

Missouri Public Service Commission

Access One, Inc.

Financial Statements for the Years Ended December 31, 2004 and 2003

# Access One, Inc.

# Years Ended December 31, 2004 and 2003

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# PROPRIETARY INFORMATION Blackman Kallick Bartelstein LLP A member of MLB International

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10 South Riverside Plaza Sulte 900 Chicago, Il. 60606 Board of Directors Access One, Inc. Chicago, Illinois

We have compiled the accompanying balance sheets of Access One, Inc. as of December 31, 2004 and 2003, the related statements of income, stockholders' equity and cash flows for the years then ended, and the accompanying supplemental information contained in the schedule of operating expenses, which is presented only for supplementary analysis purposes, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements and a supplementary sthedule information that is the representation of management. We have not audited or reviewed the accompanying financial statements and supplementary schedule and, accordingly, do not express an opinion or any other form of assurance on them.

Blackman Kallick Bartelstein, LLP

March 29, 2005

Trusted business advisors

# Access One, Inc.

## **Balance Sheets**

# December 31, 2004 and 2003

## **Assets**

2004

2003

#### **Current Assets**

Cash

Receivables

Customers (Net of allowance for doubtful

accounts of

Unbilled receivables

Due from vendors

Commissions

Other

**Total Current Assets** 

Furniture and Equipment (Net of accumulated depreciation)

## Other Assets

Deferred line installation costs (Net of accumulated amortization)
Customer acquisition costs (Net of accumulated amortization)
Customer list (Net of accumulated amortization)
Deposits

**Total Other Assets** 

See accountants' compilation report.

The accompanying notes are an integral part of the financial statements.

# Liabilities and Stockholders' Equity

2004

2003

## **Current Liabilities**

Accounts payable
Accrued operations and support expenses
Customer deposits
Capital lease obligations due within one year
Sales tax payable
Other payable

**Total Current Liabilities** 

Stockholders' Equity (Exhibit C)

Common stock - Voting - No par value; authorized -

Additional paid-in capital Retained earnings

Total Stockholders' Equity

**Exhibit B** 

## Access One, Inc.

# Statements of Income

# Years Ended December 31, 2004 and 2003

		% of Op	erating
Amo	ounț <sup>i</sup>	Reve	nues
2004	2003	2004	2003

**Operating Revenues** 

**Operating Expenses** 

Operating Income

Interest Income

Loss on Sale of Equipment

Income before Cumulative Effect of a Change in Accounting Principle

Cumulative Effect on Prior Years of Retroactive Application of Change in Accounting Principle

Net Income

Pro Forma amounts, Assuming Retroac

Net income

Exhibit C

## Access One, Inc.

# Statements of Stockholders' Equity

# Years Ended December 31, 2004 and 2003

		Additional	
Common Sto	ock - Voting	Paid-In	Retained
Shares	Amount	Capital	Earnings

Baiance, December 31, 2002 Dividends declared Net income (Exhibit B)

Balance, December 31, 2003 (Exhibit A) Dividends declared

Net income (Exhibit B)

Balance, December 31, 2004 (Exhibit A)

Exhibit D

# Access One, Inc.

## Statements of Cash Flows

## Years Ended December 31, 2004 and 2003

2004

2003

# **Cash Flows from Operating Activities**

Net income

Adjustments to reconcile net income to net

cash provided by operating activities

Depreciation and amortization

Amortization of deferred line installation costs

Amortization of customer acquisition costs

Provision for losses on receivables - Customers

Cumulative effect of change in accounting principle

Loss on sale of equipment

(Increase) decrease in

Receivables

Prepaid expenses and other

increase (decrease) in

Accounts payable

Other payable

Accrued expenses

Customer deposits

Total Adjustments

Net Cash Provided by Operating Activities

# **Cash Flows from Investing Activities**

Capital expenditures

Cash paid for acquisition of customer list

Proceeds from sale of asset

Payments for customer acquisition costs

Payments for deferred line installation costs

Net Cash Used in Investing Activities

## **Cash Flows from Financing Activities**

Principal payments on capital lease obligations

Payment of dividends

Net Cash Used in Financing Activities

Net (Decrease) Increase in Cash

Cash, Beginning of Year

Cash, End of Year

See accountants' compliation report.
The accompanying notes are an integral part of the financial statements.

#### Access One, Inc.

#### Notes to Financial Statements

## Years Ended December 31, 2004 and 2003

#### Note 1 - Nature of Operations

Access One, Inc. provides local and long-distance telecommunications services to its customers located throughout the United States. The company was incorporated on June 30, 1993 in the state of Illinois.

# Note 2 - Summary of Significant Accounting Policies

#### Cash

Substantially all of the company's cash is held by

in bank deposit accounts which, at times, may exceed federally insured limits. The company has not experienced any losses in such accounts. The company believes it is not exposed to any significant credit risk on cash.

## Receivables

Receivables are carried at original invoice or closing statement amount less estimates made for doubtful receivables. Management determines the allowances for doubtful accounts by reviewing and identifying troubled accounts on a semi-annual basis and by using historical experience applied to an aging of accounts. A receivable is considered to be past due if any portion of the receivable balance is outstanding for more than 90 days. Receivables are written off when deemed uncollectible. Recoveries of receivables previously written off are recorded when received.

# **Depreciation and Amortization**

The company's policy is to depreciate the cost of furniture and equipment over the estimated useful lives of the assets by use of accelerated methods.

	Years
Communication and computer equipment	5
Furniture and equipment under capital leases	5-7
Furniture and fixtures	7
Leasehold improvements	15

Deferred line installation costs include line charges incurred in the establishment of local access lines for customers and are being amortized on the straight-line method over the economic life of the contracts with new customers. The terms of these contracts do not exceed 60 months.

Customer acquisition costs include charges incurred for commissions pald to third parties and are being amortized on the straight-line method over the economic life of the contracts with the new customers. During 2004, the company changed its method of treating customer acquisition costs from expensing as incurred to capitalizing these costs. The effect of adopting this accounting principle was to increase 2004 income before cumulative effect of a change in accounting principle by . Management believes that the new method will result in more predictable and accurate results of operations.

See accountants' compilation report.

#### Access One, Inc.

#### Notes to Financial Statements

#### Years Ended December 31, 2004 and 2003

# Note 2 - Summary of Significant Accounting Policies (Continued)

# Intangibles

Costs of the acquired customer list are being amortized straight-line over the economic life of the customer list, which is estimated to be thirty months.

#### Stock Options

In accordance with the provision of SFAS No. 123, the company applies APB No. 25 and related interpretations in accounting for its stock options plan and, accordingly, does not recognize compensation cost. As of January 1, 2003 the company adopted SFAS No. 148 and discloses the amount of compensation costs that would have been recorded related to stock options.

If the company had elected to recognize compensation cost based on the fair value of the options granted as of the grant date as prescribed by SFAS No. 123, net income would have been reduced to the pro forma amounts indicated in the table below:

2004 2003

# Net income, as reported

Adjustment for stock-based employee compensation costs, net of related tax effects, that would have been included in determining net income if the fair value based-method had been applied

Pro forma net income as if the fair value-based method had been applied

#### Advertising

Advertising costs are expensed as incurred. Advertising expenses incurred were in 2004 and 2003, respectively.

## Revenue Recognition

Revenue is recognized as service is provided to customers. Monthly recurring charges include fees paid by customers for lines in service and additional features on those lines. These charges are billed monthly, in advance, and are fully earned during the month. Usage charges and reciprocal compensation charges are billed in arrears and are fully earned when billed. Installation charges are deferred and amortized over the contractual period, generally two to five years.

See accountants' compilation report.

#### Access One, Inc.

## Notes to Financial Statements

# Years Ended December 31, 2004 and 2003

# Note 2 - Summary of Significant Accounting Policies (Continued)

# Management Estimates

Less accumulated amortization

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Communication and computer equipment Furniture and equipment under capital leases Leasehold improvements Furniture and fixtures  Accumulated depreciation  Accumulated depreciation for furniture and equipment under capital as of December 31, 2004 and 2003, respectively.  Note 4 - Deferred Line Installation Costs	<u> </u>	2003
Accumulated depreciation for furniture and equipment under capital as of December 31, 2004 and 2003, respectively. Note 4 - Deferred Line Installation Costs		
os of December 31, 2004 and 2003, respectively.  Note 4 - Deferred Line Installation Costs		
	leases was	
200		
	14	2003

See accountants' compilation report.

# Access One, Inc.

# Notes to Financial Statements

# Years Ended December 31, 2004 and 2003

Note 5 - Customer Acquisition Costs

2004

2003

Customer acquisition costs Less accumulated amortization

Note 6 - Customer List

Note 7 - Short-Term Borrowings - Bank

#### Access One, Inc.

## Notes to Financial Statements

# Years Ended December 31, 2004 and 2003

# Note 8 - Obligations Under Capital Leases

2004

2003

Obligations under capital leases consist of the following:

Capital lease obligation, payable in monthly installments of , including interest at an annual rate of due on April 1, 2004; secured by certain furniture and equipment.

Less current maturities

#### Note 9 - Income Taxes

The company has elected to be taxed as an S corporation under provisions of the Internal Revenue Code. Accordingly, the accompanying financial statements do not reflect income taxes, except for state replacement tax.

Note 10 - Operating Leases

# Access One, Inc.

## Notes to Financial Statements

# Years Ended December 31, 2004 and 2003

Note 10 - Operating Leases (Continued)

# Note 11 - Commitments

The company and the stockholders have entered into an agreement for the right of first refusal or an option to purchase shares of the company stock, based upon certain events as stated in the Stockholders' Agreement.

Note 12 - Employee Benefit Plan

Note 13 - Other Cash Flow Information

#### Access One, Inc.

#### Notes to Financial Statements

# Years Ended December 31, 2004 and 2003

# Note 14 - Stock Option Plans

The company has a stock option plan to benefit key employees, officers and independent contractors. The number of common shares to which options may be granted under this plan and which may be issued upon exercise may not exceed shares. The exercise price of the option granted shall not be less than one hundred percent of the fair market value of a share of common stock on the date the stock option is granted. The company's board determines the vesting period of each option granted under this plan. Each option shall terminate ten years from the grant date or at earlier times as the option agreement provides. The plan expires on July 18, 2012.

Other option activity is as follows:

2004 2003

Outstanding as of beginning of year Granted Exercised Forfeited/cancelled

Outstanding as of end of year

Options exercisable as of end of year

Weighted-average price of options outstanding, beginning of year

Weighted-average price of options outstanding, end of year

Weighted-average price of options granted

Weighted-average grant-date fair value of options granted

# Access One, Inc.

# Notes to Financial Statements

# Years Ended December 31, 2004 and 2003

# Note 14 - Stock Option Plans (Continued)

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option-pricing model with the following assumptions:

=:

Expected dividend yield Expected stock price volatility Risk-free interest rate Expected life

Schedule 8-1

# Access One, Inc.

# **Operating Expenses**

# Years Ended December 31, 2004 and 2003

2004

2003

=:

Operations and support

Commissions

Salaries

Officers' salaries

Taxes - Payroll

Employee benefits

Advertising

Brochures and catalogues

Delivery

Depreciation

Amortization

Customer list

Deferred line installation costs

Customer acquisition costs

Insurance

Employee group

General

401(k) contributions

Professional fees

Dues and subscriptions

Bad debts

Other

Office

Conferences

**Outside services** 

Compliance fees

Credit card fees

Bank fees

Rent and occupancy

Repairs and maintenance

Moving

Supplies

Utilities

Travel

Meals and entertainment

Total (Exhibit B)