### Lance J.M. Steinhart, P.C.

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Also Admitted in New York and Maryland

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April 14, 2009

### **VIA OVERNIGHT DELIVERY**

Florida Public Service Commission Ann Cole, Commission Clerk 2540 Shumard Oak Blvd. Gunter Bldg. Tallahassee, Florida 32399-0850 (850) 413-6770 Check received with filling and forwarded to Fiscal for deposit. Fiscal to forward deposit information to Records.

pittale of person who forwarded check:

Re: BLC Management LLC d/b/a Angles Communication Solutions

To Whom It May Concern:

Rachel Laquitara

Enclosed please find one original and six (6) copies of BLC Management LLC d/b/a Angles Communication Solutions's (BLC) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$400.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding this matter, please do not hesitate to call me. Thank

you for your attention to this matter.

Sincerely,

Sincerely,

Attorney for BLC Management LLC

d/b/a Angles Communication Solutions

DOCUMENT NUMBER-DATE

03628 APR 208

FPSC-COMMISSION CLERK

#### FLORIDA PUBLIC SERVICE COMMISSION

### **DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**

### **APPLICATION FORM**

for

# AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE TELECOMMUNICATIONS COMPANY SERVICE WITHIN THE STATE OF FLORIDA

#### Instructions

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of \$400.00 to:

Florida Public Service Commission
Division of the Commission Clerk and Administrative Services
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

- E. A filing fee of \$400.00 is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

Florida Public Service Commission Division of Competitive Markets and Enforcement 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850 (850) 413-6600

FORM PSC/CMP-8 (01/06) Required by Commission Rule Nos. 25-24.810, and 25-24.815 Note: To complete this interactive form using your computer, use the table R-DATE to navigate between data entry fields.

03628 APR 20 8

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 that apply for a new certificate.
	Approval of assignment of existing Certificate: Example, a certificated company purchases an existing company and desires to retain the existing certificate of authority and tariff.
2.	Name of company: BLC Management LLC
3.	Name under which applicant will do business (fictitious name, etc.):
	Angles Communication Solutions
4.	Official mailing address:
	Street/Post Office Box: 11121 Highway 70, Suite 202 City: Arlington State: Tennessee Zip: 38002
5.	Florida address:
	Street/Post Office Box: City: State: Zip:
6.	Structure of organization:
	<ul> <li>☐ Individual</li> <li>☐ Foreign Corporation</li> <li>☐ General Partnership</li> <li>☐ Other, Limited Liability Company</li> </ul> Corporation <ul> <li>Foreign Partnership</li> <li>Limited Partnership</li> </ul>

7.	If individual, provide:
	Name: Title: Street/Post Office Box: City: State: Zip: Telephone No.: Fax No.: E-Mail Address: 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.	<b>If foreign corporation,</b> provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
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: G05059700206
11.	If a limited liability partnership, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
12.	<b>If a partnership</b> , provide name, title and address of all partners and a copy of the partnership agreement.
	Name: Title: Street/Post Office Box: City: State: Zip: Telephone No.: Fax No.: E-Mail Address: Website Address:
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:

### 14. Provide F.E.I. Number(if applicable): 62-1848149

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

### (a) The application:

Name: Lance J.M. Steinhart Title: Regulatory Counsel

Street name & number: 1720 Windward Concourse, Suite 115

Post office box: City: Alpharetta State: Georgia Zip: 30005

Telephone No.: 770-232-9200

Fax No.: 770-232-9208

E-Mail Address: lsteinhart@telecomcounsel.com

Website Address:

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

Name: Brian Cox Title: Manager

Street name & number: 11121 Highway 70, Suite 202

Post office box: City: Arlington State: Tennessee

Zip: 38002

Telephone No.: (901) 373-3103

Fax No.: (901) 758-4511

E-Mail Address: info@anglescs.com Website Address: www.anglescs.com

#### (c) Complaints/Inquiries from customers:

Name: Chris Melton

Title: Operations Manager

Street/Post Office Box: 11121 Highway 70, Suite 202

City: Arlington State: Tennessee

Zip: 38002

Telephone No.: (877) 264-5375

Fax No.: (901) 758-4511

E-Mail Address: cmelton@prepaidworx.com

Website Address: www.anglescs.com

16. List the states in which the applicant:

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

Alabama, Florida, North Carolina, South Carolina, Kentucky, Louisiana, Mississippi and Tennessee

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

Applicant has applications pending throughout the United States.

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

Alabama, Arkansas, California, Idaho, Iowa, Illinois, Indiana, Kentucky, Louisiana, Massachusetts, Maine, Mississippi, Montana, New Jersey, New York, North Carolina, Oregon, Rhode Island, South Carolina, South Dakota, Tennessee and Vermont

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

Florida. BLC was revoked for failure to pay RAI fees.

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

See (d) above.

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

None

- 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, <u>provide explanation</u>.

#### None

(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 explanation and list the certificate holder and certificate number.

#### None

(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.

#### None

### 18. Submit the following:

- (a) <u>Managerial capability:</u> resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
- (b) <u>Technical capability:</u> resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.
- (c) <u>Financial Capability:</u> applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:
  - 1. the balance sheet,
  - 2. income statement, and
  - 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.

### THIS PAGE <u>MUST BE</u> 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: Brian Cox

Title: Manager

Telephone No.: (901) 373-3103/

E-Mail Address: (901) 758-4511

Signature:

Date: 4/10/09

### LIST OF ATTACHMENTS

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

STATEMENT OF FINANCIAL CAPABILITY

### FINANCIAL INFORMATION

### MANAGEMENT INFORMATION

#### **Biographical Information**

### Brian Cox, President/CEO, LLC Member and Manager

Brian has successfully guided Angles through the turmoil and transitions of the CLEC industry over the last 3 years sticking to firm principles of efficient use of resources and customer service driven telecom products. Brian founded Angles in early 2001 to implement new internet and communication technologies. His philosophy of assembling an experienced and dedicated leadership team has proven to be extremely effective. Under Brian's leadership, Angles was awarded the Chamber of Commerce Rookie of the Year is on pace to hit \$4,000,000.00 in 2006. Prior to Angles, Brian served as an account executive for Lose Brothers Chemical, which was the regional distributor of Ortho Chemical. While he was there, he achieved the honor of having the highest increase in sales volume of any executive in the country 2 years in a row.

### Danny Michael, Vice President

Danny has maintained positions of technology sales and management since 1996. His past expertise over the last decade lies mainly in an award winning sales background in wireless and landline telecom working with a full range of clients from Fortune 500 companies to local small business owners to individual retail based customers. Danny contains a full scale of qualities ranging from executive management, new sales prospecting and development, business administration, technical and telecom knowledge, and the strong ability to yield results. These qualities in conjunction with exceptional communication skills are what make Danny a clear asset and necessity to our companies' growth and overall success.

#### Robert Womack, Chief Financial Officer

Bob brings 19 years of accounting and bookkeeping experience to the Angles Team. Bob is a member of the Tennessee Society of Certified Public Accountants, the National Society of Accountants, and the Tennessee Association of Accountants, where he served as state President and currently serves on the Board of Governors. He has also served the Memphis Chapter of the Tennessee Association of Accountants as a member of the Board of Governors for four years and is a past Chapter President. For the 2003-04 chapter year, Bob was honored by being selected as the chapter's "Accountant of the Year" and for the 2004-05 year as the state's "Outstanding Accountant of the Year".

#### Steve Watson, Executive Telecom Consultant

Steve started the first certified CLEC in Pensacola, Florida. In business for 7 years, Steve pioneered the CLEC landscape and uses this valuable experience to consult Angles on data integrations and dispute/promotional management.

#### Kevin Murphy, Programmer

For 25 years, he has honed his skills in Systems Analysis and Development in both Telecom Back Office as well as Manufacturing systems. His analytical skills in system design, implementation expertise and billing platform knowledge are highly valued by Angles.

#### Chuck Campbell, Business Systems Manager

Chuck has more than 20 years of experience delivering a wide variety of back office and integrate3d communications solutions to cutting edge and world-class clients in the finance, telecom and e-business sectors.

#### Owen Vance, LLC Member and Manager

Angles will rely on the business management and ownership experience of LLC member and manager Owen Vance. Some of Owen's business dealings include purchasing Alexander Transfer Inc., an agent for Mayflower Transit, in 1999. This company is still thriving under his leadership. Owen also founded Vance and Richards Office Records Management in 1992. This company became extremely successful and was sold in 2003. Owen, like all 3 of our member/managers is also very involved in his church and giving back to the community.

#### Kevin Womack, LLC Member and Manager

Kevin currently serves as Memphis City President for First Bank. With over 17 years of banking experience, including Senior Vice President of Renasant Bank and Community Bank President of Bankcorp South Bank, Kevin's management experience along with his knowledge of finance strategies and banking tools will be extremely useful to Angles' expansion.

#### Mark Foster, Regulatory Attorney and Legal Counsel

Mark has over 15 years of experience in public utility and tariff regulation. He has been board certified in administrative law by the Texas board of Legal Specialization and is former counsel to the Public Utility Commission of Texas. Mark is a founder and partner in the Law Firm of Foster and Malish.

#### David J. Johnson, Corporate Attorney

Mr. Johnson of Johnson, Grusin and Surprise, P.C. has over 35 years of experience as a practicing corporate attorney for companies such as American Airlines. Mr. Johnson will assist in all corporate contracts and legal matters.

#### Jon Olivares, Executive Telecom Consultant

Jon brings over 15 years of telecom experience to the Angles Team. He has extensive knowledge of Central Office Switching Platforms along with managing all aspects of a sales portfolio. In 2000, Jon was in charge of every aspect, both personnel and financial, of the Network Telephone start up in West Tennessee and North Mississippi. He served as the area market manager and spearheaded account growth from zero to five hundred accounts in six months. Before leaving to head up the Network Telephone start up, Jon was the major account director for XO. He was responsible for \$1.6 million personally and over \$6 million total in monthly billing. Prior to XO, Jon was regional sales director for mass markets with MCI.

## Chris Melton Technical Support Coordinator

Chris Manages the 35 staff technicians and coordinates and implements local order processing and all facets of troubleshooting every type of outage or repair issue. Technical skills include extensive use of LENS, PMAP, TAFI and CSOTS; working with Bellsouth Maintenance Group, LCSC, LENS Support Group, and LSM Group; knowledge of acquiring information from the LOH; Works daily with all long distance carrier backbones and all BellSouth resale issues and oversees all technical functions of the company.

Arturo Meija

<u>Call Center Manager</u>

In 2006, Arturo supervised the implementation of building a 400 person call center for Bellsouth from scratch. Arturo uses this experience along with his knowledge of call center management, performance reporting and technical expertise to ensure our customer service personnel are is properly trained and motivated.

Edwin Leon
Online Support

Edwin monitors and manages all forms of online interactive customer service including email requests, support tickets that customers enter and our live chat software that offers live support from 8am-12pm Monday-Friday. These tools allow us to provide every possible avenue of customer service.

Andreas Salazar
Trouble Ticket and Outage Coordinator

Technical skills include extensive use of LENS, PMAP, and CSOTS; experience with calling into Bellsouth Maintenance Group, LCSC, LENS Support Group, and LSM Group; knowledge of acquiring information from the LOH; Manages technical support department which handles all outages and trouble issues.

Guillermo Santana
Order Department Coordinator

Technical skills include extensive use of LENS, PMAP, and CSOTS; experience with calling into Bellsouth Maintenance Group, LCSC, LENS Support Group, and LSM Group; knowledge of acquiring information from the LOH; Manages the new order department while working with local 911 validation officials to ensure quick installations.

# STATEMENT OF FINANCIAL CAPABILITY BLC Management LLC d/b/a Angles Communication Solutions

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Applicant's stated financial capability, a copy of its Profit & Loss Statement for the period ending December 31, 2007 and December 31, 2008 and Balance Sheet as of December 31, 2007 is attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.