



Mark P. Johnson 816.460.2424 mjohnson@sonnenschein.com Service Commission

February 6, 2006

#### **VIA FEDERAL EXPRESS**

Ms. Colleen M. Dale Interim Secretary / Chief Regulatory Law Judge MISSOURI PUBLIC SERVICE COMMISSION 200 Madison Street, Suite 100 Jefferson City, Missouri 65101

RE: Application of VCI Company for Certificate of Service Authority to Provide Basic Local Exchange and Exchange Access Service Throughout the State of Missouri and to Classify the Company as Competitive

Dear Ms. Dale:

Please find enclosed for filing with the Commission an original and eight copies of the Application of VCI Company for Certificate of Service Authority to Provide Basic Local Exchange and Exchange Access Service Throughout the State of Missouri and to Classify the Company as Competitive. I have enclosed a return envelope for your convenience in sending a filed-stamped copy of the Application to me.

Thank you for your consideration in this matter.

Very truly yours,

Mark P. Johnson

MPJ/rgr Enclosures



# BEFORE THE PUBLIC SERVICE COMMISSION FEB 0 7 2005

)	Missouri Public Service Commission
In the Matter of the Application of VCI )	Service Commission
Company for Certificate of Service Authority )	
to Provide Basic Local Exchange and )	Case No.
Exchange Access Service throughout the )	
State of Missouri and to Classify the )	,
Company as Competitive )	

## APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY TO PROVIDE BASIC LOCAL EXCHANGE TELECOMMUNICATIONS SERVICE AND FOR COMPETITIVE CLASSIFICATION

Comes now VCI Company ("VCI" or "Applicant"), by its undersigned counsel, and hereby applies pursuant to Sections 392.361, 392.410, 392.420, 392.430, 392.450, and 392.455, RSMo, the federal Telecommunications Act of 1996, and 4 CSR 240-2.060, for a certificate of service authority to provide basic local exchange and exchange access telecommunications service throughout the State of Missouri, and for designation as a competitive telecommunications carrier. In support of its Application, Applicant states as follows:

- 1. VCI is a corporation existing under and by virtue of the laws of the State of Washington, duly organized on November 24, 2003. VCI has no affiliates or subsidiaries. Its headquarters and principal place of business are located at 3875 Steilacoom Blvd. S.W. #A, Lakewood, WA 98499, its telephone number is (800) 923-8375, and its web site is <a href="https://www.vilaire.com">www.vilaire.com</a>. Copies of the Applicant's Articles of Incorporation and Amendments are attached hereto as *Exhibit A*. A copy of the Applicant's Certificate to transact business within the State of Missouri as a foreign corporation is attached hereto as *Exhibit B*. Applicant will do business in Missouri under the name VCI Company.
  - 2. VCI currently is authorized to provide basic local exchange service and custom

calling features in the following states: California, Colorado, Idaho, Iowa, Michigan, Minnesota, Montana, Nebraska, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Texas, Utah, Washington, Wisconsin and Wyoming. VCI currently provides service to approximately 50,000 residential customers in the states of Iowa, Minnesota, Montana, North Dakota, Oregon, South Dakota, Washington and Wyoming.

3. All inquiries, correspondence, communications, pleadings, notices, orders, and decisions relating to the case should be addressed to:

Mark P. Johnson
Matthew L. Faul
Sonnenschein Nath & Rosenthal LLP
4520 Main Street, Suite 1100
Kansas City, MO 64111
816/460-2400
816/531-7545 (facsimile)
mjohnson@sonnenschein.com
mfaul@sonnenschein.com

In addition, please provide copies to:

Stacey A. Klinzman
Regulatory Counsel
VCI Company
3875 Steilacoom Blvd. S.W. #A
Lakewood, WA 98499
253/830-0056
253/475-6328 (facsimile)
staceyk@vcicompany.com

4. VCI seeks Commission certification to provide the telecommunications services described below on a facilities and resold basis throughout all exchanges currently served in Missouri by the following incumbent local exchange telecommunications companies (ILECs): SBC Missouri (SBC); Sprint; CenturyTel of Missouri, LLC, and Spectra Communications Group LLC dba CenturyTel. The specific SBC, Sprint, CenturyTel, and Spectra exchanges within

which VCI proposes to offer service are listed in those incumbent providers' respective local exchange tariffs.

- 5. Pursuant to this application, VCI seeks authorization to offer and provide basic local exchange telecommunications service, pursuant Sections 392.430, 392.440, 392.450, and 392.455, RSMo. In addition, VCI intends to offer local exchange access services to interconnecting carriers.
- 6. VCI possesses the technical, financial, and managerial resources and abilities necessary to provide the proposed services. VCI's senior management has numerous years experience in telecommunications operations, management and finance, as indicated in the resumes of VCI's senior management, attached hereto and incorporated herein by reference as *Exhibit C*. VCI also possesses the necessary financial resources to support provision of the proposed services. Copies of VCI's year-end 2005, verified, unaudited financial statements are attached hereto as *Exhibit D*.
- 7. VCI seeks local exchange certification. The Commission may grant VCI a certificate of service authority to provide local exchange telecommunications service if the Commission finds such authority to be in the public interest. Section 392.440, RSMo. Competition in the local exchange telecommunications market is in the public interest.
- 8. VCI intends to provide basic local telecommunications services primarily to residential customers in the service areas of the ILECs listed above. Initially, VCI will provide service in SBC-Missouri's service area, but may expand its service areas in the future to include those served by the remaining ILECs. VCI will offer basic local telecommunications service as a separate and distinct service that satisfies the minimum standards established by the Commission, will provide service that follows exchange boundaries of the ILEC, and will be no

smaller than an exchange, and will give due consideration to equitable access for all Missourians to affordable telecommunications services regardless of their income or place of residence.

- 9. VCI seeks classification of itself and its services as competitive. Pursuant to Sections 392.361.3, RSMo, the Commission may designate a company as competitive if it finds that all of the services the company provides are subject to sufficient competition to justify a lesser degree of regulation, and that such lesser regulation is consistent with the protection of ratepayers and promotes the public interest. As the services which VCI proposes to provide are local exchange services in the service areas of SBC, Sprint, CenturyTel, and Spectra, in which those companies and many others provide the same or similar services, there is sufficient competition to justify designation of those services as competitive. As all of the services which VCI proposes to provide should be designated as competitive, VCI should be designated as a competitive telecommunications company.
- 10. VCI commits that it will comply with all applicable Commission rules and will meet all relevant service standards, including, but not limited to billing, quality of service, tariff filing, and maintenance standards, in a manner consistent with the Commission's requirements for incumbent local exchange carrier(s) with whom VCI seeks authority to compete. Consistent with the Commission's treatment of other certificated competitive local exchange telecommunications companies, VCI requests that the following statutes and regulations be waived for VCI with respect to its local exchange service offering, pursuant to Sections 392.361.5 and 392.420, RSMo:

<u>Statutes</u>	Missouri Public Service Commission Rules
392.210.2	4 CSR 240-10.020
392.240.1	4 CSR 240-30.040
392.270	4 CSR 240-3.550(5) (C)
392.280	
392.290	
392.300.2	
392.310	
392.320	
392.330	
392.340	

- 11. VCI submits that the public interest will be served by Commission approval of this application because VCI's proposed services will create and enhance competition and expand customer service options consistent with the legislative goals set forth in the federal Telecommunications Act of 1996 and Section 392 RSMo. Prompt approval of this application also will expand the availability of innovative, high quality, and reliable telecommunications services within the State of Missouri.
- 13. Consistent with 4 CSR 240-2.060(1)(K), VCI does not have any pending action or final unsatisfied judgment or decisions against it from any state or federal agency or court which involves customer service or rates, which action, judgment or decision has occurred within 3 years of the date of application.
- 14. Consistent with 4 CSR 240-2.060(1)(L), VCI does not have any overdue annual reports or assessment fees.
- 15. Notwithstanding the provisions of Section 392.500, RSMo., as a condition of certification and competitive classification, VCI agrees that, unless otherwise ordered by the Commission, its originating and terminating switched exchange access rates will be no greater than the lowest Commission-approved corresponding access rates in effect for each ILEC within

whose service area(s) VCI seeks authority to provide service. Additionally, pursuant to the Commission's Report and Order in Case No. TO-99-596, VCI agrees that if the ILEC in whose service area VCI is operating decreases its originating and/or terminating access service rates, VCI shall file an appropriate tariff amendment to reduce its originating and/or terminating access rates within thirty (30) days of the ILEC's reduction of its originating and/or terminating access rates in order to maintain the cap on switched exchange access rates.

WHEREFORE, Applicant VCI Company respectfully requests that the Commission grant it a certificate of service authority to provide basic local exchange telecommunications service as herein requested, classify VCI as a competitive telecommunications company, grant a waiver of the aforesaid statutes and regulations, and for such other relief as the Commissions deems appropriate.

Respectfully submitted,

Mark P. Johnson Mo. Bar 30740

Sonnenschein Nath & Rosenthal LLP

4520 Main Street, Suite 1100

Kansas City, MO 64111

816/460-2400

816/531-7545 (facsimile)

mjohnson@sonnenschein.com

mfaul@sonnenschein.com

ATTORNEYS FOR APPLICANT VCI COMPANY

#### **VERIFICATION**

STATE OF MISSOURI	)	
	)	SS
COUNTY OF JACKSON	)	

Comes now Mark P. Johnson, being of lawful age and duly sworn, who swears and affirms as follows:

- 1. My name is Mark P. Johnson, and I am an attorney for VCI Company, the Applicant herein. I have been authorized by the Applicant to verify this Application on its behalf.
- 2. I have read the foregoing Application, and its contents are true and correct to the best of my knowledge and belief.

Further affiant sayeth not.

Mark P. Johnson

Subscribed and sworn to before me this day of February, 2006.

Notary Public

My commission expires:

ERIN E. MILLER
Notary Public - Notary Seal
STATE OF MISSOURI
Jackson County

My Commission Expires: June 29, 2007

### BEFORE THE PUBLIC SERVICE COMMISSION OF THE STATE OF MISSOURI

	)		
In the Matter of the Application of VCI	)		
Company for Certificate of Service Authority	)		
to Provide Basic Local Exchange and	)	Case No.	
Exchange Access Service throughout the	)		
State of Missouri and to Classify the	)		
Company as Competitive	)		
	)		

#### **LIST OF EXHIBITS**

<u>EXHIBIT</u>	DOCUMENT
A	ARTICLES OF INCORPORATION AND AMENDMENTS
В	SECRETARY OF STATE CERTIFICATE
<b>C</b>	RESUMES OF SENIOR MANAGEMENT
D	YEAR END 2005, VERIFIED, UNAUDITED FINANCIAL STATEMENTS

#### EXHIBIT A

## ARTICLES OF INCORPORATION AND AMENDMENTS (Attached)

03/19/2004 377079 \$0.00 Document Only

Tracking ID: 691069



#### ARTICLES OF AMENDMENT WASHINGTON PROFIT CORPORATION

(Per Chapter 238.10 RCW)

· Please PRINT or TYPE in black link

Please PRINT or TYPE in black link
Sign, date and return original AND ONE COPY to: SECRETARY OF STATE
CORPORATIONS DIVISION
801 CAPITOL WAY SOUTH PO BOX 40234
ON ONLY MAR 19 2004

MAR 19 2004

MAR 19 2004

MAR 19 2004 OLYMPIA, WA 98504-0234

BE SURE TO INCLUDE FILING FEE. Checks should be made payable to "Secretary of State"

FOR OFFICE USE ONLY STATE OF WASHINGTON FILED:

3 119 04

IMPORTANTI Person to contact about this filling Daytime Phone Number (with area code)

#### AMENDMENT TO ARTICLES OF INCORPORATION

NAME OF CORPORATION	(As currently recorded with the Office of the S	ecretary of State)
STAN E	4 STAN J. INC.	· · · ·
UBI NUMBER	CORPORATION NUMBER (II known)	AMENDMENTS TO ARTICLES OF INCORPORATION WERE ADOPTED ON
602344481		Dale: 3-19-04
EFFECTIVE DATE	(Specified effective date may be up to 30 days	AFTER receipt of the document by the Secretary of State)
OF ARTICLES OF AMENDMENT	Specific Date:	Upon filing by the Secretary of State
ARTICLES OF AMENDMEN	T WERE ADOPTED BY (Please check ONE	of the following)
☐ Incorporators. S	Shareholders action was not required	
Board of Directo	ors. Shareholders action was not required	i e
Duly approved s	hareholder action in accordance with Ch	apter 23B.10 RCW

AMENDMENTS TO THE ARTICLES OF INCORPORATION ARE AS FOLLOWS It amendment provides for en exchange, reclassification, or cancellation of issued sheres, provisions to implementing the emendment must be included. If necessary, ettach additional emendments or information.

NAME CHANGE TO: VCI COMPANY

CHANGE SHARES TO: 10

SIGNATURE OF OFFICER		
Talacto ument is hereby executed under pent	nities of perjury, and is, to the best of my knowledge, tru	e and correct.
Mars - Sa	$\alpha$	2/4/
	Stanley Johnson	3/19/04
Signature of Officer / //	Printed Name	Qale /
11 //		

IMPORMATION AND ASSISTANCE - 360/753-7115 (TDD - 360/753-1485)

005-007 (9/00)



Please PRINT or TYPE in black ink
 Sign, date and ratum original AND ONE COPY to:

CORPORATIONS DIVISION 801 CAPITOL WAY SOUTH • PO BOX 40234 OLYMPIA, WA 98504-0234

#### ARTICLES OF AMENDMENT WASHINGTON PROFIT CORPORATION (Per Chapter 238.10 RGW)

FEE: \$30

EXPEDITED (24-HOUR) SERVICE AVAILABLE - \$20 PER ENTITY INCLUDE FEE AND WRITE "EXPEDITE" IN BOLD LETTER\$ ON OUTSIDE OF ENVELOPE

<ul> <li>BE SURE TO INCLUDE FILING FEE. Checks should be made payable to "Secretary of State"</li> </ul>	FILED: 1 1		
IMPORTANT) Person to contact about this filing	Daytime Phone Number (with area code)		
	(253) 973-2476		
Stanley Johnson	(21 s) 11 5 217 E		
AMENDMENT TO ARTIC	CLES OF INCORPORATION SECRETARY OF STATE		
NAME OF CORPORATION (As currently recorded with the Office of the Se	ricretary of State) // FEB 2 7 2004		
VCI Company	STATE OF WASHINGTON		
UBI NUMBER CORPORATION NUMBER (If known)	AMENDMENTS TO ARTICLES OF INCORPORATION WERE ADOPTED ON		
CO2 344 481	Date: . 2/27/04		
EFFECTIVE DATE (Specified effective date may be up to 30 days	AFTER receipt of the document by the Secretary of State)		
OF ARTICLES OF  AMENDMENT Specific Date:	Upon filing by the Secretary of State		
ARTICLES OF AMENDMENT WERE ADOPTED BY (Please check ONE o	f the following)		
Incorporators. Shareholders action was not required			
Board of Directors. Shareholders action was not required			
Duly approved shareholder action in accordance with Cha	pter 23B.10 RCW		
AMENDMENTS TO THE ARTICLES OF INCORPORATION ARE AS FOLLOWS  If armendment provides for an exchange, reclassification, or cancellation of issued shares, provisions for implementing the amendment must be included. If necessary, attach additional amendments or information.  Changery Mame to Start			
Signature of Officer  This document is hereby executed under penalties of perjury, and Signature of Officer  Printe	is, to the best of my knowledge, true and correct.  And May Source 2/23/24  d Name of (15) 1-11-1		
INFORMATION AND ASSISTANCE	= 360/753-7115 (TDD = 360/753-1485)		

02/27/2004 362894 \$0.00 Document Only Tracking ID: 678393 Doc No: 362894-001

005-002 (9/00)



#### APPLICATION TO FORM A PROFIT CORPORATION

(Per Chapter 238.02 RCW)

•	Please PRINT or TYPE in black link	SEC
	Sign, date and return original AND ONE COPY t	o:

CORPORATIONS DIVISION 801 CAPITOL WAY SOUTH - PO BOX 40234 OLYMPIA, WA 98504-0234

STATE OF BE SURE TO INCLUDE FILING FEE. Checks should be made payable to "Secretary of State"

FILED STATE 쨊 FEE: \$175

NOV 2 4 200 Expedited (24-Hour) SERVICE AVAILABLE - \$20 PER ENTITY INCLUDE FEE AND WRITE "EXPEDITE" IN BOLD LETTERS ON DUTSIDE OF ENVELOPE

FILED:

CORPORATION NUMBER:

UBI: 100Q-3

IMPORTANTI, Person to contact about this filing Daytime Phone Number (with area code) ~c2~165 2476 ٦٠ (32 ت

#### ARTICLES OF INCORPORATION

NAME OF CORPORATION (Must contain the word "Corporation" "Incorp	porated" or "Limited" or the abbreviation "Corp." "Inc." "Co." or "Ltd.")
VCI Company	
NUMBER OF SHARES (Minimum of one (1) shere must be kisled) THE CORPORATION IS AUTHORIZED TO ISSUE	CLASS OF (If "preferred" class is checked, please attach description) SHARES Common Preferred
EFFECTIVE DATE OF (Specified effective date may be up to 90 da INCORPORATION Specific Date:	ys AFTER receipt of the document by the Secretary of State)  Upon filing by the Secretary of State

#### >>> PLEASE ATTACH ANY OTHER PROVISIONS THE CORPORATION ELECTS TO INCLUDE <<<

Γ	NAME AND ADDRESS OF WASHINGTON STATE REGISTERED	D AGENT	
	Name Stanley SUNNSON		
	Street Address (Required) 304 2/2000 SC	Sw city Colewood	State WA ZIP 35458
	PO Box (Optional – Must be in same city as street address)  I consent to serve as Registered Agent in the State of Wa		•
	bliry to accept Service of Process on behalf of the corpor the Secretary of State it? resign or change the Registered	ration; to forward mail to the corporat	
	Im A	Starky John	11/24/03
	Signature of Ageta	Printed Name	- Oáte
ĺ	NAMES AND ADDRESSES OF EACH INCORPORATOR (If neces	assary, attach additional names and addres	ses)

NAMES AND ADDRESSES OF EACH INCORPORATOR (If necessary, atta	ach additional names and addresses)	
Name Stanley Johnson		
Address 7314 Zikcon DR Sw	city Lakewood	_ State 124 ZIP 98 49 8
Name Son Effecting		
Address 7804 PIRWA DE SW	City Likewad	State 4/1 ZIP 984 58
Name		
Address	_ City	State ZIP

SIGNATURE	OF	INCORPORATO	í

document is hereby executed under penalties of perjury, and is, to the best of my knowledge, true and correct.

Printed Name

Date

CORPORATIONS INFORMATION AND ASSISTANCE - 360/753-7115 (TDD - 360/753-1485)

005-001 (9-00)

#### **EXHIBIT B**

## SECRETARY OF STATE CERTIFICATE (Attached)

STATE OF MISSOURI



#### Robin Carnahan Secretary of State

CERTIFICATE OF AUTHORITY

WHEREAS,

VCI COMPANY F00702632

using in Missouri the name

VCI COMPANY

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 Washington.

NOW, THEREFORE, I, ROBIN CARNAHAN, 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 12th day of December, 2005.

Rollin amalan Secretary of State



#### **EXHIBIT C**

## RESUMES OF SENIOR MANAGEMENT (Attached)

Stanley Johnson 7304 Zircon Dr. SW Lakewood, WA 98498 (253) 973-2476 Cell StanJ@vilaire.com

#### Profile:

Talented negotiator and team leader with contributions in problem solving, decision making and implementing new systems. Experienced in business analysis, budgeting and P&L responsibility. Recognized as a hands-on, proactive troubleshooter who can rapidly identify business problems and provide solutions, creative, very observant of details and their possible consequence/application.

#### **Position & Employers:**

2002 - Co-President, VCI Company
2001 - 2002 Financial Business Specialist, Bayer Health Care
1999 - 2001 Coordinator, International Business Machine (IBM)
1997 - 1999 Regional Finance Manager, AmeriCorp
1995 - 1997 Financial Analyst, Wells Fargo Bank

#### **Education:**

MBA, Eastern Michigan University, MI (1998)

Graduated Cum laude

**B.S.**, Norfolk State University, VA (1995)

Emphasis in Finance

**G. P.A in** *Major 3.52* 

#### Experience:

#### VCI Company, President

• Residential phone service, licensed in 18 states

#### Bayer HealthCare, Financial Business Specialist

- Design, implement and managed a \$2.1 Billion Sales budget process made up of 20 different currencies.
- Preformed detail product profitable analysis, which leads to a 7% increase in company's overall performance.
- Preformed competitive benchmarks Analysis that leads to a 27% increase in market Share.
- Prepared and presented Monthly, Quarterly and yearly finance performance measurements to senior level management.

#### IBM, COORDINATOR

- Designed, Implemented and managed a forecast process that helped senior level management increase profitable 250 Million.
- Developed and managed a pricing and marketing strategy the increased product market share by 50% in 6 months.
- Prepared and presented Monthly Performance measurement to Senior Level management.
- Preformed detail analysis on companies for future business acquisitions.
- Strategize with senior level management in regards to current and future sale growth.

#### Wells Fargo Bank, Financial Analyst

- Preformed financial statement analysis on small companies for future investment opportunity.
- Prepared Quarterly performance Measurement for middle level management.
- Prepared/Analyzed Income Related statements, balance sheet and earnings schedules for 100 million corporation and subsidiaries.

#### **Career Achievements:**

- Cited for "exemplary" performance in 1996 Performance review
- Analyzed capital markets issues including interest rate risk, divestitures and other restructurings.
- Oversaw all marketing and customer service activities: led region to 12% increase in profitability over previous year.
- 25% revenue and 15% market share increase in 2 years

#### Stan Efferding 7304 Zircon Dr SW Lakewood, Wa. 98498 206-419-5948 Fax 253-475-6328

#### PROFESSIONAL RESUME

12/2002 - Current: VCI Company (Telecommunications Company)

Residential phone service, licensed in 18 states.

2/2004 - Current: Heather Meadows Apartments/Owner

Multifamily Investment

9/2002 - 10/2003: Vilaire Apartments/Owner

Multifamily investment

8/2000 - 12/2002: Vice President, Tel West Communications

25,000 business and residential customers serviced in 20 state region.

1998 – 2000: Simpson Property Group Limited Partnership/SIMCOM (Simpson Communications), Regional Manager

1206 unit portfolio. Facilities based telephone and cable operations throughout.

1991 – 1998: Mulqueeney Company, Property Manager

1996-1998 – Property Manager, Chase Properties, 536 units. Facilities based telephone and cable operations managed in partnership with telephones plus/cable plus.

1995 – Project Manager

\$13.5M, 200 unit Chase Gardens apartment development.

1991-1995 - Property Manager

Chase Village, 336 units

1985 – 1990: University of Oregon Bachelor of Science

#### **EXHIBIT D**

YEAR END 2005, VERIFIED, UNAUDITED FINANCIAL STATEMENTS (Attached Filed Under Seal)

#### VERIFICATION OF FINANCIAL STATEMENTS

County of Pierce	) ss: Lakewood )
I, Stanley Johnson, first being duly s	worn and deposed, state that I am President of VCI
Company, and that, under penalty of perjury	under the laws of the State of Missouri, the attached
unaudited financial statements are accurate a	and true.
Stanley Johnson	
Subscribed and sworn to before me this	day of February, 2006.
Alexis Steckler, Notary Public in and for the My Commission expires: 3.31.200	State of Washington  OF WASHINGTON