## GOLLER, GARDNER AND FEATHER

Professional Corporation
Attorneys and Counselors at Law
131 East High Street
Jefferson City, Missouri 65101

David R. Goller Paul H. Gardner Jean S. Feather Pamela Q. Henrickson Telephone 573/635-6181 Facsimile 573/635-1155 E-mail: info@gollerlaw.com Robert W. Hedrick 1918-1988

June 7, 2007

FILED

JUN 0 8 2007

Secretary
Missouri Public Service Commission
200 Madison Street
Jefferson City, MO 65101

Missouri Public Service Commission

Re: Application of Vistavox of MO, Inc. for Certificate of Service authority to Provide Basic Local Exchange Telecommunications Service and For Competitive Classification

Dear Madam:

Please find enclosed the original and one copy of the above referenced Application. Please stamp one copy filed and return to this office for our records. Counsel has been served copies of this document on this date.

Sincerely,

Hauf H. Sardner Juck
Paul H. Gardner

PHG:jkb

**Enclosures** 



# BEFORE THE PUBLIC SERVICE COMMISSION OF THE STATE OF MISSOURI

				2007	
M	ISSC	)LI	rì	Public	

In the matter of the Application of	)		Service Commissio
Vistavox of MO, Inc. for a	)		
Certificate of Service Authority to	)		
Provide Basic Local Telecommunications	)	Case No.	
Services in Portions of the State of	)		
Missouri and to Classify Said Services and	)		
The Company as Competitive.	)		

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

Comes now Vistavox of MO, Inc., by its undersigned counsel, and hereby applies pursuant to Sections 392.361, 392.410, 392.420, and 392.430, 392.450 RSMo 2000, the Federal Telecommunications Act of 1996, 4 CSR 240-3.510 and 4 CSR 240-2.060, for authority to provide basic local telecommunications service in portions of the State of Missouri and to classify said service and company as competitive. In support of its application Vistavox of MO, Inc. states as follows:

- 1. Applicant, Vistavox of MO, Inc., is a corporation duly organized and existing under and by virtue of the laws of the State of Missouri and is a corporation in good standing authorized to do business in the State of Missouri. The applicant's Certificate of Incorporation issued by the Missouri Secretary of State is attached hereby as **Exhibit A** and Applicant's Certification of Good Standing is attached hereto as **Exhibit B**.
- 2. Vistavox of MO, Inc., does not have any pending action or final unsatisfied judgments 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.

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

Ŷ

Paul H. Gardner Goller, Gardner & Feather, P.C. 131 East High Street Jefferson City, Missouri 65101 (573) 635-6181 info@gollerlaw.com

Name: Nickie Mitchell Title: Operations Manager Office: 713-542-1913

Email: Nickie.Mitchell@nsn-wireless.net

**Business Mailing Address:** 

Vistavox of MO, Inc. c/o Michael Dennenberg 5239 Braesvalley Drive Houston, TX 77096

Business Street Address:
Vistavox of MO, Inc.
723 Main Street. Ste. 1005
Houston, TX 77002

- 4. Vistavox of MO, Inc., proposes to provide basic local exchange telecommunications services on a facilities and resold basis, throughout all exchanges currently served by the incumbent local exchange telecommunications companies of Southwestern Bell Telephone, L.P. d/b/a AT&T Missouri, CenturyTel of Missouri, LLC d/b/a Centurytel and Spectra Communications Group, LLC d/b/a CenturyTel. The specific AT&T, Centurytel and Spectra exchanges within which Vistavox of MO, Inc., proposes to offer service are listed in the incumbent providers respective local exchange tariffs. Vistavox of MO, Inc., may seek authority to provide this service in other areas of the state in a subsequent proceeding.
- 5. Pursuant to this application Vistavox of MO, Inc. seeks to offer and provide all forms of basic local telecommunications service, including: POTS (Plain Old Telephone Service) to business and residential, ADSL to business and residential, ISDN to business and residential, HDSL to business, SDSL to business, T1-Private Line to business, Switch 56 KBPS (KiloBits Per

Second) to business, Frame Relay to business, Fractional T1 to business and residential and Domestic and International Long Distance to business and residential.

- 6. Vistavox of MO, Inc., possesses the technical and managerial expertise and experience necessary to provide the services it proposes. Description of backgrounds of Vistavox of MO, Inc.'s management, which demonstrate the extensive experience and expertise are attached hereto and incorporated herein by reference as **Exhibit 'C'**. Vistavox of MO, Inc. also possesses the necessary financial resources as set forth in attached **Exhibit D**. The statements contained in this Application are supported by the Affidavit of Shannon Hughes attached as **Exhibit E**.
  - 7. Vistavox of MO, Inc., seeks classification of itself and its services as competitive.
- 8. Vistavox of MO, Inc., will offer basic local telecommunications service as a separate and distinct service in accordance with applicable law. Vistavox of MO, Inc. will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services in Vistavox of MO, Inc.'s proposed service areas in accordance with applicable law.
- 9. Vistavox of MO, Inc., is willing to comply with all applicable Commission rules and is willing to meet all relevant service standards, including, but not limited to billing, quality of service, and tariff filing and maintenance in a manner consistent with the Commission's requirements for incumbent local exchange carriers with whom Vistavox of MO, Inc., seeks authority to compete. Additionally, Vistavox of MO, Inc., agrees that pursuant to Section 392.455(3) & (4) RSMo 2000, its service area shall be no smaller than an exchange. Consistent with the Commission's treatment of other certificated competitive local exchange telecommunications companies, Vistavox of MO, Inc., requests waiver of the following statutes

and regulations for Vistavox of MO, Inc. and its basic local exchange services offerings.

Statutes	Missouri Public	Service Commission Rules
392.210.2 392.240.1		4CSR 240-10.020 4CSR 2403.545(2)(C)
392.270 392.280	RSMo RSMo	4 CSR 240.30.040 4 CSR 240.3.550(5)(C)
392.290 392.300.2	RSMo	4 CSR 240-33.030
392.310	RSMo	
392.320 392.330	RSMo RSMo	
392.340	RSMo	

- 10. Vistavox of MO, Inc. further requests a temporary waiver of 4 CSR 240-3.510(1)(C). This rule requires that an application for a certificate of service authority to provide basic local exchange services shall include a proposed tariff with a forty-five day effective date. Vistavox of MO, Inc. finds it impossible at this time to develop tariffs to fully comply with this rule since Vistavox of MO, Inc. has not yet executed or received Commission approval of any interconnection and/or resale agreements with incumbent local exchange carrier(s). At such time as all facts necessary for the development of such tariffs are known to Vistavox of MO, Inc, it will promptly file said tariffs bearing no less than a 45 day effective date with the Commission in a manner consistent with the Commission's practice in similar cases. In any circumstance, applicant will file its proposed basic local exchange telecommunications service tariff no later than 30 days after Commission approval of applicant's interconnection and/or resale agreement.
- 11. Vistavox of MO, Inc. submits that the public interest will be served by Commission approval of this application because the 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 Chapter 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.

12. Vistavox of MO, Inc., submits that notwithstanding the provisions of Section 392.500

RSMo., as a condition of certification and competitive classification, Vistavox of MO, Inc.,

agrees that, unless otherwise ordered by the Commission, the originating and terminating

switched exchange access rates of Vistavox of MO, Inc. will be no greater than the lowest

Commission-approved corresponding access rates in effect for each ILEC within those service

areas where Vistavox of MO, Inc., seeks authority to provide service. Additionally, pursuant to

the Commission's Report and Order in Case No. TO-99-596, Vistavox of MO, Inc., agrees that if

the ILEC in whose service area Vistavox of MO, Inc., is operating decreases its originating and/or

terminating access rates, Vistavox of MO, Inc. 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 Vistavox of MO, Inc., respectfully requests that the Commission

grant it a certificate of service authority to provide basic local telecommunications services as

herein requested, classify Vistavox of MO, Inc. and its proposed services as competitive, and

grant a waiver of the aforesaid statutes and regulations as requested in this Application.

Respectfully submitted,

Paul H. Gardner, MO Bar #28159

Goller, Gardner & Feather, P.C.

131 East High Street

Jefferson City, MO 65101

Telephone: 573-635-6181

Fax: 573-635-1155 info@gollerlaw.com

ATTORNEY FOR VISTAVOX OF MO, INC.

5

### CERTIFICATE OF SERVICE

The undersigned hereby certifies that a true and correct copy of the foregoing AMENDED APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY TO PROVIDE BASIC LOCAL EXCHANGE TELECOMMUNICATIONS SERVICE AND FOR COMPETITIVE CLASSIFICATION has been hand-delivered or e-mailed this 7<sup>th</sup> day of June, 2007.

Kevin Thompson, General Counsel Missouri Public Service Commission P.O. Box 360 Jefferson City, MO 65102 Lewis Mills Office of the Public Counsel P.O. Box 7800 Jefferson City, MO 65101

You H. Hardrey jhb. Paul H. Gardner

# Exhibit 'A' CERTIFICATE OF INCORPORATION



#### 00800233

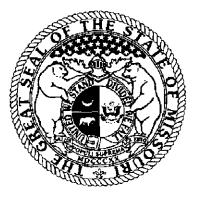
#### CERTIFICATE OF CORPORATE RECORDS

### VISTAVOX OF MO, INC.

I, ROBIN CARNAHAN, Secretary of the State of the State of Missouri and Keeper of the Great Seal thereof, do hereby certify that the annexed pages contain a full, true and complete copy of the original documents on file and of record in this office for which certification has been requested.

IN TESTIMONY WHEREOF, I have set my hand and imprinted the GREAT SEAL of the State of Missouri, on this, the 1st day of June, 2007

Secretary of State



Certification Number: 9766596-1 Reference:

Verify this certificate online at http://www.sos.mo.gov/businessentity/verification



# State of Missouri

Robin Carnahan, Secretary of State

Corporations Division P.O. Box 778 / 600 W. Main Street, Rm 322 Jefferson City, MO 65102 File Number: 200706111241 00800233 Date Filed: 03/02/2007 Robin Carnahan Secretary of State

Corp. .. .. .. 15)

## **Articles of Incorporation**

	Article One	
The name of the corporation is Vistavox of MO,	Inc.	
	Article Two	
The registered agent's name: Joseph E. Rebmar	n, Esq.	
The address, including street and number for the in (P.O. Box may only be used in addition to a physical street ad		
8000 Maryland Avenue, Suite 1060	St. Louis	Mo/63105
Street address	City	State/Zip
	Article Three (Must complete 1 or 2)	
1. If the aggregate number of shares in which the ued DOES NOT exceed \$30,000 please check	corporation shall have authority to issue DOES NOT this box:	exceed 30,000 shares or the par va
	OR	
	shares of each class and the par value of each share.  ions and the special or relative rights including conve	
	Article Four	
The name and physical business or residence add	ress of each incorporator:	
Name Shannon Hughes	Address 719C Hwy 5 North	City/State/Zip Mountain Home/AR/7
	State Creation - General Ru	of Missouri siness - Domestic 2 Page(s)
Name and address to return filed document:	A A SAN TAKAN T	Plantage (s)
Name: Ken Hardcastle		
Address: PO Box 2023 City, State, and Zip Code: Mountain Home, A	R 72654	6101170

**Article Five** The number of years the corporation is to continue or perpetual: (Please complete one) State number of years \_ Perpetual (check box) OR Article Six The corporation is formed for the following lawful purpose(s): To sell telecommunications services and all other legal permitted business Article Seven The number of directors to constitute the board of directors: In Affirmation thereof, the facts stated above are true and correct: (The undersigned understands that false statements made in this filing are subject to the penalties provided under Section 575.040, RSMo) Shannon Hughes Printed Name Printed Name Signature Printed Name Signature Signature Printed Name

# State of Missouri



# Robin Carnahan Secretary of State

CERTIFICATE OF INCORPORATION

WHEREAS, Articles of Incorporation of

Vistavox of MO, Inc. 00800233

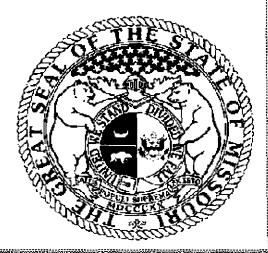
have been received and filed in the Office of the Secretary of State, which Articles, in all respects, comply with the requirements of General and Business Corporation Law.

NOW, THEREFORE, I, ROBIN CARNAHAN, Secretary of State of the State of Missouri, do by virtue of the authority vested in me by law, do hereby certify and declare this entity a body corporate, duly organized this date and that it is entitled to all rights and privileges granted corporations organized under the General and Business Corporation Law.

IN TESTIMONY WHEREOF, I hereunto set my hand and cause to be affixed the GREAT SEAL of the State of Missouri. Done at the City of Jefferson, this 2nd day of March, 2007.

Ilin Camahan

Secretary of State



# Exhibit 'B' Certificate of Good Standing

# STATE OF MISSOURI



## Robin Carnahan Secretary of State

# CORPORATION DIVISION CERTIFICATE OF GOOD STANDING

I, ROBIN CARNAHAN, Secretary of the State of Missouri, do hereby certify that the records in my office and in my care and custody reveal that

# VISTAVOX OF MO, INC. 00800233

was created under the laws of this State on the 2nd day of March, 2007, and is in good standing, having fully complied with all requirements of this office.

IN TESTIMONY WHEREOF, I have set my hand and imprinted the GREAT SEAL of the State of Missouri, on this, the 1st day of June, 2007

Secretary of State

Certification Number: 9766595-1 Reference:
Verify this certificate online at http://www.sos.mo.gov/businessentity/verification

# **Exhibit 'C' Management and Technical Experience Profile**

#### Vistavox of MO, Inc.

Management Experience Profile

### Shannon Hughes - VP of Operations

- 5 years experience in Telecommunications.
- Experience in customer service, sales, trouble reporting, and network related issues.
- 3 Years working for Radio/TV Stations implementing Marketing Departments.
- Associates of Applied Science in Business Technology
- Graduated Cum Laude and member of Honor Society Phi Theta Kappa

#### Steve Zillis - Network Engineer

- 1970-72 college of Electrical Engineering at University of Illinois.
- 1978-79 System Analysis, IBM 370 Assembler, Manata Junior College in Brandon Florida
- 1984 Computer Operation Procedures and Control, College of Dupage, Lombard, Illinois.
- From 1984-1994 core member of Decision Technology Group for Unisys Computer at Worldwide Logistics Operations in Elk Grove Village, Illinois.
- Served as Director of Geographic Information Systems of Metricon, Inc., the developers of the current Ricochet high-speed wireless Internet access product.
- Served as CTO of Accelernet, a UHF television based broadband wireless ISP, the broadband wireless ISP in Houston.
- Successfully sponsored groundbreaking legislation passed through the U.S.
   Congress in 2000 that allows the use of UHF television stations for two-way wireless Internet access.
- Chief Technology Officer of NSN Wireless since 2001, responsible for all network designs and operation and wireless network deployment.

#### Jerry Standefer - System Engineer

- 8 years experience in LAN/WAN, NT4, Linux, UNIX and Lucent G3
- Switch and Call Master Support.
- Experience in Infrastructure Design and Implementation.
- Experience in Security and deployment efficiencies.

#### Teresa Wilhelm - Marketing Manager

- Has been with Vistavox for just over 1 year.
- Has 8 years experience in Marketing
- 3 ½ years with DBR Publishing. Worked with schools, and city offices.
- 2 years with GK and Associates.
- Certification in Phlebotomy EKG.

# Exhibit 'D' Financial Forecast

Vistavox of MO, Inc.		2007/2008										
FINANCIAL PROJECTION 1st YR		$\sqcup$										
Sales	July	August	September	October	November	December	January	rebruary	March	April	May	c
Reginning Ralance		/\$5 BOA 12)	(410 138 65)	(AV 115 V13)	(¢18 413 70)	\$3 650 49	\$3 037 44			_		
LD / 800 Service	\$000000	000000	000000		\$31,000,00	\$31,000,00	\$31,000,00	\$43,000,00	\$43,000.00	\$43.000.00	\$43,000.00	\$54,000.00
Projected Local Sales	\$10,000.00	\$10,000.00	\$10,000.00	$\boldsymbol{-}$	\$17,000.00	\$17,000.00	\$17,000.00	\$28,000.00	\$28,000.00	\$28,000.00	ш	\$39,000.00
Total Sales	\$30,000.00	\$24,105.87	\$19,861.35	4 1	\$48,000.00	\$48,000.00	\$48,000.00	\$71,000.00	\$71,000.00	\$71,000.00	\$71,000.00	\$93,000.00
Cost of Goods	34.80%							1			4	
LD / 800 Service	\$6,960.00	\$6,960.00	\$6,960.00	\$6,960.00	\$10,788.00	\$10,788.00	\$10,788.00	1	\$14,964.00	\$14,964.00	+-	\$18,792.00
Projected Local Sales Cost	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$8,500.00	\$8,500.00	\$8,500.00		\$14,000.00	г	\$14,000.00	\$19,500.00
Total Cost of Goods	\$11,960.00	\$11,960.00	\$11,960.00	\$11,960.00	\$19,288.00	\$19,288.00	\$19,288.00		\$28,964.00	1	\$28,964.00	\$38,292.00
Gross Profit	\$18,040.00	\$12,145.87	\$7,901.35	\$3,728.56	\$28,712.00	\$28,712.00	\$28,712.00		\$42,036.00	_	\$42,036.00	\$54,708.00
Percentage of Profit	60.13%	50.39%	39.78%	23.77%	59.82%	59.82%	59.82%	59.21%	59.21%	59.21%	59.21%	58.83%
Expenses												
Payroll												
Outside Sales Reps	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$2,000.00	\$2,000.00	\$2,000.00	\$3,500.00	\$3,500.00	\$3,500.00	\$4,000.00	\$4,000.00
Number	<b>→</b>		_	_	_	-	1	Ю	2	N	2	2
Office Employees	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00
Number		_	_	-	-4	1	1	Ŋ	2	2	2	2
Management	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00
Number	-	1	<b>_</b>	1	1	1	1 _	1		-	-	
Techincal Management	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00
Number	0	٥	0	Ó	O	0	0		_	-		
Techincal Staff	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00
Number	1	1	1	-	-4	_		_		_	_	
Marketing	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00
Number	1	1	1	1	1	1		2	2	2	Ν.	~
Total Payroll	\$14,000.00	\$14,000.00	\$14,000.00	\$14,000.00	\$14,500.00	\$14,500.00	\$14,500.00	\$23,000.00	\$23,000.00	\$23,000.00	\$23,500.00	\$23,500.00
Billing	\$507.00	\$407.39	\$335.66	\$265.14	\$811.20	\$811.20	\$811.20	\$1,199.90	\$1,199.90	\$1,199.90	\$1,199.90	\$1,571.70
Postage	\$250.00	\$250.00	\$250.00	\$250.00	\$300.00	\$300.00	\$300.00	\$350.00	\$350.00	\$350.00	\$350.00	\$425.00
Payroll Taxes	\$1,071.00	\$1,071.00	\$1,071.00	\$1,071.00	\$1,109.25	\$1,109.25	\$1,109.25	\$1,759.50	\$1,759.50	\$1,759.50	\$1,797.75	\$1,797.75
Rents	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
Utilities	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Gas (Auto)	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	00.00	\$600.00	\$900.00	\$900.00	\$900.00	\$900.00	\$1,000.00
Loan Payment (3yr@6.5%)						\$612.98	\$612.98	\$612.98	\$612.98	\$612.98	\$612.98	\$612.98
Insurances												
Health & Dental	\$607.50	\$607.50	\$607.50	\$607.50	\$607.50	\$607.50	\$607.50	\$1,093.50	\$1,093.50	\$1,093.50	\$1,093.50	\$1,093.50
Liablilty Insurance	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63
Auto	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
License's (CCNA, ACNA, ECC. D	\$1.550.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	\$21,009.13	\$19,359.52	\$19,287.79	\$19,217.27	\$20,351.58	\$20,964.56	\$20,964.56	\$31,339.51	\$31,339.51	\$31,339.51	\$31,877.76	\$32,424.56
Net Earn before Taxes	(\$2,969.13)	(\$7,213.65)	(\$11,386,44)	(\$15,488.70)	\$8,360.42	\$7,747,44	\$7,747.44	\$10,696.49	\$10,696.49	\$10,696.49	\$10,158.24	\$22,283.44
Taxes	\$2.925.00	\$2,925,00	\$2,925.00	\$2,925.00	\$4,710.00	\$4,710.00	\$4,710.00	\$7,052.50	\$7,052.50	\$7,052.50	\$7,052.50	\$9,307.50
Net Earnings	(\$5.894.13)	(\$10,138,65)	(\$10,138,65) (\$14,311,44)	- A	\$3,650.42	\$3,037.44	\$3,037.44	\$3,643.99	\$3,643.99	\$3,643.99	\$3,105.74	\$12,975.94
Net Earnings Percent	-19.65%	-42.06%	-72.06%		7.61%	6.33%			5.13%	5.13%	4.37%	13.95%
100	0.00.00	1100	1,500,0		, , ,		Ţ					ì

----

. . .

---

. . .

Equipment Total Assets Accts Payables
Loan Payment
Total Liabilities
Net Assets/Liabilities Accts Receivable
Furniture & Fixtures
Computer Softwear Cash BALANCED SHEET 1st YR Vistavox of MO, Inc. Retained Earnings Liabilities Assets \$20,000.00 \$40,000.00 \$10,000.00 \$2,200.00 \$12,408.85 \$84,608.85 \$10,000.00 \$20,000.00 \$30,000.00 \$54,608.85 \$22,151.42 July \$26,400.00 \$40,560.00 \$10,000.00 \$2,200.00 \$12,408.85 \$91,568.85 \$60,568.85 \$42,966.43 \$11,000.00 \$20,000.00 **\$31,000.00** 2007/2008 August \$34,848.00 \$41,127.84 \$10,000.00 \$2,200.00 \$12,408.85 \$100,584.69 September \$12,100.00 \$20,000.00 \$32,100.00 \$68,484.69 \$63,781.44 \$45,999.36 \$41,703.63 \$10,000.00 \$2,200.00 \$12,408.85 \$112,311.84 \$13,310.00 \$20,000.00 \$33,310.00 \$79,001.84 \$84,596.45 October \$60,719.16 \$42,287.48 \$10,000.00 \$3,000.00 \$12,408.85 \$128,415.49 \$14,641,00 \$20,000,00 \$34,641,00 \$93,774,49 \$122,271,46 November \$16,105.10 \$19,387.02 \$35,492.12 \$112,945.52 \$156,377.47 \$80,149.28 \$42,879.51 \$10,000.00 \$3,000.00 \$12,408.85 \$148,437.64 December \$18,774.04 \$36,489.65 \$139,398.59 \$190,483.48 \$105,797.06 \$43,479.82 \$10,000.00 \$3,000.00 \$13,611.37 \$175,888.24 \$17,715.61 January \$19,487.17 \$18,161.06 \$37,648.23 \$177,403.79 \$243,679,49 \$139,652,11 \$44,088.54 \$13,500,00 \$4,200,00 \$13,611.37 \$215,052,02 February \$21,435.89 \$17,548.08 \$38,983.97 \$221,373.97 \$296,875.50 \$184,340.79 \$44,705.78 \$13,500.00 \$4,200.00 \$13,611.37 \$260,357.94 March \$23,579.48 \$16,935.10 \$40,514.58 \$279,458.29 \$347,278.51 \$243,329.84 \$45,331.66 \$13,500.00 \$4,200.00 \$13,611.37 \$319,972.87 April \$25,937,42 \$16,322,12 \$42,259,54 \$356,213,52 \$406,671,52 \$321,195,39 \$45,966,30 \$13,500,00 \$4,200,00 \$13,611,37 \$398,473,06 May \$28,531.17 \$15,709.14 \$44,240.31 \$457,658.81 \$469,173.53 \$423,977.92 \$46,609.83 \$13,500.00 \$4,200.00 \$13,611.37 \$501,899.12 June

4 5

Sales	August	September	October	November	December	January	February	March	April	<del>                                      </del>	May
Sales					000000000000000000000000000000000000000	ounder /	- Cui daily		-		
D / 800 Service \$54,000.00	\$54.000.00	\$54,000.00	\$65.000 00 000 000	00 000 888 00 000 00	00 000 88 <b>%</b>	000 000	277 000 00	UU UU 477	$\top$	77	77
Sales	\$39,000.00	-	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$61,000.00	\$61,000.00	Ħ	\$61,000.00	\$61,000.00 \$61,000.00
107al Sales \$93,000.00	\$93,000.00	\$93,000.00	\$116,000.00	\$116,000.00	\$116,000.00	\$116,000.00	\$138,000.00	\$138,000.00	7		
Cost of Goods									- [		
D / 800 Service \$18,792.00	\$18,792.00	\$18,792.00	\$22,968.00	\$22.968.00	\$22,968,00	00.836 663	#96 796 00	\$26,796,00		1 nn apr ac#	
Sales Cost	\$19,500.00	\$19,500.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$30,500.00	\$30,500.00	- [	\$30.500.00	\$30,500,00 \$30,500,00
	\$38,292.00	\$38,292.00	\$47,968.00	\$47,968.00	\$47,968.00	\$47,968.00	\$57,296,00	\$57,296,00	- [	\$57.296.00	
	\$54,708.00	\$54,708.00	\$68,032.00	\$68,032.00	\$68.032.00	\$68 032.00	\$80 704 00	\$80 704 00	ŀ	\$80 704 00	1
of Profit	58.83%	58.83%	58 65%	58 65%	58 65%	58 650	58 48%	58 48%		#80,794,00	600
35	2000	6,00,0	00.00 %	00.0070	30:00/6	00.0076	30,40 /6	30.40/6	- 1	30.40%	30.40 %
Payroll											
Outside Sales Reps \$4,000.00	\$4,000.00	\$4,000.00	\$5,500.00	\$5.500.00	\$5,500,00	\$5.500.00	\$6,000.00	\$6,000,00		\$6,000.00	\$6,000,00 \$6,000,00
Number 2	2	2	3	ω	ယ	ω	ω	ယ		ω	
Office Employees \$3,000.00	\$3,000.00	\$3,000.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$6,000.00	\$6,000.00		\$6,000.00	4
╀	2	2	ω	3	3	υ	4	4		4	
Number Management 34,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,500.00	\$4,500.00		\$4,500.00	\$4,500.00 \$4,500.00
Techincal Management \$4,000,00	\$4,000.00	00 00	£4 000 00	\$1 000 00	2000	200	67 600 00			44 500 00	+
$\exists$	7 300	1	4 1.000.00	1	1,000,00	1	1 00.00	1 200.00		44,000,00	\$4,300.00
Techincal Staff \$4,000.00	\$4,000.00	\$4,000.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00		\$6,500.00	\$6,500.00 \$6,500.00
ŀ	-		2	2	2	22	2	N		2	
Marketing \$4,500.00	\$4,500.00	\$4,500.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00	\$7,500.00	\$7,500.00		\$7,500.00	\$7,500.00 \$7,500.00
	2	2	3	ω	з	3	4	4		4	
Total Payroll \$23,500.00	\$23,500.00	\$23,500.00	\$30,500.00	\$30,500.00	\$30,500.00	\$30,500.00	\$35,000.00	\$35,000.00		\$35,000.00	\$35,000.00 \$35,000.00
	\$1,571.70	\$1,571.70	\$1,960.40	\$1,960.40	\$1,960.40	\$1,960.40	\$2,332.20	\$2,332.20		\$2,332.20	
	\$425.00	\$425.00	\$550.00	\$550.00	\$550.00	\$550.00	\$750.00	\$750.00		\$750.00	
Taxes	\$1,797.75	\$1,797.75	\$2,333.25	\$2,333.25	\$2,333.25	\$2,333.25	\$2,677.50	\$2,677.50	, ,	\$2,677.50	€7
6	\$2,200.00	\$2,200.00	\$2,200.00	\$2,200.00	\$2,200.00	\$2,200.00	\$2,200.00	\$2,200.00		\$2,200.00	
Utilities \$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00		\$550.00	\$550.00 \$550.00
Gas (Auto) \$1,000.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,800.00	\$1,800.00	- 1	\$1,800.00	
oan Re-Payment \$612.98	\$612.98	\$612.98	\$612.98	\$612.98	\$612.98	\$612.98	\$612.98	\$612.98		\$612.98	
Insurances											
Health & Dental \$1,093.50	\$1 093 50		\$1,579.50	\$1,579.50	\$1,579.50	\$1,579.50	\$1,822.50	\$1.822.50		\$1.822.50	1
Liablilty Insurance \$173.63	4	\$1,093.50	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63	\$173.63		\$173.63	\$173.63
	\$173.63	\$1,093.50 \$173.63	\$200.00	\$200.00	\$250.00	\$250.00	\$250.00	\$250.00	- 1	\$250.00	T
Total Expenses \$32,424.56	\$173.63	\$1,093.50 \$173.63	\$41.959.76	\$41,959.76	\$42,009.76	\$42,009.76	\$48 168.81	\$48 168 81		\$48 168 81	ľ
-	\$173.63 \$200.00	\$1,093.50 \$173.63 \$200.00 \$33,424.56	41,000.70	\$26 072 24	\$26,092,24	\$36 022 24	\$30 535 10	\$30 F35 10	t	\$30 F3E 10 1	
	\$173.63 \$200.00 \$33,424.56	\$1,093.50 \$173.63 \$200.00 \$33,424.56	901	\$7 755 00	\$7 755 00	\$7 755 DD	#0C,000.18	\$0.047.50	Ţ	\$9.047.50	1
Net Earnings \$15,938,44	\$173.63 \$200.00 \$33,424.56 \$21,283.44 \$6,345.00	\$1,093.50 \$173.63 \$200.00 \$33,424.56 \$21,283.44 \$6,345.00	\$7 755 00	41114					l	40,047 :00 40,047 :00	40,047.00
Percent	\$173.63 \$200.00 \$33,424.56 \$21,283.44 \$6,345.00 \$14,938.44	\$1,093.50 \$173.63 \$200.00 \$33,424.56 \$21,283.44 \$6,345.00 \$14,938.44	\$7,755.00 \$18,317,24	\$18.317.24	\$18 267 24	\$18 267 24	\$9,047.50 187.60	\$23,487,50			*33 A87 AG

# Exhibit 'E' Affidavit of Shannon Hughes

STATE OF ARKANSAS
COUNTY OF BAXTER

### AFFIDAVIT OF SHANNON HUGHES

Before me, on this 9<sup>th</sup> day of March 2007, the undersigned authority, appeared Shannon Hughes, upon his oath stated as follows:

My name is Shannon Hughes. I am V.P. of Operations for Vistavox of MO, Inc. Through this position, I am familiar with Vistavox of MO, Inc.'s proposed service offerings and the terms and conditions under which it proposes to provide basic local telecommunications services. The statements contained in the attached application are true and correct and within my personal knowledge.

Shannon Hughes, V.P. of Operations

Vistavox of MO, Inc.

SUBSCRIBED AND SWORN TO before me the undersigned authority, on this the

9th day of Murch 2007.

-

My Commission Expires:

4-4-02

OFFICIAL SEAL
KATHY FIOBINS
NOTARY PUBLIC-ARKANSAS
BAXTER COUNTY
MY COMMISSION EXPIRES: 04-04-12

## **CERTIFICATE OF SERVICE**

The undersigned hereby certifies that a true and correct copy of the foregoing AMENDED APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY TO PROVIDE BASIC LOCAL EXCHANGE TELECOMMUNICATIONS SERVICE AND FOR COMPETITIVE CLASSIFICATION has been hand-delivered or e-mailed this 7<sup>th</sup> day of June, 2007.

Kevin Thompson, General Counsel Missouri Public Service Commission P.O. Box 360 Jefferson City, MO 65102 Lewis Mills Office of the Public Counsel P.O. Box 7800 Jefferson City, MO 65101

Paul H. Gardner 3hb