

BEFORE THE MISSOURI  
PUBLIC SERVICE COMMISSION

FILED

JUL 14 2010

Missouri Public  
Service Commission

In the Matter of the Application of:

NORLIGHT TELECOMMUNICATIONS, INC.

Docket No:

for Authority to provide Resold and  
Facilities-Based Local Exchange,  
And Exchange Access services in the  
State of Missouri

**APPLICATION FOR AUTHORITY TO PROVIDE RESOLD AND  
FACILITIES-BASED LOCAL EXCHANGE AND EXCHANGE ACCESS  
SERVICES IN THE STATE OF MISSOURI**

Norlight Telecommunications, Inc. ("NTI" or "Applicant"), pursuant to the Commission's rules of practice and procedure, respectfully submits to the Commission its Application for a Certificate of Public Convenience and Necessity to provide intrastate local exchange and exchange access services in Missouri. In support of its application, applicant states as follows:

**I – IDENTITY OF APPLICANT**

1. Applicant:

Applicant is a Wisconsin corporation qualified to do business in Missouri. Applicant's Articles of Incorporation are attached hereto as Exhibit A. Applicant's principal place of business is:

Norlight Telecommunications, Inc.  
13935 Bishops Drive  
Brookfield, WI 53005  
Telephone: (877) 700-4535  
www.norlight.com

2. Correspondence:

All communications, correspondence and pleadings with respect to this Application, and ongoing regulatory contacts, should be directed to:

Anthony Gillette  
Norlight Telecommunications, Inc.  
8829 Bond Street  
Overland Park, KS 66214  
Telephone: (913) 754-3339  
Facsimile: (812) 759-0999  
Email: anthony.gillette@norlight.com

3. Registered Agent:

The Applicant's registered agent for service of process in Missouri is:

National Registered Agents, Inc. of Missouri  
300-B East High Street  
Jefferson City, MO 65101

4. Authority to Do Business:

A certificate to do business issued by the Missouri Secretary of State, is attached hereto as Exhibit B.

5. Customer Service:

The name, address, and telephone number of the customer service contact is:

Norlight Telecommunications, Inc.  
3701 Communications Way  
Evansville, IN 47715  
(877) 700-4535

Commission referred customer complaints should be sent to:

Anthony D. Gillette  
Norlight Telecommunications, Inc.  
8829 Bond Street  
Overland Park, KS 66214  
Telephone: (913) 754-3341  
Facsimile: (812) 759-0999  
Email: anthony.gillette@norlight.com

6. Officers and Directors:

A list of Applicant's Officers and Directors is attached hereto as Exhibit C.

7. Fictitious Names:

Applicant will not operate under a fictitious name in Missouri. Applicant will operate under its corporate name, Norlight Telecommunications, Inc., after receipt of the authorization requested in this Application.

8. Repairs and Maintenance:

The person with overall responsibility for repairs and maintenance is Lohn Weber, President of Applicant. His contact information is as follows:

Lohn Weber  
13935 Bishops Drive  
Brookfield, WI 53005  
Telephone: (913) 754-3322

9. Applications:

Applicant has filed an application, and been granted authority to provide service, in the following states:

Arkansas (IXC), California (IXC), Colorado (IXC), Connecticut (IXC), Florida (CLEC & IXC), Georgia (IXC), Illinois (CLEC & IXC), Indiana (CLEC & IXC), Iowa (CLEC), Kansas (IXC), Kentucky (CLEC), Louisiana (CLEC & IXC), Massachusetts (IXC), Michigan (CLEC & IXC), Minnesota (CLEC & IXC), Missouri (IXC), Nebraska (IXC), Nevada (IXC), New York (CLEC & IXC), North Carolina (CLEC & IXC), North Dakota (CLEC & IXC), Ohio (IXC), Oklahoma (IXC), Pennsylvania (CLEC & IXC), Rhode Island (IXC), South Carolina (CLEC & IXC), South Dakota (CLEC & IXC), Tennessee (IXC), Texas (IXC), Washington D.C. (CLEC), Washington (IXC), Wisconsin (CLEC & IXC), Washington D.C. (CLEC & IXC), Wisconsin (CLEC & IXC), and Wyoming (IXC).

2. Service Territory:

Applicants requests statewide authority to provide its telecommunications services.

### **III. – QUALIFICATIONS OF APPLICANT**

1. Technical and Managerial Qualifications:

Applicant possesses the technical and managerial expertise and experience necessary to provide the services it proposes. As described in Exhibit D, which is attached hereto and incorporated herein by reference, Applicant's management team has extensive management and business experience in telecommunications. Applicant's officers and senior managers have combined managerial, telecommunications, technical and financial experience of over 120 years. Each member of Applicant's management team will draw upon his or her own experience, as well as the collective experience of the entire management team, to ensure that Applicant is managed and operated efficiently and profitably.

2. Financial Capability:

NTI possesses the financial qualifications required of Petitioners for the certificate of authority requested in this Petition. NTI has access to the financing and capital necessary to provide facilities-based local exchange services. In support of this Petition, attached hereto and incorporated herein by reference as Exhibit E, is a copy of the company's latest financial statements.

3. Applicant's Background as a Provider of Telecommunications Service:

Applicant is an experienced telecommunications services provider, that has been offering telecommunications services throughout its authorized services territories since its inception in 1991.

4. Waivers:

Applicant requests a waiver from any requirement that it publish a directory, that it maintain its corporate records in state, or that it use the Uniform System of Accounts for maintaining its books.

5. Tariffs:

Attached hereto and incorporated by reference as Exhibit F is the Applicant's Local Exchange Tariff.

#### **IV. – PUBLIC INTEREST**

Granting this Application will promote the public interest by increasing the level of competition in the state's telecommunications market. Ultimately, competition will compel all exchange telecommunications service providers to provide a wider variety of services, improve network efficiencies, and reduce prices to the consumer.

#### **V. – CONCLUSION**

Applicant respectfully requests that the Commission grant this application. Applicant has the technical, financial and managerial capability to provide and sustain the services it will be offering. Applicant will comply with all requirements applicable to the provision of competitive local exchange telecommunications service.

WHEREFORE, on the basis of the information provided in the Application and Exhibits, Applicant respectfully requests that the Board grant the authority requested herein.

Respectfully submitted,

Norlight Telecommunications, Inc.

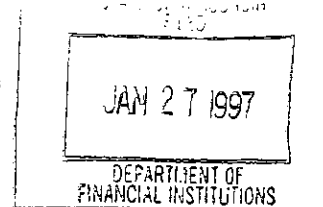
  
\_\_\_\_\_  
Anthony Gillette, Regulatory Attorney  
8829 Bond Street  
Overland Park, KS 66214  
Tele: (913) 754-3341  
Fax: (812) 759-0999  
E-Mail: anthony.gillette@norlight.com

## Exhibit A

JAN 30 1997

# ARTICLES OF AMENDMENT

Stock (for profit)



A. Name of Corporation: Norlight, Inc.

(prior to any change effected by this amendment)

Text of Amendment (Refer to the existing articles of incorporation and instruction A. Determine those items to be changed and set forth below the number identifying the paragraph being changed and how the amended paragraph is to read.)

RESOLVED, THAT, the articles of incorporation be amended as follows:

RESOLVED, THAT, Article I of the Articles of Incorporation is hereby amended to read as follows:

The name of the corporation is Norlight Telecommunications, Inc.

B. Amendment(s) adopted on JANUARY 17, 1997  
(date)

Indicate the method of adoption by checking the appropriate choice below:

( ) In accordance with sec. 180.1002, Wis. Stats. (By the Board of Directors)

OR

(x) In accordance with sec. 180.1003, Wis. Stats. (By the Board of Directors and Shareholders)

OR

( ) In accordance with sec. 180.1005, Wis. Stats. (By Incorporators or Board of Directors, before issuance of shares)

C. Executed on behalf of the corporation on

JANUARY 17, 1997  
(date)

Paul E. Kritzer  
(signature)

PAUL E. KRITZER  
(printed name)

SECRETARY  
(officer's title)

D. This document was drafted by Christopher K. Sandberg, Esquire

(name of individual required by law)

FILING FEE - \$40.00 OR MORE

SEE REVERSE for Instructions, Suggestions, Filing Fees and Procedures

5/91

# ARTICLES OF AMENDMENT

Stock (for profit)

A. Name of Corporation: JMA, INC.  
(prior to any change effected by this amendment)

Text of Amendment (Refer to the existing articles of incorporation and instruction A. Determine those items to be changed and set forth below the number identifying the paragraph being changed and how the amended paragraph is to read.)

RESOLVED, THAT, Article I of the Articles of Incorporation be and hereby is amended and restated as follows: The name of the corporation is Norlight, Inc.

STATE OF WISCONSIN  
FILED

DEC 09 1991

DOUGLAS LA FOLLETTE  
SECRETARY OF STATE

B. Amendment(s) to the articles of incorporation adopted on December 4, 1991  
(date)

Indicate the method of adoption by checking the appropriate choice below:

( ) By the Board of Directors (In accordance with sec. 180.1002, Wis. Stats.)

OR

(x) By the Board of Directors and Shareholders (In accordance with sec. 180.1003, Wis. Stats.)

OR

( ) By Incorporators or Board of Directors, before issuance of shares (In accordance with sec. 180.1005, Wis. Stats.)

Executed on behalf of the corporation on December 4, 1991

Paul F. Meissner  
(signature)

Paul F. Meissner  
(printed name)

President  
(title)

D. This document was drafted by Randal J. Brotherhood  
(name of individual required by law)

SEE REVERSE for Instructions, Suggestions, Filing Fees and Procedures



Wis # 5017547

JMA, INC.

SEC.

ST4

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394

ARTICLES OF INCORPORATION

91 OCT 8 48:00

The undersigned, a natural person of the age of eighteen (18) years or more, hereby executes these Articles of Incorporation for the purpose of forming a corporation under the Wisconsin Business Corporation Law, Chapter 130 of the Wisconsin Statutes.

ARTICLE I

Name

The name of the Corporation shall be JMA, Inc.

ARTICLE II

Capital Stock

The aggregate number of shares which the Corporation has authority to issue is Nine Thousand (9,000) shares, consisting of one class only, designated "Common Stock," each share having a par value of one hundredth dollar (\$0.01).

ARTICLE III

Registered Office and Agent

The initial registered office is located in Milwaukee County, Wisconsin, and the address of such registered office is:

735 North Water Street, Suite 1328  
Milwaukee, Wisconsin 53202

The initial registered agent at such address is:

Joan Ackermann

ARTICLE IV

Directors

The Board of Directors shall consist of such number of persons as may be fixed from time to time by, or in the manner provided in, the Bylaws of the Corporation.


ARTICLE V

Incorporator

The name and address of the Incorporator are:

Joan Ackermann  
735 North Water Street, Suite 1323  
Milwaukee, Wisconsin 53202

Executed this 4th day of October, 1991.

  
\_\_\_\_\_  
Joan Ackermann,  
Incorporator

This document was drafted by  
and return copy to:

Paul F. Meissner  
Meissner & Tierney, S.C.  
735 North Water Street, Suite 1323  
Milwaukee, WI 53202-4181

STATE OF WISCONSIN  
FILED

OCT 08 1991

DOUGLAS LA FOLLETTE  
SECRETARY OF STATE

Exhibit B



# State of Missouri

Rebecca McDowell Cook, Secretary of State  
P.O. Box 778, Jefferson City, Mo. 65102

Corporation Division

**FILED**  
AND CERTIFICATE OF  
AUTHORITY ISSUED

## Application for Foreign Corporation

### For a Certificate of Authority

NOV 02 1995

(Submit in duplicate with filing fee of \$155.00)

- (1) The corporation's name is NORLIGHT, INC.  
and it is organized and existing under the laws of WISCONSIN
- (2) The name it will use in Missouri is NORLIGHT, INC.
- (3) The date of its incorporation was 10/08/91, and the period of its duration is perpetual  
month/day/year
- (4) The address of its principal place of business 275 North Corporate Drive, Brookfield, WI 53045  
Address City/State/Zip
- (5) The name and address of its registered agent and office in the State of Missouri is  
CT CORPORATION SYSTEM, 7733 FORSYTH BLVD., CLAYTON, MISSOURI 63105  
Name Address City/State/Zip
- (6) The specific purpose(s) of its business in Missouri are:  
provide intrastate long-distance telecommunications services
- (7) The name of its officers and directors and their business addresses are as follows:
- | (Officers)                  | Name                  | Address                             | City/State/Zip |
|-----------------------------|-----------------------|-------------------------------------|----------------|
| President (Chair)           | Robert A. Kahlor      | 333 W. State St., Milwaukee         | WI 53203       |
| Vice President (Vice Chair) | Steven J. Smith       | 333 W. State St., Milwaukee         | WI 53203       |
| Secretary (VP & GM)         | James J. Ditter       | 275 North Corporate Dr., Brookfield | WI 53045       |
| Treasurer (VP)              | Peter P. Jarzembinski | 333 W. State St., Milwaukee         | WI 53203       |
|                             | Robert E. Rogers      | 275 North Corporate Dr., Brookfield | WI 53045       |
- (Board of Directors)
- | Name     | Address           | City/State/Zip                        |
|----------|-------------------|---------------------------------------|
| Director | William T. Lutzen | 333 W. State St., Milwaukee, WI 53203 |
| Director |                   |                                       |
| Director |                   |                                       |
| Director |                   |                                       |
- (8) The effective date of this document is the date it is filed by the Secretary of State of Missouri, unless you indicate a future date, as follows: \_\_\_\_\_  
(Date may not be more than 90 days after the filing date in this office)

In affirmation thereof, the facts stated above are true.

(Authorized signature of officer or chairman of the board)

Vice President

(Title)

10-31-95

(Date of Signature)

Note: You must have a current certificate of good standing or certificate of existence with this application. This may be obtained from the Secretary of State or other authority that issues corporate charters.

*United States of America*  
State of Wisconsin

OFFICE OF THE SECRETARY OF STATE

*To All to Whom These Presents Shall Come, Greeting:*

I, DOUGLAS LA FOLLETTE, Secretary of State of the State of Wisconsin, do hereby certify that

NORLIGHT, INC.

is a domestic corporation organized under the laws of this state and that its date of incorporation is OCTOBER 8, 1991.

I further certify that said corporation has, during its most recently completed report year, filed with this office an annual report required by sec. 180.1622, 180.1921, or 181.651 of the Wisconsin Statutes, and that it has not filed articles of dissolution.

IN TESTIMONY WHEREOF, I have  
hereunto set my hand and affixed my official  
seal, at Madison, on SEPTEMBER 5, 1995.



*Douglas La Follette*

DOUGLAS LA FOLLETTE  
Secretary of State

BY: *Patricia Weber*

*The above certificate contains the statements prescribed by the Wisconsin Business Corporation Law for a certificate of status. Under current law, the status of a corporation is not described in terms of "good" or "bad" standing.*

# STATE OF MISSOURI



**Rebecca McDowell Cook**  
**Secretary of State**

**CORPORATION DIVISION - CERTIFICATE OF AUTHORITY**

WHEREAS,  
NORLIGHT, INC.

USING IN MISSOURI THE NAME  
NORLIGHT, INC.

HAS COMPLIED WITH THE GENERAL AND BUSINESS CORPORATION LAW WHICH GOVERNS FOREIGN CORPORATIONS; BY FILING IN THE OFFICE OF THE SECRETARY OF STATE OF MISSOURI AUTHENTICATED EVIDENCE OF ITS INCORPORATION AND GOOD STANDING UNDER THE LAWS OF THE STATE OF WISCONSIN.

NOW, THEREFORE, I, REBECCA MCDOWELL COOK, SECRETARY OF STATE OF THE STATE OF MISSOURI, DO HEREBY CERTIFY THAT SAID CORPORATION IS FROM THIS DATE DULY AUTHORIZED TO TRANSACT BUSINESS IN THIS STATE, AND IS ENTITLED TO ALL RIGHTS AND PRIVILEGES GRANTED TO FOREIGN CORPORATIONS UNDER THE GENERAL AND BUSINESS CORPORATION LAW OF MISSOURI.

IN TESTIMONY WHEREOF, I HAVE SET MY HAND AND IMPRINTED THE GREAT SEAL OF THE STATE OF MISSOURI, ON THIS, THE 2ND DAY OF NOVEMBER, 1995.

*Rebecca McDowell Cook*

Secretary of State

\$155.00





# State of Missouri

Rebecca McDowell Cook, Secretary of State

P.O. Box 778, Jefferson City, Mo. 65102

Corporation Division

**FILED**

AND AMENDED CERTIFICATE OF  
AUTHORITY ISSUED

## Application for an Amended Certificate of Authority for a Foreign Corporation

APR 18 1997

(Submit in duplicate with filing fee of \$25.00)

*Rebecca McDowell Cook*  
SECRETARY OF STATE

The below corporation, relating to amending its certificate of authority of Foreign Corporation, does hereby state:

- (1) Its name is: NorLight, Inc.  
and is incorporated in the State of: Wisconsin; and it was qualified  
in the State of Missouri on 11/02/95  
(month/day/year)
- (2) By appropriate corporate action on: 01/17/97, the corporation:  
(month/day/year)
- (1) Changed its corporate name to: Norlight Telecommunications, Inc.  
Name it will use in Missouri if new name not available: \_\_\_\_\_
- (2) Changed its period of duration to: No change
- (3) Changed the state or country of its incorporation to: No change
- (3) There is attached hereto a Certificate of the Secretary of State of the State of Wisconsin  
relating to the amendment(s), set forth in item 2 above and showing that the Corporation is in existence  
and in good standing in said State.
- (4) The effective date of this document is the date it is filed by the Secretary of State of Missouri, unless you  
indicate a future date, as follows: \_\_\_\_\_  
(Date may not be more than 90 days after the filing date in this office)

In affirmation thereon, the facts stated above are true.

*[Signature]*

Senior Vice President

(Authorized signature of officer or chairman of the board)

(Title)

April 3, 1997

(Date of signature)

Attached is a current certificate attesting to the change, duly authenticated by the secretary of state  
or other official having custody of corporate records in the state or country of incorporation.

United States of America

State of Wisconsin

DEPARTMENT OF FINANCIAL INSTITUTIONS

To All to Whom These Present Shall Come, Greeting:

I, RICHARD L. DEAN, Secretary, Department of Financial Institutions, do hereby certify that an Amendment to the Articles of Incorporation of

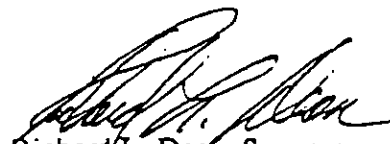
NORLIGHT, INC.


was filed with this Department on JANUARY 21, 1997, changing the name of said corporation to the present name of

NORLIGHT TELECOMMUNICATIONS, INC.

IN TESTIMONY WHEREOF, I have  
hereunto set my hand and affixed  
the official seal of the Department  
on FEBRUARY 25, 1997.



  
Richard L. Dean, Secretary  
Department of Financial Institutions

BY: 

Effective July 1, 1996, the Department of Financial Institutions assumed the functions previously performed by the Corporations Division of the Secretary of State and is the successor custodian of corporate records formerly held by the Secretary of State.



United States of America

State of Wisconsin

DEPARTMENT OF FINANCIAL INSTITUTIONS

To All to Whom These Present Shall Come, Greeting:

I, RICHARD L. DEAN, Secretary, Department of Financial Institutions, do hereby certify that


NORLIGHT TELECOMMUNICATIONS, INC.

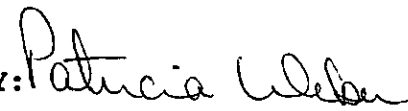
is a domestic corporation organized under the laws of this state and that its date of incorporation is OCTOBER 8, 1991.

I further certify that said corporation has, during its most recently completed report year, filed with this department an annual report required by sec. 180.1622, 180.1921, or 181.651 of the Wisconsin Statutes, and that it has not filed articles of dissolution.

IN TESTIMONY WHEREOF, I have  
hereunto set my hand and affixed  
the official seal of the Department  
on APRIL 9, 1997.



  
Richard L. Dean, Secretary  
Department of Financial Institutions

BY: 

Effective July 1, 1996, the Department of Financial Institutions assumed the functions previously performed by the Corporations Division of the Secretary of State and is the successor custodian of corporate records formerly held by the Secretary of State.

# STATE OF MISSOURI



**Rebecca McDowell Cook**  
**Secretary of State**

CORPORATION DIVISION  
AMENDED CERTIFICATE OF AUTHORITY  
OF A FOREIGN CORPORATION

WHEREAS,

NORLIGHT TELECOMMUNICATIONS, INC.

FORMERLY,

NORLIGHT, INC.

INCORPORATED UNDER THE LAWS OF THE STATE OF WISCONSIN AND NOW IN EXISTENCE AND IN GOOD STANDING IN SAID STATE, AND QUALIFIED TO TRANSACT BUSINESS IN MISSOURI HAS DELIVERED TO ME, DULY AUTHENTICATED EVIDENCE OF AN AMENDMENT TO ITS ARTICLES OF INCORPORATION AS PROVIDED BY LAW, AND HAS, IN ALL RESPECTS, COMPLIED WITH THE REQUIREMENTS OF THE THE GENERAL AND BUSINESS CORPORATION LAW OF MISSOURI, GOVERNING AMENDMENTS TO THE ARTICLES OF INCORPORATION OF FOREIGN CORPORATIONS, AND IN ACCORDANCE THEREWITH ISSUE THIS CERTIFICATE OF AMENDMENT.

IN TESTIMONY WHEREOF, I HAVE SET MY HAND AND IMPRINTED THE GREAT SEAL OF THE STATE OF MISSOURI, ON THIS, THE 18TH DAY OF APRIL, 1997.

*Rebecca McDowell Cook*  
Secretary of State

\$25.00

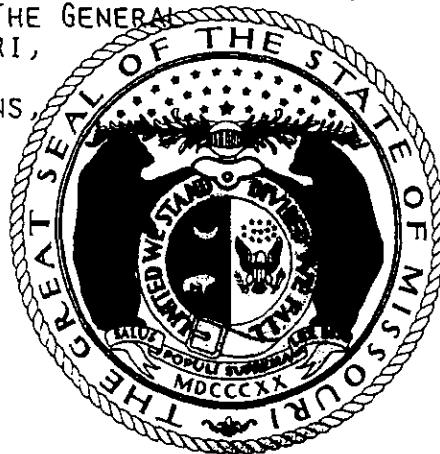


Exhibit C

Officers and Directors:

Board of Directors:     Albert E. Cinelli, Chairman  
                                 Lohn H. Weber  
                                 Anthony J. Candelario

Officers:                 Lohn Weber, President & Treasurer  
                                 Ed Corr, Vice-President - Tax  
                                 Anthony J. Candelario, V.P., Secretary, General Counsel

Exhibit D

**Lohn Weber, President & Chief Financial Officer**

A graduate of the University of Missouri, Columbia, Mr. Weber is the President and Chief Financial Officer of Norlight Telecommunications, Inc. Mr. Weber, a CPA with an extensive background in accounting, joined Norlight's senior management team in 2007, and has been extensively involved in the telecommunications industry since 1996. Prior to enter the telecommunications industry, Mr. Weber worked with a large Midwest regional accounting firm, Baird, Kurtz and Dobson. He has approximately 20 years of accounting experience with 10 years specifically focused on telecommunications.

**Ed Corr – Vice President of Tax**

Mr. Corr oversees the tax department and is responsible for handling all state and federal taxing requirements, along with many state and federal regulatory requirements. He has over 15 years of business and management experience. He received a Bachelor of Science in Accounting and his Masters of Science in Accounting, Tax from Oklahoma State University in 1985 & 1986 respectively. Prior to joining the Norlight family, Mr. Corr was with Deloitte & Touche, LLP for six years where he achieved the position of Tax Manager. He was the co-founder and senior partner of Walsh, Corr & Associates, CPA's for eight years. He also served as the President of his own consulting company for several years.

**David Dobbs – Construction**

Mr. Dobbs oversees the day to day operation of outside plant engineering, construction, cable maintenance, and project management for Norlight's fiber optic network. Mr. Dobbs joined the Norlight family in November of 2003. Prior to that, he had 20+ years of broad industry experience in project management and construction of fiber backbones, including route development, field mapping, CAD drawing, and permitting. While with KMC Telecom, Mr. Dobbs was instrumental in designing and constructing 3 city network builds primarily located on the East Coast and upper Midwest. These network builds included all associated backbone fiber and SONET rings. In his most recent position as Project Manager with MCI, Mr. Dobbs was responsible for network design and project management of metropolitan access network builds in Baltimore, Richmond, and, Washington D.C.

**John Iber –Operations**

Mr. Iber manages the daily operations as he leads the engineering, operation, maintenance and service implementation functions for Norlight. He joined the team in April of 2005 and brings with him over fifteen years of management experience. Mr. Iber previously served as Chief Operations Officer at Manquehue Net where he was responsible for the repositioning and development of that CLEC in Santiago, Chile. He helped accomplish a successful merger,

integration and re-capitalization of the company. Mr. Iber held the position of Director of Fiber Operations at Williams Vyvx Services. During his tenure he successfully implemented new systems software, created network planning and quality assurance teams, and related processes and standards. Mr. Iber has also held various management positions with WorldCom/WilTel. He holds a BS in Electrical Engineering from Texas A&M University.

**Marc E Rouleau - IT**

Mr. Rouleau is a graduate of the University of Virginia. He has 25 years of related business experience, including time spent as the Director of Academic Computing at the University of Evansville and Vice President of Engineering and Chief Operating Officer at another telecommunications company. At Norlight, he is responsible for all of the company's IT computing and related infrastructure needs.

**Anthony J. Candelario – Vice President, Corporate Counsel, Secretary**

Mr. Candelario manages the legal and regulatory affairs of Norlight. Mr. Candelario has been intimately involved in the company's operations and has developed an expertise in negotiating interconnection agreements and pole attachment agreements. Mr. Candelario received his Bachelor of Science in Business Administration and Bachelor of Arts in Economics from the University of Kansas and his Juris Doctorate from the University of Kansas School of Law. Before joining the company, Mr. Candelario worked as corporate counsel for various public and private companies.

## Exhibit E



Department: All Departments

Line of Business: All Business Types

Company Org: Norlight Telecommunications Consolidated

View: Actual - Current Instance

CY2009

REVENUE:

Fiber RV - LOB	\$61,743,686
Total Revenue	\$61,743,686

DIRECT COSTS:

Fiber DC - LOB	\$16,349,093
Depreciation DC - LOB	\$12,187,313
Total Direct Costs	\$28,536,406

Gross Margin	\$33,207,279
Gross Margin %	53.8%

SALES EXPENSE:

Total Advertising Expense	\$107,452
NAC	\$0
Sales Engineering	\$587,495
Sales Admin	\$0
Sales Department	\$2,137,964
Total Sales Expense	\$2,832,911

Contribution Margin	\$30,374,368
Contribution Margin %	49.2%

OPERATING EXPENSE:

Non-Sales Salaries & Benefits	\$5,551,412
Non-Sales Office Expense	\$2,956,161
Non-Sales Office Occupancy	\$180,304
Non-Sales - Professional Fees Expense	\$148,155
Non-Sales - Travel & Entertainment	\$393,078
Total Bad Debt Expense	\$37,552
Transmission Late Fees	\$0
Customer Finance Charge	(\$19,226)
Total Operating Expenses	\$9,247,435

Operating Expense as % of Revenue	15.0%
Operating Margin	\$21,126,933

OTHER INCOME AND EXPENSE:

Interest Expense	\$0
Intercompany Interest	\$0

Interest Expense-RUS	\$0
Bank Fees Amortization	\$0
Depreciation Parent	\$420,496
Other Income - Net	(\$30,631)
Total Other (Income) Expense	\$389,865

Earnings (Losses) Before Income Taxes	\$20,737,068
Income Tax Expense	\$7,983,160
Total Net Earnings (Losses)	<u>\$12,753,908</u>

EBITDA	\$33,344,877
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Check Net Earnings (Losses):	\$0
------------------------------	-----

Company Org:Norlight Telecommunications, Inc.

Department:All Departments

Line of Business:All Business Types

View:Actual - Current Instance

DEC-09

**CURRENT ASSETS:**

Cash	\$191
Subtotal Accounts Receivable	(\$400,000)
Allow. for Doubtful Accts.	\$0
Accounts Receivable	(\$400,000)
Inventories	\$0
Notes Receivable	\$0
Prepaid Expense Parent	\$626,017
Refundable Income Taxes	\$0
Short Term Investments	\$0
Total Current Assets	\$226,208

**PROPERTY AND EQUIPMENT:**

Total Airplane	\$0
Total Computer Equipment	\$127,120
Total Construction Work in Progress	\$0
Total Data Networking	\$0
Total Fiber	\$51,707,790
Total Furniture and Equipment	\$29,840
Total Land Improvements	\$0
Total Leasehold Improvements	\$3,125,634
Total Microwave Towers	\$0
Total Other Fixed Assets	\$0
Total FAC-B Customer Premise Equipment	\$0
Total Real Estate and Buildings	\$2,055,785
Total Software	\$189,735
Total Switches	\$0
Total Tools and Equipment	\$67,355
Total Transmission Equipment	\$44,447,044
Total Vehicles	\$265,920
Total Property & Equipment	\$102,016,223
Accumulated Depreciation	(\$37,837,227)
Total Net Property & Equipment	\$64,178,995

**OTHER ASSETS:**

Other Assets	\$92,931,396
Goodwill	\$29,822,137
Intangible assets - net	\$27,455,951

Investment in subsidiaries	\$0
IRU's	\$4,371,543
Deferred Income Tax Receivable	\$0
Total Other Assets	\$154,631,030
Total Assets	\$219,036,233

#### CURRENT LIABILITIES:

Accounts Payable Parent	\$33,353
Accrued Expenses Parent	\$517,589
Accrued Income Taxes	(\$133,953)
Accrued Taxes	\$1,816,419
Deferred Revenue	\$0
Current Deferred Income Taxes	\$168,027
Accrued Interest	\$0
Total Current Maturities of L-T Debt	\$0
Total Current Liabilities	\$2,401,536

#### OTHER LIABILITIES:

Due to Stockholder	\$0
Intercompany	(\$0)
Total Line of Credit	\$0
L-T Deferred Revenue	\$2,532,192
Long Term Deferred Revenue	\$0
Deferred Income Taxes	\$5,929,500
Litigation payable	\$0
Contingent liability	\$0
L-T Notes Payable	\$0
LT Debt-RUS Funding	\$0
Other Long Term Liabilities	\$0
Total Other Liabilities	\$8,461,791

#### SHAREHOLDERS EQUITY:

Common Stock	\$1,000
Capital Contributions Receivable	\$0
Additional paid in capital	\$180,608,419
Other Comprehensive Income	\$0
Treasury stock	\$0
Preferred stock	\$0
Current Year Income (Loss)	\$12,753,908
Retained Earnings - TX	\$14,809,579
Total Stockholders Equity	\$208,172,906

Total All Liabilities and Equity	\$219,036,233
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Check Balance:

(\$0)

