January 17, 2012

## Via Overnight Courier

Public Utilities Commission of Ohio Docketing Division 180 East Broad Street Columbus Ohio, 43215

Dear Sir or Madam:
Enclosed please find an original and seven (7) copies of Guidance Telecom LLC's Application Form for Carrier Certification, Telecommunications Supplemental Application Form for Carrier Certification, required exhibits, and Telecommunications Retail Service Offering Form.

Please date stamp the Stamp and Return Copy and return it to me in the enclosed, self-addressed, postage prepaid envelope.

If you have any questions, please do not hesitate to contact me.


This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course dif huinifis.

## The Public V widures Commissian of Ohio

TELECOMMUNICATIONS FILING FORM
(Effective: 01/20/2011)
This form is intended to be used with most types of required filings. It provides check boxes with rule references for the most common types of filings. It does not replace or supersede Commission rules in any way.

In the Matter of the Application of Guidance Telecom LLC
to Provide Data Only Competitive Local Exchange Services

TRF Docket No. 90-
Case No. 12-347-TP - ACE
NOTE: Unless you have reserved a Case \#, leave the "Case No" fields BLANK.

Name of Registrant(s) Guidance Telecom LLC
DBA(s) of Registrant(s)
Address of Registrant(s) 30628 Detroit Road, \#105, Westlake, Ohio 44145
Company Web Address www.GuidanceTelecom.com
Regulatory Contact Person(s) Joanna I. Georgatsos $\quad$ Phone 703-714-1317 $\quad$ Fax $\quad$ 703-714-1330
Regulatory Contact Person's Email Address iia@commlawaroup.com
Contact Person for Annual Report Mark McGinness $\quad$ Phone 440-678-8696
Address (if different from above)
Consumer Contact Information Mark McGinness $\quad$ Phone 440-678-8696
Address (if different from above)
Motion for protective order included with filing? $\square$ Yes $\square$ No
Motion for waiver(s) filed affecting this case? $\square$ Yes No [Note: Waivers may toll any automatic timeframe.]

## Notes:

Section I and II are Pursuant to Chapter 4901:1-6 OAC.
Section III - Carrier to Carrier is Pursuant to 4901:1-7 OAC, and Wireless is Pursuant to 4901:1-6-24 OAC.
Section IV - Attestation.
(1) Indicate the Carrier Type and the reason for submitting this form by checking the boxes below.
(2) For requirements for various applications, see the identified section of Ohio Administrative Code Section 4901 and/or the supplemental application form noted.
(3) Information regarding the number of copies required by the Commission may be obtained from the Commission's web site at www.puco.ohio.gov under the docketing information system section, by calling the docketing division at 614-466-4095, or by visiting the docketing division at the offices of the Commission.
(4) An Incumbent Local Exchange Carrier (ILEC) offering basic local exchange service (BLES) outside its traditional service area should choose CLEC designation when proposing to offer BLES outside its traditional service area or when proposing to make changes to that service.

All Filings that result in a change to one or more tariff pages require, at a minimum, the following exhibits.

| Exhibit | Description: |
| :---: | :--- |
| A | The tariff pages subject to the proposed change(s) as they exist before the change(s) |
| B | The Tariff pages subject to the proposed change(s), reflecting the change, with the change(s) marked in the <br> right margin. |
| C | A short description of the nature of the change(s), the intent of the change(s), and the customers affected. |
| D | A copy of the notice provided to customers, along with an affidavit that the notice was provided according to <br> the applicable rule(s). |

## Section I - Part I - Common Filings

$\left.\begin{array}{|l|l|l|l|}\hline \text { Carrier Type } \\ \square \text { Other (explain below) }\end{array} \quad \begin{array}{l}\square \text { For Profit ILEC } \\ \square\end{array}\right)$

Section I - Part II - Customer Notification Offerings Pursuant to Chapter 4901:1-6-7 OAC

| Type of Notice | Direct Mail | Bill Insert | Bill Notation | Electronic Mail |
| :--- | :---: | :---: | :---: | :---: |
| $\square$ 15-day Notice | $\square$ | $\square$ | $\square$ | $\square$ |
| $\square$ 30-day Notice | $\square$ | $\square$ | $\square$ | $\square$ |
| Date Notice Sent: |  |  |  |  |

Section I - Part III -IOS Offerings Pursuant to Chapter 4901:1-6-22 OAC

| IOS | Introduce New | Tariff Change | Price Change | Withdraw |
| :--- | :---: | :---: | :---: | :---: |
| $\square \mathrm{IOS}$ | $\square$ | $\square$ | $\square$ | $\square$ |

Section II - Part I - Carrier Certification - Pursuant to Chapter 4901:1-6-08, 09 \& 10 OAC

| Certification | $\begin{gathered} \text { ILEC } \\ \text { (Out of Territory) } \end{gathered}$ | CLEC | Telecommunications Service Provider Not Offering Local | CESTC | CETC |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} * \text { See Supplemental } \\ \text { form } \\ \hline \end{gathered}$ | $\square$ ACE $\frac{1-6-08}{}$ (Auto 30- day) | $\begin{aligned} & \square \text { ACE } 1-6-08 \\ & * \text { (Auto } 30 \text { day) } \end{aligned}$ | $\begin{aligned} & \square \text { ACE } 1-6-08 \\ & * \text { (Auto } 30 \text { day) } \end{aligned}$ | $\square$ ACE 1-6-10 (Auto 30 day) | $\begin{aligned} & \square \text { UNC } 1-6-09 \\ & \text { *(Non-Auto) } \end{aligned}$ |

*Supplemental Certification forms can be found on the Commission Web Page.

## Section II - Part II - Certificate Status \& Procedural

| Certificate Status | ILEC | CLEC | Telecommunications Service Provider Not Offering Local |
| :---: | :---: | :---: | :---: |
| Abandon all Services |  | $\begin{aligned} & \square \text { ABN } \frac{1-6-26}{} \\ & \text { (Auto 30 days) } \end{aligned}$ | $\begin{aligned} & \text { ABN } \frac{1-6-26}{} \text { (Auto } 30 \text { days) } \end{aligned}$ |
| Change of Official Name* | $\begin{aligned} & {[\text { ACN } 1-6-29(B)} \\ & \text { (Auto } 30 \text { days) } \end{aligned}$ | $\square \mathrm{ACN} 1-6-29(\mathrm{~B})$ <br> (Auto 30 days) | $\square$ CIO $\frac{1-6-29(C)}{(0 \text { day Notice) }}$ |
| Change in Ownership * | $\square \text { ACO 1-6-29(E) }$ | $\square \text { ACO } \frac{1-6-29(E)}{\text { (Auto } 30 \text { days) }}$ | $\begin{aligned} & \square \text { CIO } 1-6-29(C) \\ & \text { (0 day Notice) } \end{aligned}$ |
| Merger * | [] AMT $1-6-29(E)$ | $\square$ AMT $\frac{I-6-29(E)}{\text { (Auto } 30 \text { days) }}$ | $\begin{aligned} & \square \text { CIO } 1-6-29(C) \\ & \text { (0 day Notice) } \end{aligned}$ |
| Transfer a Certificate * | $\square$ ATC $\frac{1-6-29(B)}{}$ <br> (Auto 30 days) | $\square$ ATC $1-6-29(B)$ (Auto 30 days) | $\square$ CIO $1-6-29(C)$ |
| Transaction for transfer or lease of property, plant or business * | $\begin{aligned} & \square \text { ATR } \frac{1-6-29(B)}{\text { (Auto } 30 \text { days) }} \end{aligned}$ | $\square \text { ATR } \frac{1-6-29(B)}{\text { (Auto } 30 \text { days) }}$ | $\begin{aligned} & \square \operatorname{CIO} \frac{1-6-29(C)}{(0 \text { day Notice) }} \end{aligned}$ |
|  |  |  |  |

* Other exhibits may be required under the applicable rule(s). ACN, ACO, AMT, ATC, ATR and CIO applications see the 4901:1-6-29 Filing Requirements on the Commission's Web Page for a complete list of exhibits.

Section III - Carrier to Carrier (Pursuant to 4901:1-7), and Wireless (Pursuant to 4901:1-6-24)

| Carrier to Carrier | ILEC | CLEC |
| :---: | :---: | :---: |
| Interconnection agreement, or amendment to an approved agreement | $\square$ NAG 1-7-07 (Auto 90 day) | $\square$ NAG $\frac{1-7-07}{\text { (Auto } 90 \text { day) }}$ |
| Request for Arbitration | $\begin{aligned} & \square \text { ARB } \frac{1-7-09}{} \\ & \text { (Non-Auto) } \end{aligned}$ | $\square$ ARB 1-7-09 |
| Introduce or change c-t-c service tariffs, | $\square$ ATA $\frac{1-7-14}{\text { (Auto } 30 \text { day) }}$ | $\square$ ATA $\frac{1-7-14}{\text { (Auto } 30 \text { day) }}$ |
| Request rural carrier exemption, rural carrier suspension or modification | $\begin{aligned} & \square \text { UNCI-7-04 or } 05 \\ & \text { (Non-Auto) } \end{aligned}$ |  |
| Changes in rates, terms \& conditions to Pole Attachment, Conduit Occupancy and Rights-of-Way. | UNC 1-7-23(B) (Non-Auto) |  |
|  |  |  |
| Wireless Providers See 4901:1-6-24 | RCC <br> [Registration \& Change in Operations] | $\square$ NAG [Interconnection Agreement or |

## Section IV. - Attestation

Registrant hereby attests to its compliance with pertinent entries and orders issued by the Commission.

## AFFIDAVIT <br> Compliance with Commission Rules

I am an officer/agent of the applicant corporation, $\qquad$ , and am authorized to make this statement on its behalf.
(Name)
Please Check ALL that apply:I attest that these tariffs comply with all applicable rules for the state of Ohio. I understand that tariff notification filings do not imply Commission approval and that the Commission's rules as modified and clarified from time to time, supersede any contradictory provisions in our tariff. We will fully comply with the rules of the state of Ohio and understand that noncompliance can result in various penalties, including the suspension of our certificate to operate within the state of Ohio.I attest that customer notices accompanying this filing form were sent to affected customers, as specified in Section II, in accordance with Rule 4901:1-6-7, Ohio Administrative Code.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on (Date) $\qquad$ at (Location) $\qquad$
*(Signature and Title) _______ (Date) $\qquad$

- This affidavit is required for every tariff-affecting filing. It may be signed by counsel or an officer of the applicant, or an authorized agent of the applicant.


## VERIFICATION

## I. Joanna I. Georgatsos

verify that I
have utilized the Telecommunications Filing Form for most proceedings provided by the Commission and that all of the information submitted here, and all additional information submitted in connection with this case, is true and correct to the best of my knowledge.


Send your completed Application Form, including all required attachments as well as the required number of copies, to:
Public Utilities Commission of Ohio
Attention: Docketing Division
180 East Broad Street, Columbus, OH 43215-3793
Or
Make such fling electronically as directed in Case No 06-900-AU-WVR

# The Public Utilities Commission of Ohio <br> TELECOMMUNICATIONS SUPPLEMENTAL APPLICATION FORM for CARRIER CERTIFICATION 

(Effective: 01/20/2011)
(Pursuant to Case No. 10-1010-TP-ORD)
NOTE: This SUPPLEMENTAL form must be used WITH the
TELECOMMUNICATIONS FILING FORM for ROUTINE PROCEEDINGS.

In the Matter of the Application of Guidance Telecor to Provide Data Only Competitive Local Excha

Case No. $\qquad$ - $\qquad$ -TP

DBA(s) of Registrant(s)
Address of Registrant(s) 30628 Detroit Road, \#105, Westlake, Ohio 44145
Motion for protective order included with filing? $\square$ Yes 回 No $^{\text {No }}$ Motion for waiver(s) filed affecting this case? $\square$ Yes $]$ No [Note: waiver(s) tolis any automatic timeframe]

## List of Required Exhibits

## Tariffs: (Include all that apply)

[] Interexchange Tariff
$\square$ Local Tariff
$\square$ Carrier-to-Carrier (Access) Tariff

Description of Services
[] Service provisioned via Resale
[ $]$ Description of Proposed Services
Explanation of how the proposed services in the proposed market area are in the public interest.

NOTE: All Facilities-Based carriers must file an Access Tariff
$\square$ Service provisioned via Facilities
$\square$ Statement about the provision of CTS services applicant intends to serve

## Business Requirements

Evidence of Registration with: $\square$ Ohio Department of Taxation
$\square$ Ohio Secretary of State ${ }^{1}$ \& Certificate of Good Standing

## Documentation attesting to the applicant's financial viability, including the following:

$[$ In executive Summary describing the applicant's current financial condition, liquidity, and capital resources. Describe internally generated sources of cash and external funds available to support the applicant's operations that are the subject of this certification application.
$[7$ Copy of financial statements (actual and pro forma income statement and a balance sheet). Indicate if financial statements are based on a certain geographical area(s) or information in other jurisdictions
Documentation to support the applicant's cash and funding sources.
Documentation attesting to the applicant's managerial ability and corporate structure, including the following:
Documentation attesting to the applicant's technical and managerial expertise relative to the proposed service offering(s) and proposed service area
[] List of names, addresses, and phone numbers of officers and directors, or partners.
[] Documentation indicating the applicant's corporate structure and ownership
[1] Information regarding any similar operations in other states.
If this company has been previously certified in the State of Ohio, include that certification number $\qquad$
$\square$ Verification that the applicant will follow federal communications commission (FCC) accounting requirements, if applicable.

[^0]Documentation attesting to the applicant's proposed interactions with other Carriers
Explanation as to whether rates are derived through (check all applicable):
$\square$ interconnection agreement $\square$ retail tariffs
resale tariffs
Explanation as to which service areas company currently has an approved interconnection or resale agreement.
$\square$ A notarized affidavit accompanied by bona fide letters requesting negotiation pursuant to Sections 251 and 252 of the Telecommunications Act of 1996 and a proposed timeline for construction, interconnection, and offering of services to end users.
Documentation attesting to the applicant's proposed interactions with Customers
I A sample copy of the customer bill and disconnection notice the applicant plans to utilize.
T Provide a copy of any customer application form required in order to establish residential service, if applicable.
$\square$ For CLECs, List of Ohio ILEC Exchanges the applicant intends to serve (Use spreadsheet from: http://www.puc.state.oh. us/puco/forms/form.cfm?doc id=357)
$\square$ If Mirroring the entire ILEC local service areas, tariffs may incorporate by reference. If not mirroring the entire ILEC local exchange areas, the CLEC shall specifically define its local service areas in the tariff.
$\square$
I am an authorized representative of the applicant corporation
(Name)
and I am authorized to make this statement on its behalf. I attest that I have utilized the Telecommunications Supplemental Application Form for Carrier Certification provided by the Commission, and that all of the information submitted here, and all additional information submitted in connection with this case, is true and correct.
 at $\qquad$ $\frac{0 /-1 /-2012}{(\text { Date) }}$

## EXHIBIT A

## Tariff

Attached please find a copy of Applicants' Telecommunications Retail Service Offering Form for Non-Basic Local Exchange Service Carriers.

For Non-BLES Carriers
Per the Commission's 01/19/2011 "Implementation Order" in Case No. 10-1010-TP-ORD (Effective: 01/20/2011)


TRF Docket No. $\qquad$

1. Company Type (Check all applicable):
$\square$ Non-BLES CLEC $\square$ IXC $\square$ Other (explain)
II. Services offered (Check all applicable):
$\square$ Toll services (intrastate)
n Local Exchange Service (i.e., residential or business bundles)
国 Other (explain) data only local exchange services. Applicant will not be providing any dial tone

## III. Tariffed Provisions/Services (To the extent offered, check all applicable and attach tariff pages):

$\square$ Toll Presubscription
$\square$ Intrastate Special and Switched Access Services to Carriers (facilities-based local carriers only)*
$\square$ N-1-1 Service
$\square$ Pole Attachment and Conduit Occupancy
$\square$ Pay Telephone Access Lines
$\square$ Inmate Operator ServiceTelephone Relay Service
*Access service tariffs shall be maintained separately and are subject to the Commission's carrier-to-carrier rules found in Chapter 4901:1-7, Ohio Administrative Code.

## Part IV. - Attestation

## Carrier hereby attests to its compliance with pertinent entries and orders issued by the Commission. Mark McGinness

I am an officer/agent of the carrier/telephone company, Guidance Telecom , and am authorized to make statements on it behalf. (Name)
I understand that Telephone companies have certain responsibilities to its customers under the Telecommunications Rules (Ohio Adm. Code 4901:1-6). These responsibilities include: warm line service; not committing unfair or deceptive acts and practices; truth in billing requirements; and slamming and preferred carrier freeze requirements. We will comply with the rules of the state of Ohio and understand that non-compliance can result in various penalties, including the suspension of our certificate to operate within the state of Ohio.

I declare under penalty of perjury that the foregoing is true and correct.

(Signature and Title)

$$
01-11-2012
$$

(Date)

## Exhibit B

## Description of Services

Applicant seeks authority to provide resold competitive local exchange telecommunications services in the State of Ohio. Applicant seeks statewide authority. Applicant will offer data-only local exchange services and will not be providing any dial tone service to customers. Applicant's services are provided through local exchange and/or other connecting carriers from whom Applicant leases underlying facilities and other services. Applicant will continuously monitor and maintain a high level of control over its operations on a 24-hours-a-day, 7-days-a-week basis.

Applicant's service offerings will enhance competition for telecommunications services in the State of Ohio because the addition of another supplier of service will create a new competitor who will be required to compete in terms of price and quality of service. Applicant will make available to its customers innovative, low-cost, competitively priced, telecommunications and other services. In addition to providing subscribers with the cost advantages realized by resale of facilities-based capacity, Applicant's proposed service will help to optimize the use of existing telecommunications facilities and contribute to their efficient use and operation. Applicant's proposed services will therefore benefit the telephone end users of the State of Ohio.

## Exhibit C

## Business Requirements

Attached hereto please find evidence of the Applicant's registration with the Ohio Secretary of State and Certificate of Good Standing, and evidence of the Applicant's registration with the Ohio Department of Taxation.

PROFIT LIM.LIAB. CO. (LCP)
Receipt
This is not a bill. Please do not remit payment.

MMJS HOLDINGS, LLC 32818 WALKER RD STE 248
AVON LAKE, OH 44012

## STATE OFOHIO CERTIFICATE Ohio Secretary of State, Jon Husted

1995295
It is hereby certified that the Secretary of State of Ohio has custody of the business records for

## GUIDANCE TELECOM LLC

and, that said business records show the filing and recording of:
-Document(s)
ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.

Document No(s):
201103800666


United States of America State of Ohio Office of the Secretary of State

Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 3rd day of February, A.D. 2011.


Ohio Secretary of State

# United States of America State of Ohio Office of the Secretary of State 

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show GUIDANCE TELECOM LLC, an Ohio For Profit Limited Liability Company, Registration Number 1995295, was organized within the State of Ohio on February 03, 2011, is currently in FULL FORCE AND EFFECT upon the records of this office.


Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 10th day of January, A.D. 2012


Ohio Secretary of State

Department of Taxation

Registration Confirmation

Taxpayer Services Division P. O. Box 182215

Columbus, OH 43218-2215
Phone: 1-888-405-4089
Fax: 1-614-387-2165
TTYITDD: 1-800-750-0750
tax.ohio.gov

12/16/2011

Guidance Telecom LLC
30628 Detroit Rd
Westlake, OH 44145-5854

RE: Account Type: SERVICE VENDOR'S SALES TAX
Account Number: 89876311
Effective Date: 1/1/2012
Filing Frequency: SEMI-ANNUAL
TIN:
5
Dear Taxpayer:
Please verify the information listed below is complete and accurate. If there are corrections and/or additions, please note them on this form and return it by mail or fax. You may also contact us by telephone or by e-mail through our Web site at tax.ohio.gov.

| Legal Name: | Guidance Telecom LLC |
| :--- | :---: |
| Federal Employer Identification Number: | 453641738 |
| Social Security Number: |  |
| Ohio Charter Number: | 01995295 |

Filing periods beginning 01/01/09 are required to be filed electronically. You can file and pay your sales tax returns electronically through the Ohio Business Gateway at obg.ohio.gov. Payments may be made directly from your bank account (electronic check) or by credit card.

The Ohio Department of Taxation must receive all returns and payments on or before the 23rd of the month following the end of the reporting period. Failure to file and pay taxes due in a timely manner may result in the loss of discount and the imposition of interest, penalties and/or additional charges. You must file a return even if you made no taxable sales for the filing period.

If you have questions concerning your tax responsibilities or how to file your retum(s) please contact us.

## Certificate of Registration

Ohio Department of Taxation
P.O. Box 182215, Columbus, OH 43218-2215

Guidance Telecom LLC
30628 Detroit Rd
Westlake, OH 44145-5854

License Type: SERVICE VENDOR'S SALES TAX
Account \#: 89876311
Effective Date: 1/1/2012

This is to certify that the above registrant is authorized to make retail sales subject to taxes levied pursuant to Chapter 5739 of the Ohio Revised Code. The Tax Commissioner may revoke or suspend this authorization if the registrant fails to comply with a law, rule and/or regulation concerning this registration and/or tax return filing requirements.

A new registration must be obtained if the business is sold or if the form of ownership changes. An ownership change includes, but is not limited to, incorporating a business, changing from a partnership to a sole proprietor, a sole proprietorship to a partnership, or any similar entity change.

## Exhibit D

## Financial Qualifications

Documentation attesting to Applicant's financial viability, including the following:

An executive Summary describing the applicant's current financial condition, liquidity, and capital resources. Describe internally generated sources of cash and external funds available to support the applicant's operations that are the subject of this certification application:

Applicant is financially qualified to provide competitive telecommunications services in Ohio, as demonstrated in its attached pro forma income statement and balance sheet. As demonstrated by the information contained herein, Guidance has the liquidity and financial strength to provide the services described in its application to customers in the State of Ohio.

Copy of financial statements (actual and pro formal income statement and a balance sheet). Indicate if financial statements are based on a certain geographical area(s) or information in other jurisdictions.

Attached hereto are Applicant's pro forma income statement and balance sheet.

## Documentation to support the applicant's cash and funding sources.

Attached hereto are Applicant's pro forma income statement and balance sheet. The financial statement and balance sheet demonstrate Applicant's capitalization.

## Pro-Forma Income Statement

## Guidance Telecom <br> for 2012 through 2015

| REVENUE | 2012 | 2013 | 2014 | 2015 |
| :---: | :---: | :---: | :---: | :---: |
| Gross sales | \$100,000 | \$150,000 | \$200,000 | \$300,000 |
| Less sales returns and allowances | 0 | 5,000 | 10,000 | 15,000 |
| Net Sales | \$100,000 | \$145,000 | \$190,000 | \$285,000 |
| COST OF SALES |  |  |  |  |
| Beginning inventory | \$5,000 | \$8,000 | \$9,000 | \$12,000 |
| Plus goods purchased / manufactured | 15,000 | 18,000 | 22,000 | 25,000 |
| Total Goods Available | \$20,000 | \$26,000 | \$31,000 | \$37,000 |
| Less ending inventory | 0 | 4,000 | 6,000 | 8,000 |
| Total Cost of Goods Sold | \$20,000 | \$22,000 | \$25,000 | \$29,000 |
| Gross Profit (Loss) | \$80,000 | \$123,000 | \$165,000 | \$256,000 |
| OPERATING EXPENSESSelling |  |  |  |  |
|  |  |  |  |  |
| Salaries and wages | \$3,000 | \$7,000 | \$9,000 | \$14,000 |
| Commissions | 6,500 | 8,900 | 14,800 | 18,300 |
| Advertising | 0 | 0 | 0 | 0 |
| Depreciation | 4,000 | 6,000 | 8,000 | 12,000 |
| Other | 0 | 0 | 0 | 0 |
| Total Selling Expenses | \$13,500 | \$21,900 | \$31,800 | \$44,300 |
| General/Administrative |  |  |  |  |
| Salaries and wages | \$12,000 | \$14,000 | \$16,000 | \$18,000 |
| Employee benefits | 4,000 | 5,000 | 5,000 | 6,000 |
| Payroll taxes | 2,000 | 3,000 | 3,000 | 4,000 |
| Insurance | 6,000 | 6,000 | 7,000 | 7,000 |
| Rent | 8,000 | 8,000 | 9,000 | 9,000 |
| Utilities | 2,000 | 2,000 | 2,000 | 3,000 |
| Depreciation \& amortization | 3,000 | 4,000 | 4,000 | 5,000 |
| Office supplies | 1,000 | 1,000 | 1,000 | 1,000 |
| Travel \& entertainment | 3,000 | 3,000 | 3,000 | 4,000 |
| Postage | 100 | 100 | 100 | 200 |
| Equipment maintenance \& rental | 6,000 | 12,000 | 19,000 | 27,000 |
| Interest | 0 | 1,000 | 1,000 | 2,000 |
| Furniture \& equipment | 3,000 | 4,000 | 4,000 | 5,000 |
| Total General/Administrative Expenses | \$50,100 | \$63,100 | \$74,100 | \$91,200 |
| Total Operating Expenses | \$63,600 | \$85,000 | \$105,900 | \$135,500 |
| Net Income Before Taxes | \$16,400 | \$38,000 | \$59,100 | \$120,500 |
| Taxes on income | 7,475 | 15,600 | 24,200 | 46,000 |
| Net Income After Taxes | \$8,925 | \$22,400 | \$34,900 | \$74,500 |
| Extraordinary gain or loss | \$0 | \$0 | \$0 | \$0 |
| Income tax on extraordinary gain | 0 | 0 | 0 | 0 |
| NET INCOME (LOSS) | \$8,925 | \$22,400 | \$34,900 | \$74,500 |

BALANCE SHEET GUIDANCE TELECOM LLC
As of November 20th, 20112011
ASSETS
Current assets
Unrestricted cash
DollarBank \#2672965717 ..... $\$ 100,000.00$
Temporarily restricted cash ..... $\$ 0.00$
Accounts receivable ..... \$0.00
Inventory ..... $\$ 0.00$
Prepaid expenses ..... $\$ 0.00$
Prepaid Taxes (estimated payments) ..... $\$ 0.00$
Long-term or non-current assets
Property, plant \& equipment ..... $\$ 65,000.00$
TOTAL ASSETS ..... \$165,000.00
LIABILITIES
Current liabilities
Accounts payable ..... $\$ 0.00$
Notes payable ..... $\$ 0.00$
Interest payable ..... $\$ 0.00$
Taxes payable ..... \$0.00
Prepaid grants or receipts ..... $\$ 0.00$
Long-term or non-current liabilities
Notes payable ..... $\$ 0.00$
Total liabilities ..... $\$ 0.00$
NET ASSETS
Total unrestricted net assets ..... \$165,000.00
Temporarily restricted net assets ..... $\$ 0.00$
Permanently restricted net assets ..... $\$ 0.00$
Total net assets ..... \$165,000.00
TOTAL LIABILITIES and NET ASSETS ..... $\$ 165,000.00$

## Exhibit E

## Managerial Qualifications

Applicant has the managerial and technical qualifications to provide competitive telecommunications services in Ohio. Guidance will rely on the managerial and technical expertise of its management personnel. Applicant is a Limited Liability Company organized under the laws of the State of Ohio. Applicant is concurrently applying for certification to provide services in the State of Pennsylvania. Applicant has not been certified previously as a telecommunications carrier in the State of Ohio. Applicant certifies that it will follow Federal Communications Commission accounting requirements, if applicable.

Mr. Mark McGinness is the founder and Chief Executive of the Applicant, and is the sole shareholder. The address and telephone number for Mr. McGinness is:

Mark McGinness
30628 Detroit Road, \#105
Westlake, Ohio 44145
440-678-8696

Mr. McGinness has 20 years experience in CLEC telecommunications. Mr. McGinness was previously CEO and owner of Expedient Holdings, LLC, a Cleveland-based CLEC, and Internet service and data center provider. Prior to Expedient, Mr. McGinness was National ISP \& Carrier Sales Executive at ICG Communications, an Ohio CLEC based in Denver, Colorado, where he was instrumental in the company's growth to a national CLEC. For ICG he was key figure in development of managed modems, metro local loop solutions, and collocation services. Level 3 acquired ICG Communications in April 2006.

Mr. McGinness also worked for Allegiance Telecom, an Ohio CLEC based in Dallas, Texas to develop the wholesale and broadband organization. He created the IP DS1 product that leveraged their 850 RBOC collocations and national IP backbone, while resolving their lack of carrier hotel connectivity. XO acquired Allegiance Telecom in February 2004.

Mr. McGinness sold and supported most of the major ISP and other large agreements for ICG and Allegiance, achieving more than a billion dollars in telecom service agreements.

## Exhibit F

## Interactions With Other Carriers

Applicant proposes to provide resold services throughout the State of Ohio. Applicant plans to use its CLEC certification to negotiate interconnection agreements or other wholesale agreements with other carriers, which will enable Applicant to provide its proposed services. Currently Applicant does not have any interconnection agreements in place with any carriers.

## Exhibit G

## Interactions With Customers

Attached hereto please find samples of the customer bill and disconnection notice which Applicant proposes to utilize, and a spreadsheet of Ohio ILEC Exchanges which Applicant intends to serve.

Example Company Inc.
1313 Mockingbird Lane
Lorain, OH 44012
USA
ATTN: John Doe

Guidance Telecom LLC 30628 Detroit Rd. STE 105
Westlake, OH 44145-5845
Phone: 855-464-8432
Fax: 855-464-8432

| Bill Date | Invoice <br> Number | PO Number | Account <br> Number | Payment <br> Due | Amount Due | Amount <br> Enclosed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 08/01/11 | B-32566 | 2345678 | 765432 | $08 / 15 / 11$ | $\$ 573.56$ | $\$$ |


| Current Monthly Charges |  |
| :--- | :---: |
| Ethernet Broadband 50 MB | $\$ 525.00$ |
| Lorain Sales tax | $\$ 3.94$ |
| Ohio Sales Tax | $\$ 28.87$ |
| Federal Excise Tax | $\$ 15.75$ |
| Current Balance: | $\$ 573.56$ |

## Account Summary

## Balances

Previous Balance
$\$ 0.00$

Total Amount Due:
\$573.56

Please remit top portion of this invoice with your payment and make checks payable to Guidance Telecom LLC.
Please contact your billing department if you have any questions concerning your invoice
You can reach us by calling 440-678-8696 or via our website at http://www.GuidanceTelecom.com

| Event Details |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date | Originating <br> Number | Terminating <br> Number | Minutes of <br> Duration | Call Type | Time | Charge |  |
| $6 / 22 / 11$ | $440-621-1234$ | $412-831-6789$ | 4.5 | Inter | $9: 41 \mathrm{PM}$ | 0.36 |  |
| $6 / 22 / 11$ | $440-621-1234$ | $440-621-6789$ | 6.4 | Intra | $11: 21 \mathrm{AM}$ | 0.51 |  |

If your questions are not resolved after you call Guidance Telecom LLC, you may call the Public Utilities Commission of Ohio (PUCO), toll free at 1-800-686-7826 or 1-614-466-3292, Or for TDD/TYY toll free at 1-800-686-1570 or 1-614-466-8180, from 8:00 a.m. to 5:00 p.m. weekdays or visit the PUCO website at www.puco.ohio.gov. Residential customers may call the Ohio Consumers' Counsel (OCC), toll free at 1-877-742-5622 from 8:30 a.m. to 5:00 p.m. weekdays, or visit the OCC website at www.pickocc.org. You may contact Guidance Telecom customer service at 440-678-8696 for questions regarding taxes and surcharges. Nonpayment of unregulated services will not result in disconnection of toll services but may be subject to collection actions and will result in disconnection of any unregulated service. Nonpayment of toll charges may result in disconnection of toll service and may be subject to collection actions but will not result in disconnection of local service. Note: you might be able to waive the first part of the notice requirement depending on the billing systems capabilities And the fact that the company is not doing local. The second part is both federal and state requirement.

# Guidance Telecom LLC <br> www.GuidanceTelecom.com 

<DATE>

Customer Account: XXXXXXX
Dear <John Customer>
Our records indicate that your account is 60 days past due. Your total post due balance is \$XX.XX. Please send us a payment for this amount today.

If we do not receive payment of $<\$ \mathrm{XX} . \mathrm{XX}>$ by $<\mathrm{DATE}>$, your Ethernet Broadband 50 MB service will be suspended.

Non-payment of non-regulated charges will not result in the disconnection of your local or toll service.

If you have any questions about your bill, or need to make payment arrangements, please call us at 1-855-464-8432. Our hours are Monday through Friday, 8:00 a.m. to 5:00 p.m. Eastern Time

If your questions are not resolved after you call Guidance Telecom LLC, you may call the Public Utilities Commission of Ohio (PUCO), toll free at 1-800-686-7826 or 1-614-4663292, Or for TDD/TYY toll free at 1-800-686-1570 or 1-614-466-8180, from 8:00 a.m. to 5:00 p.m. weekdays or visit the PUCO website at www.puco.ohio.gov. Residential customers may call the Ohio Consumers' Counsel (OCC), toll free at 1-877-742-5622 from 8:30 a.m. to 5:00 p.m. weekdays, or visit the OCC website at www.pickocc.org.

If you have already paid the above amounts, please accept our thanks and disregard this notice.

Sincerely,
<NAME>

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[^0]:    ${ }^{1}$ Certification from Ohio Secretary of State (domestic or foreign corporation, authorized use of fictitious name, etc.), and Certificate of Good Standing is required.

[^1]:    Designate Proposed Market Area (PMA) by putting an " X " in appropriate boxes
    
    

