSEPH J. BURGIE  
(1926-1992)

November 17, 2006

Blanca Bayó  
Florida Public Service Commission  
Capital Circle Office Center  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

Re: Cost Plus Communications, LLC 060766

Dear Ms. Bayó:

Enclosed herewith for filing with the Commission, please find an original and 6 (six) copies of the above captioned corporation's APPLICATION FOR AUTHORITY TO PROVIDE ALTERNATIVE LOCAL EXCHANGE SERVICE WITHIN THE STATE OF FLORIDA, along with a check in the amount of \$400.00 to cover filing fees relating to same.

Also enclosed is an exact duplicate of this letter. Please stamp the duplicate received and return same in the postage-paid envelope attached thereto.

Please contact me if you have additional questions or concerns.

Very truly yours,

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

Patrick D. Crocker

PDC/pas

enc

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FPSC-COMMISSION CLERK

ORIGINAL

BEFORE THE STATE OF FLORIDA  
PUBLIC SERVICE COMMISSION

Application of )  
Cost Plus Communications, LLC )  
For Authority to Provide Competitive Local ) CASE NO.  
Exchange Telecommunications Service )  
Within the State of Florida )

APPLICATION

Patrick D. Crocker  
Early, Lennon, Crocker & Bartosiewicz, P.L.C.  
900 Comerica Building  
Kalamazoo, MI 49007  
Telephone: (269) 381-8844  
Facsimile: (269) 381-8822  
Email: pcrocker@earlylennon.com

1. This is an application for / (check one):

- ☒ **Original certificate** (new company)
- ☐ **Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority rather than apply for a new certificate.
- ☐ **Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the certificate of authority and tariff.

2. Name of company:

Cost Plus Communications, LLC

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

Not Applicable ("N/A")

4. Official mailing address:

151 South Rose Street, Suite 900  
Kalamazoo, MI 49007

5. Florida address:

N/A. Applicant does not have an office in the State of Florida.

6. Structure of organization:

- |  |  |
|--|--|
| <input type="checkbox"/> Individual  | <input type="checkbox"/> Corporation         |
| <input type="checkbox"/> Foreign Corporation                                       | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership                                       | <input type="checkbox"/> Limited Partnership |
| <input checked="" type="checkbox"/> Other <u>Foreign Limited Liability Company</u> |  |

7. **If individual, provide:** N/A  
Name:  
Title:  
Address:  
City/State/Zip:  
Telephone No.:  
Fax No.:  
Internet E-Mail Address:  
Internet Website Address:
8. **If incorporated in Florida,** provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
9. **If foreign corporation,** provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: M06000005528  
**Applicant is a foreign limited liability company.** See Exhibit A.
10. **If using fictitious name—d/b/a,** provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is: N/A
11. **If a limited liability partnership,** provide proof of registration to operate in Florida. The Florida Secretary of State registration number is: N/A
12. **If a partnership,** provide name, title and address of all partners and a copy of the partnership agreement. N/A  
  
Name:  
Title:  
Address:  
City/State/Zip:  
Telephone No.:  
Fax No.:  
Internet E-Mail Address:  
Internet Website Address:
13. **If a foreign limited partnership,** provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is: N/A

14. Provide F.E.I. Number (if applicable): 81-0665726

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

(a) The application:

Patrick D. Crocker  
Early, Lennon, Crocker & Bartosiewicz, P.L.C.  
900 Comerica Building  
Kalamazoo, MI 49007  
Telephone: (269) 381-8844  
Facsimile: (269) 381-8822  
Email: pcrocker@earlylennon.com

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

Casimir Wojciechowski  
Cost Plus Communications, LLC  
151 South Rose Street, Suite 900  
Kalamazoo, MI 49008  
Telephone: (847) 685-8750  
Facsimile: (866) 366-1835  
Email: caseyw@costplus.us

(c) Complaints/Inquiries from customers:

Customer Service  
Cost Plus Communications, LLC  
151 South Rose Street, Suite 900  
Kalamazoo, MI 49007  
Telephone: (847) 685-8750  
Facsimile: (866) 366-1835  
Toll Free: (866) 262-7079  
Email:

**16. List the states in which the applicant:**

- (a) has operated as a Competitive Local Exchange Telecommunications Company.

Applicant has not operated as a Competitive Local Exchange Telecommunications Company in any jurisdiction.

- (b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

Applicant has applications pending in Arkansas and Georgia. Applicant intends to file applications contemporaneously with this filing in Pennsylvania, Tennessee, and Wisconsin.

- (c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

Applicant is certified to operate as a CLEC in Illinois, Michigan, and Texas.

- (d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.

Applicant has not been denied authority to operate as a competitive local exchange company in any jurisdiction.

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

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

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

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

**17. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:**

- (a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

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

- (b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide an explanation and list the certificate holder and certificate number.

None have been granted or denied a competitive local exchange certificate in the State of Florida.

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

Yes, Casimir Wojciechowski and James Grabowski are also officers of IBFA Acquisition Company, LLC.

**18. Submit the following:**

- (a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

See Exhibit B

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

See Exhibit B

- (c) Financial capability: applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated. The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

1. balance sheet:
2. income statement: and
3. statement of retained earnings

**NOTE:** *This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.*

See Exhibit C

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide competitive local exchange telecommunications company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, **"Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."**

**Company Owner or Officer**

Print Name: Casimir Wojciechowski  
Title: President  
Telephone No.: (847) 685-8750  
E-Mail Address: caseyw@costplus.us

Signature: \_\_\_\_\_

Date: Aug 13, 2006



**EXHIBIT A**

**Articles of Organization**

# ***Michigan Department of Consumer and Industry Services***

## ***Filing Endorsement***

***This is to Certify that the ARTICLES OF ORGANIZATION (DOMESTIC L.L.C.)***

***for***

***COST PLUS COMMUNICATIONS, LLC***

***ID NUMBER: B8552L***

***received by facsimile transmission on March 11, 2005 is hereby endorsed filed on March 16, 2005 by the Administrator. The document is effective on the date filed, unless a subsequent effective date within 90 days after received date is stated in the document.***



***In testimony whereof, I have hereunto set my hand and affixed the Seal of the Department, in the City of Lansing, this 16th day of March, 2005.***

***, Director***

***Bureau of Commercial Services***

**MICHIGAN DEPARTMENT OF LABOR & ECONOMIC GROWTH  
BUREAU OF COMMERCIAL SERVICES**

Date Received	(FOR BUREAU USE ONLY)		
This document is effective on the date filed, unless a subsequent effective date within 90 days after received date is stated in the document.			
Name	Patrick D. Crocker		
Address	900 Comerica Building		
City	State	Zip Code	
Kalamazoo	MI	49007	
EFFECTIVE DATE:			

Document will be returned to the name and address you enter above. If left blank document will be mailed to the registered office.

**ARTICLES OF ORGANIZATION**

**For use by Domestic Limited Liability Companies**

(Please read information and instructions on last page)

*Pursuant to the provisions of Act 23, Public Acts of 1993, the undersigned execute the following Articles:*

**B**

**ARTICLE I**

The name of the limited liability company is: **COST PLUS COMMUNICATIONS, LLC**

**ARTICLE II**

The purpose or purposes for which the limited liability company is formed is to engage in any activity within the purposes for which a limited liability company may be formed under the Limited Liability Company Act of Michigan.

**ARTICLE III**

The duration of the limited liability company if other than perpetual is:

**ARTICLE IV**

1. The street address of the location of the registered office is:

**151 South Rose Street, 900 Comerica Bldg** **Kalamazoo**, Michigan **49007**  
(Street Address) (City) (ZIP Code)

2. The mailing address of the registered office if different than above:

\_\_\_\_\_, Michigan \_\_\_\_\_  
(Street Address or P.O. Box) (City) (ZIP Code)

3. The name of the resident agent at the registered office is: **Patrick D. Crocker**

**ARTICLE V** (Insert any desired additional provision authorized by the Act; attach additional pages if needed.)

Signed this 11th day of March, 2005

By Patrick D. Crocker  
(Signature(s) of Organizer(s))  
(Type or Print Name(s) of Organizer(s))



Department of State

I certify from the records of this office that COST PLUS COMMUNICATIONS, LLC on October 5, 2006, is a Michigan limited liability company authorized to transact business in the State of Florida, qualified on October 5, 2006.

The document number of this limited liability company is M06000005528.

I further certify that said limited liability company has paid all fees due this office through December 31, 2006, and its status is active.

I further certify that said limited liability company has not filed a Certificate of Withdrawal.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capitol, this the  
Sixth day of October, 2006



CR2EO22 (01-06)

*Sue M. Cobb*  
Sue M. Cobb  
Secretary of State

**APPLICATION BY FOREIGN LIMITED LIABILITY COMPANY FOR AUTHORIZATION TO  
TRANSACTION BUSINESS IN FLORIDA**

*IN COMPLIANCE WITH SECTION 608.503, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO REGISTER A FOREIGN  
LIMITED LIABILITY COMPANY TO TRANSACTION BUSINESS IN THE STATE OF FLORIDA:*

1. COST PLUS COMMUNICATIONS, LLC  
(Name of Foreign Limited Liability Company)
2. Michigan 3. 81-0665726  
(Jurisdiction under the law of which foreign limited liability company is organized) (FEI number, if applicable)
4. March 16, 2005 5. perpetual  
(Date of Organization) (Duration: Year limited liability company will cease to exist or "perpetual")
6. Upon registration  
(Date first transacted business in Florida, if prior to registration.)  
(See sections 608.501 & 608.502 F.S. to determine penalty liability)
7. 151 South Rose Street, Suite 900  
Kalamazoo, MI 49007  
(Street Address of Principal Office)

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SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
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8. If limited liability company is a manager-managed company, check here ☒
9. The name and usual business addresses of the managing members or managers are as follows:

Casimir Wojciechowski, 151 South Rose Street, Suite 900, Kalamazoo, MI 49007

James Grabowski, 151 South Rose Street, Suite 900, Kalamazoo, MI 49007

10. Attached is an original certificate of existence, no more than 90 days old, duly authenticated by the official having custody of records in the jurisdiction under the law of which it is organized. (A photocopy is not acceptable. If the certificate is in a foreign language, a translation of the certificate under oath of the translator must be submitted.)

11. Nature of business or purposes to be conducted or promoted in Florida: \_\_\_\_\_

Telecommunications sales and service

James Grabowski  
Signature of a member or an authorized representative of a member.  
(In accordance with section 608.408(3), F.S., the execution of this document constitutes  
an affirmation under the penalties of perjury that the facts stated herein are true.)

James Grabowski  
Typed or printed name of signee

**CERTIFICATE OF DESIGNATION OF  
REGISTERED AGENT/REGISTERED OFFICE**

PURSUANT TO THE PROVISIONS OF SECTION 608.415 or 608.507, FLORIDA STATUTES, THE UNDERSIGNED LIMITED LIABILITY COMPANY SUBMITS THE FOLLOWING STATEMENT TO DESIGNATE A REGISTERED OFFICE AND REGISTERED AGENT IN THE STATE OF FLORIDA.

1. The name of the Limited Liability Company is:

COST PLUS COMMUNICATIONS, LLC

2. The name and the Florida street address of the registered agent and office are:

Edwin F. Blanton

(Name)

810 Thomasville Road

Florida Street Address (P.O. Box **NOT** ACCEPTABLE)

Tallahassee,

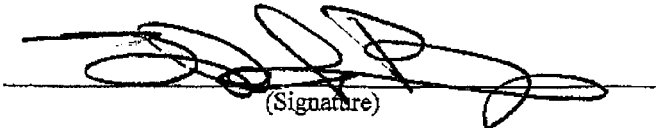
FL

32303

City/State/Zip

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SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
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*Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent as provided for in Chapter 608, Florida Statutes.*

  
(Signature)

\$ 100.00	Filing Fee for Application
\$ 25.00	Designation of Registered Agent
\$ 30.00	Certified Copy (optional)
\$ 5.00	Certificate of Status (optional)

**EXHIBIT B**

**Management Resumes**

### **Casey Wojciechowski, President**

Casey Wojciechowski's penchant for communications began in the United States Marine Corps more than 30 years ago where he served in aircraft communications managing one of the largest communications and navigation repair facilities in the Marines. After the service, Casey furthered his telecommunications expertise in the sales, marketing and management of the industry by focusing on Internet, data and voice applications for small to multi-million dollar businesses for both AT&T and MCI. As General Manager of American Farm Bureau Incorporated, Casey personally envisioned and launched Farm Bureau Connection<sup>®</sup>, a national long distance program. As a founding member and President of Applicant, Casey is responsible for all program operations, a national call center and customer service, compliance issues and contract negotiations regarding vendors, billing, taxes and product offering.

### **James Grabowski, Vice President**

Jan 2005 – present	Vice President of IBFA Acquisition Company, LLC
Sep 1996 – Dec 2004	Owner of JG Core Group, a telecommunications consultant
1991 – Sep 1996	Vice President of Great Lakes Telecommunications, a long distance reseller
1985 – 1991	Vice President of Promotional Services Group, a sale promotion agency



## **EXHIBIT C**

### **Financial Capability**

Applicant is a newly-formed company and does not have audited financials for the three most recent years. Following are Applicant's financials for the period ending June 2006.

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08/25/06  
Accrual Basis

**Cost Plus Communications, LLC**  
**Balance Sheet**  
As of June 30, 2006

	<u>Jun 30, 06</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
DesPlaines Checking	2,678.24
International Bell Comm	<u>1,000.00</u>
Total Checking/Savings	3,678.24
Accounts Receivable	
Accounts Receivable	<u>173,366.86</u>
Total Accounts Receivable	<u>173,366.86</u>
Total Current Assets	177,045.10
Other Assets	
Loan to HOF LLC	<u>12,500.00</u>
Total Other Assets	<u>12,500.00</u>
<b>TOTAL ASSETS</b>	<b><u>189,545.10</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>421.18</u>
Total Accounts Payable	<u>421.18</u>
Total Current Liabilities	<u>421.18</u>
Total Liabilities	421.18
Equity	
Opening Bal Equity	8,000.00
Retained Earnings	-8,800.14
Net Income	<u>189,924.06</u>
Total Equity	<u>189,123.92</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>189,545.10</u></b>

2:41 PM  
08/25/06  
Accrual Basis

**Cost Plus Communications, LLC**  
**Profit & Loss**  
January through June 2006

	Jan - Jun 06
Ordinary Income/Expense	
Income	
Sales Income	1,649,492.06
Total Income	1,649,492.06
Gross Profit	1,649,492.06
Expense	
Bank Fees	818.00
Bank Service Charges	250.00
Carrier Costs	
ATI Communications	10,284.60
Commpartners	137,890.44
ISPServices.com	348.73
ITSfast.net	4,619.48
Level3 Communication LLC	2,727.33
Omnilec	4,202.30
Star Networks, LLC	389.86
Wiltel	1,052,287.94
XO Communications	22,255.65
Total Carrier Costs	1,235,006.33
Commissions	185,530.48
Contract Labor	1,920.00
Filing Fee	1,626.00
Miscellaneous Debit	0.60
Miscellaneous Services	23,500.00
Outside Sales Commissions	14,600.00
Rent	7,500.00
Total Expense	1,470,751.41
Net Ordinary Income	178,740.65
Other Income/Expense	
Other Income	
Other Income	
Payment From Loan To HOF LLC	12,500.00
Other Income - Other	9.56
Total Other Income	12,509.56
Total Other Income	12,509.56
Other Expense	
Other Expenses	1,326.15
Total Other Expense	1,326.15
Net Other Income	11,183.41
Net Income	189,924.06