

**BEFORE THE MISSOURI PUBLIC SERVICE COMMISSION**

Application of Everycall Communications, Inc.	)	
d/b/a All American Home Phone	)	
For a Certificate of Service Authority to	)	
Provide Interexchange and Basic Local	)	Case No.
Exchange Telecommunications Services in	)	
the State of Missouri and for Competitive	)	
Classification	)	

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**APPLICATION**

**I. INTRODUCTION**

Comes now, Everycall Communications, Inc. d/b/a All American Home Phone (AEverycall® or AApplicant®), by its undersigned counsel, hereby submits this Application for a certificate of service authority to provide competitive interexchange and basic local exchange telecommunications services, including prepaid basic local exchange, in the State of Missouri, and for competitive classification, pursuant to Sections 392.410, 392.430 and 392.440 and 392.361 RSMo. and 4 CSR 240-2.060. Applicant respectfully requests the Commission issue an order that 1) grants Applicant a certificate of service authority to provide intrastate interexchange and facilities-based basic local exchange telecommunications, including prepaid basic local exchange services pursuant to Chapter 392 of the Revised Statutes of Missouri, 2) grants competitive status to Applicant pursuant to Section 392.361 RSMo., and 3) waives certain Commission rules and statutory provisions pursuant to Sections 392.420 and 392.361 RSMo. In support of its application, Everycall states as follows:

## II. APPLICATION FOR AUTHORITY TO PROVIDE TELECOMMUNICATIONS SERVICE

1. Applicant is a corporation duly organized and existing under and by virtue of the laws of the State of Louisiana. The Company is authorized to conduct business as a foreign corporation within Missouri. In compliance with 4 CSR 240-2.060(1)(C), the Company has attached a copy of its certificate of authority as **Exhibit A**. The Company intends to operate in the state of Missouri under the business name of "All American Home Phone." A copy of the Company's fictitious name registration with the Missouri Secretary of State is attached as **Exhibit B**. The nature of Everycall's business is the provision of telecommunications services, including prepaid basic local exchange.

The Company's legal name and principal address and telephone number are:

Everycall Communications, Inc.  
4315 Bluebonnet Blvd., Suite A  
Baton Rouge, LA 70809  
Ph. (225) 293-3332  
Fax (225) 293-3335

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

Mark W. Comley, Esq,  
Newman, Comley & Ruth P.C.  
601 Monroe Street, Suite 301  
Jefferson City, MO 65102-0537  
Ph. (573) 634-2266  
Fax (573) 636-3306  
e-mail: comleym@ncprc.com

With a copy to:

Leon Nowalsky, Esq.  
Nowalsky, Bronston & Gothard, APLLC  
1420 Veterans Blvd.  
Metairie, LA 70005  
Ph. (504) 832-1984  
Fax (504) 831-0892

e-mail: Inowalsky@nbglaw.com

3. All general correspondence from the Commission after certification should be forwarded to the Company care of its regulatory contact as follows:

Kyle Coats, President  
Everycall Communications, Inc.  
4315 Bluebonnet Blvd., Suite A  
Baton Rouge, LA 70809

4. The Company proposes to provide resold long distance and facilities-based basic local exchange service, including prepaid basic local, to business and residential customers on a statewide basis. The Company will not offer operator services.

5. The Company is a telecommunications company which possesses the technical and managerial expertise to provide the services it proposes. The Company is extremely well qualified to provide telecommunications services in Missouri, and is authorized to provide similar services in the states of Alabama, Arkansas, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Michigan, Mississippi, North Carolina, Pennsylvania, South Carolina, Tennessee and Texas. The Company is also certified as an Eligible Telecommunications Carrier in the states of Louisiana, Mississippi, Alabama, South Carolina, North Carolina, and Kentucky.

6. The Applicant also possesses the necessary financial resources to provide the requested services. Financial information demonstrating Everycall's financial qualifications is provided in its most recent financial documents attached hereto as **Exhibit C**.

7. Everycall is technically and managerially qualified to provide competitive local exchange and interexchange services. Everycall's Missouri operations will be directed by its existing corporate management, technical and operations staff who are

responsible for the interexchange and local exchange operations in other states. A description of the background of Applicant's key personnel, which demonstrates the extensive managerial experience of Everycall's management team, is attached hereto as **Exhibit D.**

8. In accordance with 4 CSR 240-2.060(6)(C), Applicant is simultaneously submitting its proposed tariff with a forty-five day effective date for approval by the Commission. The tariff contains the rules and regulations applicable to its customers, description of services offered and list of rates associated with such services. The Company requests that the Commission approve its MO P.S.C. Tariffs No. 1 and 2 simultaneously with granting a certificate of service authority in this case.

9. Applicant will not unjustly discriminate among its customers as is prohibited under Section 392.200 RSMo. Everycall will offer basic local telecommunications service as a separate and distinct service in accordance with applicable law. Everycall will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services in Everycall's proposed service areas in accordance with applicable law..

10. Applicant is a competitive reseller of long distance and basic local exchange telecommunications services and thus requests competitive classification pursuant to Section 392.361 RSMo and 4 CSR 240-2.060(6)(A). Applicant believes its proposed services will be subject to sufficient competition to justify a lesser degree of regulation. Further, when granted the Certificate requested herein, Applicant will be competing with other telecommunications companies in Missouri offering the same or similar services as Applicant.

11. Everycall, pursuant to Section 386.570 RSMo, will comply with all applicable Commission rules except those specifically waived by the Commission pursuant to Everycall's request. Consistent with the Commission's treatment of other certificated competitive interexchange and basic local exchange telecommunications companies, Applicant requests that the following statutes and regulations be waived for Applicant and its interexchange service and basic local exchange offerings:

**Statutes:**

- 392.210.2 - Uniform System of Accounts
- 392.240.1 - Just & reasonable rates
- 392.270 - Ascertain property values
- 392.280 - Depreciation accounts
- 392.290 - Issuance of securities
- 392.300 - Acquisition of stock
- 392.310 - Issuance of stock and debt
- 392.320 - Stock dividend payment
- 392.330 - Issuance of securities, debts & notes
- 392.340 - Reorganizations

**Rules:**

- 4 CSR 240-3.550(4) Company Records and Reports
- 4 CSR 240-3.550(5)(A) Company Records and Reports
- 4 CSR 240-3.550(5)(C) Exchange boundary maps
- 4 CSR 240-10.020 Depreciation fund income
- 4 CSR 240-30.040 Uniform system of accounts
- 4 CSR 240-32.060 Engineering and Maintenance Standards
- 4 CSR 240-32.070 Quality of Service
- 4 CSR 240-32.080 Service Objectives and Surveillance Levels
- 4 CSR 240-33.030 Inform customers of lowest price
- 4 CSR 240-33.040(1) through (3), and
- (5) through (10) Billing And Payment Standards
- 4 CSR 240-33.045 Requiring Clear Identification and Placement of Separately Identified Charges on Customers Bills
- 4 CSR 240-33.080(1) Disputes by Residential Customers
- 4 CSR 240-33.130(1), (4) and (5) Operator Service Rules

12. Everycall submits, notwithstanding the provisions of Section 392.500 RSMo., as a condition of certification and competitive classification, Everycall agrees that, unless otherwise ordered by the Commission, Everycall's 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) Everycall seeks to provide service. Additionally, pursuant to the Commission's Report and Order in Case No. T0-99-596, Everycall agrees that if the ILEC in whose service area Everycall is operating decreases its originating and/or terminating access service rates, Everycall 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.

13. Applicant submits that the public interest will be served by Commission approval of this application because Applicant-s proposed services will create and enhance competition and expand customer service options, and offer 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.

14. The Company will not resell its services to other telecommunications companies.

15. Applicant is not aware of any pending action or final unsatisfied judgments or decisions against it from any state or federal agency or court which involve customer

service or rates, which action, judgment or decision has occurred within three (3) years of the date of the application.

16. No annual reports or assessment fees are overdue from Applicant.

WHEREFORE, Applicant, Everycall Communications, Inc. d/b/a All American Home Phone, respectfully requests that the Commission (i) grant it a certificate of service authority to provide interexchange and basic local exchange telecommunications services as requested herein; (ii) classify the Company and its proposed services as competitive; (iii) grant waivers of statutes and regulations as requested herein; and (iv) approve its separately submitted tariff.

Respectfully submitted,

**/s/ Mark W. Comley**

Mark W. Comley, MBE # 28847  
Newman, Comley & Ruth P.C.  
601 Monroe Street, Suite 301  
Jefferson City, MO 65102-0537  
(573) 634-2266  
(573) 636-3306 FAX  
comleym@ncrpc.com

Counsel for Everycall Communications,  
Inc. d/b/a All American Home Phone

#### **CERTIFICATE OF SERVICE**

I hereby certify that a true and correct copy of the above and foregoing document was sent via e-mail on this 23rd day of April, 2010, to General Counsel's Office at gencounsel@psc.mo.gov; and Office of Public Counsel at opcservice@ded.mo.gov.

**/s/ Mark W. Comley**

Mark W. Comley

ATTORNEY VERIFICATION

STATE OF MISSOURI     )  
                                      ) ss.  
COUNTY OF COLE        )

I, Mark W. Comley, being first duly sworn, do hereby certify, depose and state that I am the attorney for Everycall Communications, Inc. d/b/a All American Home Phone, applicant in this proceeding; that I have read the above and foregoing Application and the allegations therein contained are true and correct to the best of my knowledge, information and belief; and I further state that I am authorized to verify the foregoing application by the above said applicant.

/s/ Mark W. Comley  
Mark W. Comley

Subscribed and sworn to before me, a Notary Public, this 23<sup>rd</sup> day of April, 2010.

/s/ Annette M. Borghardt  
Notary Public



# **EXHIBIT A**

MISSOURI SECRETARY OF STATE  
CERTIFICATE OF AUTHORITY



**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:

F00845642

Date Filed: 09/24/2007

Robin Carnahan

Secretary of State

**Application for Certificate of Authority  
For a Foreign For-Profit Corporation**

(Submit with filing fee of \$155.00)

- The corporation's name is Everycall Communications, Inc.  
and it is organized and existing under the laws of Louisiana
- The name it will use in Missouri is Everycall Communications, Inc.
- The date of its incorporation was 11/20/97, and the period of its duration is perpetual  
month/day/year
- The address of its principal place of business 4315 Bluebonnet Blvd., Suite A Baton Rouge, LA 70809  
Address City/State/Zip
- The name and physical address of its registered agent and office in the State of Missouri is  
CSC-Lawyers Incorporating Service Company, 221 Bolivar Street, Jefferson City, MO 65101  
Name Address City/State/Zip
- The specific purpose(s) of its business in Missouri are:  
sale of telecommunication services
- The name of its officers and directors and their business addresses are as follows:

**Officers**

Name

Address

City/State/Zip

President Kyle Coats 4315 Bluebonnet Blvd., Suite A Baton Rouge, LA 70809

Chairman of the Board John Brydels, Jr. 4315 Bluebonnet Blvd., Suite A, Baton Rouge, LA 70809

Secretary \_\_\_\_\_

Treasurer \_\_\_\_\_

**Board of Directors**

Director John Brydels, Jr. 4315 Bluebonnet Blvd., Suite A Baton Rouge, LA 70809

Director Jon C. Segar 4315 Bluebonnet Blvd., Suite A Baton Rouge, LA 70809

Director \_\_\_\_\_

Director \_\_\_\_\_

Director \_\_\_\_\_

Name and address to return filed document:

Name: Caroline Pays

Address: 3500 North Causeway Blvd., Suite 1442

City, State, and Zip Code: \_\_\_\_\_

State of Missouri  
Creation - General Business - Foreign 3 Page(s)



T0726801041

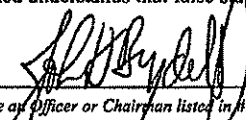
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8. The effective date of this document is the date it is filed by the Secretary of State of Missouri, unless you indicate a future date, as follows: \_\_\_\_\_

*(Date may not be more than 90 days after the filing date in this office)*

In Affirmation thereof, the facts stated above are true and correct:

(The undersigned understands that false statements made in this filing are subject to the penalties provided under Section 575.040, RSMo)

	John Brydels, Jr.	Chairman of the Board	8-8-07
<i>Must be an Officer or Chairman listed in #7, above</i>	<i>Printed Name</i>	<i>Title</i>	<i>Date</i>

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

# United States of America

## State of Louisiana



As Secretary of State, Jay Dardenne, I do hereby Certify that

**EVERYCALL COMMUNICATIONS, INC.**

A corporation domiciled in BATON ROUGE, LOUISIANA,

Filed charter and qualified to do business in this State on  
November 20, 1997,

I further certify that the records of this Office indicate  
the corporation has paid all fees due the Secretary of  
State, and so far as the Office of the Secretary of State is  
concerned is in good standing and is authorized to do  
business in this State.

I further certify that this Certificate is not intended to  
reflect the financial condition of this corporation since  
this information is not available from the records of this  
Office.

In testimony whereof, I have hereunto set  
My hand and caused the Seal of my Office  
To be affixed at the City of Baton Rouge on,

August 15, 2007

A handwritten signature of Jay Dardenne, Secretary of State of Louisiana.

Secretary of State  
34577625D



Certificate ID: 20070815001262

To validate this certificate, visit the following web site,  
go to **Commercial Division, Validate Certificate**, then  
follow the instructions displayed.  
[www.sos.louisiana.gov](http://www.sos.louisiana.gov)

# State of Missouri



Robin Carnahan  
Secretary of State

## CERTIFICATE OF AUTHORITY

WHEREAS,

*EVERYCALL COMMUNICATIONS, INC.*  
*F00845642*

using in Missouri the name

*EVERYCALL COMMUNICATIONS, INC.*

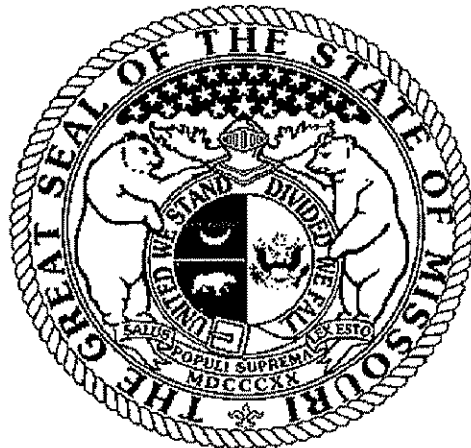
has complied with the General and Business Corporation Law which governs Foreign Corporations; by filing in the office of the Secretary of State of Missouri authenticated evidence of its incorporation and good standing under the Laws of the State of Louisiana.

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 hereunto  
set my hand and cause to be affixed the  
GREAT SEAL of the State of Missouri.  
Done at the City of Jefferson, this  
24th day of September, 2007.

*Robin Carnahan*

Secretary of State



# **EXHIBIT B**

FICTITIOUS NAME REGISTRATION



**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:

X00851103

Date Filed: 10/19/2007

Expiration Date: 10/19/2012

Robin Carnahan

Secretary of State

**Registration of Fictitious Name**

(Submit with filing fee of \$7)  
(Must be typed or printed)

This information is for the use of the public and gives no protection to the name being registered. There is no provision in this Chapter to keep another person or business entity from adopting and using the same name. The fictitious name registration expires 5 years from the filing date. (Chapter 417, RSMo)

The undersigned is doing business under the following name, and at the following address:

Business name to be registered: All American Home Phone

Business Address: 4315 Bluebonnet Blvd., Suite A  
(P.O. Box may only be used in addition to a physical street address)

City, State and Zip Code: Baton Rouge, LA 70809

The parties having an interest in the business, and the percentage they own are (If a business entity is owner, indicate business name and percentage owned. If all parties are jointly and severally liable, percentage of ownership need not be listed.):

Name of Owners,  
Individual or

Business Entity

Street and Number

City and State

Zip Code

If listed,  
Percentage of  
ownership  
must equal  
100%

Everycall Communications, Inc. 4315 Bluebonnet Blvd, STE A Baton Rouge, LA 70809

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 575.060 RSMo)

John Brydels, Jr.

8-8-07

Authorized Signature

Printed Name

Date

Authorized Signature

Printed Name

Date

Authorized Signature

Printed Name

Date

Name and address to return filed document:

Name: Caroline Pays

Address: 3500 North Causeway Blvd., Suite 1442

City, State, and Zip Code: Metairie, LA 70002

State of Missouri  
Fictitious Creation 1 Page(s)



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# EXHIBIT C

FINANCIAL STATEMENTS



**EveryCall Communications, Inc.**  
**Balance Sheet**  
As of December 31, 2009

	Dec 31, 09
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
Regions Checking-Operating Acct	-48,102.88
All American - Checking	75,659.15
All American - Refund Checking	453.67
Scottrade - Savings Account	2,178.92
Regions Bank - Petty Cash	380.24
Regions Bank-Cash-Georgia Acct	250,011.74
Regions Bank - CD-LPSC	51,249.64
Regions Bank - CD-TN	21,483.24
<b>Total Checking/Savings</b>	353,313.72
<b>Accounts Receivable</b>	
Accounts Receivable	97,044.07
<b>Total Accounts Receivable</b>	97,044.07
<b>Other Current Assets</b>	
Due to/from Brydels Properties	1,463.32
Due to/from Brydels Communicati	2,000.00
Payroll Asset	-3,850.00
Employee Advances	3,850.00
Due to/from Kyle Coats	4,890.00
Due to/from Brydels Marketing	5,120.00
Due from Louisiana Online	68,463.00
Deposits	990.00
<b>Total Other Current Assets</b>	82,926.32
<b>Total Current Assets</b>	533,284.11
<b>Fixed Assets</b>	
Software	30,031.88
Machinery & Equipment	42,316.12
Accumulated Depreciation	-31,965.88
Furniture and Fixtures	5,167.03
<b>Total Fixed Assets</b>	45,549.15
<b>TOTAL ASSETS</b>	<b>578,833.26</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
AT&T Disputed Amount	551,000.00
Allowance for Bad Debt	1,899.91
Due to/from Ten Sixteen Communi	-25.00
<b>Payroll Liabilities</b>	
Garnishment	193.06
LA Withholding	9.31
LA Unemployment	64.28
FUTA Payable	5.72
FICA - Employee	54.63
FICA - Company	54.63
Federal Withholding	12.00
Payroll Liabilities - Other	6,125.14
<b>Total Payroll Liabilities</b>	6,518.77
<b>Sales and Excise Tax Payable</b>	29,710.17
<b>Total Other Current Liabilities</b>	589,103.85
<b>Total Current Liabilities</b>	589,103.85

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Cash Basis

**EveryCall Communications, Inc.**

**Balance Sheet**

**As of December 31, 2009**

	<u>Dec 31, 09</u>
<b>Long Term Liabilities</b>	
Regions Bank - LOC	64.09
Due to/from John Brydels, Jr.	227,949.08
<b>Total Long Term Liabilities</b>	<u>228,013.17</u>
<b>Total Liabilities</b>	817,117.02
<b>Equity</b>	
Shareholder Equity	559,196.49
Capital Stock	3,000.00
Retained Earnings	-877,660.55
Net Income	77,180.30
<b>Total Equity</b>	<u>-238,283.76</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>578,833.26</u></u>

EveryCall Communications, Inc.  
**Profit & Loss**  
January through December 2009

	Jan - Dec 09
<b>Ordinary Income/Expense</b>	
Income	
Sales - AAHP	-13.00
Sales - AAHP (Refunds)	-1,882.02
Sales - AAHP - GD Money Pak	192,903.34
Sales - AAHP - Cash	238.50
Sales - AAHP - Money Orders/Cks	1,154,031.37
Sales - AAHP - Money Gram	861,002.32
Sales - AAHP - Credit Card	3,297,012.94
Sales - AAHP Agents	5,390.81
Sales - Local USA	1,053,598.70
Sales - CABS	27,841.07
<b>Total Income</b>	<b>6,590,124.03</b>
Cost of Goods Sold	
Cost of Goods Sold	
COGS - Disputed Amount	551,000.00
COGS - Outsource Services	0.00
COGS - Billing Expenses	421,375.57
COGS - CGM/Audit	36,553.68
COGS - Invoice Printing	62,156.48
COGS - Services	1,282,961.72
COGS - Taxes	509,497.07
COGS - Tax Compliance Services	38,644.49
COGS - Third Party Verification	55,179.00
<b>Total Cost of Goods Sold</b>	<b>2,957,368.01</b>
<b>Total COGS</b>	<b>2,957,368.01</b>
<b>Gross Profit</b>	<b>3,632,756.02</b>
Expense	
Advertising and Promotion	1,105,605.39
Agent Commission - Local USA	1,386.23
Agent Commission - AAHP	276.55
Bank Service Charges	21,104.92
Charitable Contributions	1,620.00
Computer and Internet Expenses	35,012.04
Continuing Education	4,780.42
Contract Labor	6,000.00
Credit Card Fees	110,254.63
Credit Reports	875.00
Dues and Subscriptions	3,221.54
Equipment Rental	1,821.23
Fees	10,645.95
Indep Contract Labor-Hispanic	186,062.00
Insurance Expense	
Long Term Disability Income Pla	600.00
Long Term Care Plan	568.08
Medical	
STATE CONTINUATION Subsidy	2,524.48
Medical - Other	115,697.25
<b>Total Medical</b>	<b>118,221.73</b>
Life & Std. Premium	9,772.40
Liability Insurance	1,062.00
Dental	6,004.58
Worker's Compensation	7,517.95
<b>Total Insurance Expense</b>	<b>143,746.74</b>

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Cash Basis

## EveryCall Communications, Inc.

## Profit &amp; Loss

January through December 2009

	Jan - Dec 09
Interest Expense	62,038.61
Leased Equip - Postage Meter	2,393.64
Licenses and Permits	3,600.00
Miscellaneous Expense	296.91
Office Expense	29,262.62
Office Supplies	22,716.90
Payroll Expenses	1,472,265.44
Penalties	170.96
Pest Control	209.79
Postage and Delivery	34,888.65
Printing and Reproduction	10,705.37
Professional Fees	
Accounting	4,375.00
Legal Fees	56,850.22
Consulting	8,500.00
Total Professional Fees	69,725.22
Provisioning	1,575.92
Rent Expense	82,540.00
Repairs and Maintenance	
Building	1,507.19
Total Repairs and Maintenance	1,507.19
Security	564.00
Taxes	
Federal	3,000.00
State	6,414.00
Taxes - Other	237.00
Total Taxes	9,651.00
Taxes - Property	567.74
Telemarketing	3,624.21
Telephone Expense	93,463.12
Temporary Employment Services	606.42
Travel & Ent	
Lodging	-147.98
Travel	10,948.27
Entertainment	5,007.68
Total Travel & Ent	15,807.97
Utilities	
Water	785.88
Gas & Electric	6,201.33
Total Utilities	6,987.21
Total Expense	3,557,581.53
Net Ordinary Income	75,174.49
Other Income/Expense	
Other Income	
Interest Income	2,005.81
Total Other Income	2,005.81
Net Other Income	2,005.81
Net Income	77,180.30

# **EXHIBIT D**

MANAGEMENT PROFILES

KYLE B. COATS  
5614 Stones River Ave.  
Baton Rouge, LA 70817

RESUME OF QUALIFICATIONS

(225) 753-6230

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EDUCATION	LOUISIANA STATE UNIVERSITY, Baton Rouge, LA Bachelor of Science Degree
EXPERIENCE	
07/03-Present	EVERYCALL COMMUNICATIONS, Baton Rouge, LA President/Treasurer
01/03- 07/03	COMMAND CENTRAL, Baton Rouge, LA Sales Manager Responsibilities: All sales activity related to prospecting, proposing and closing alarm monitoring services to alarm dealers throughout the U.S.
12/00-12/02	EATEL, Baton Rouge, LA (Eatel acquired Telamerica 12/8/00) Manager, Strategic Sales Responsibilities: Manage the existing Telamerica sales team in marketing the products offered by Eatel. Products include: facilities based T-1 and resale dial tone, T-1 internet and long distance service.
12/96- 12/00	TELAMERICA LONG DISTANCE, Baton Rouge, LA Vice President of Sales and Customer Service Responsibilities: In addition to responsibilities as sales manager, my responsibilities included: Opening sales offices in markets throughout LA, staffing these offices with both sales and managerial personnel, creating a centralized customer service department and then expanding it into a 24/7 operation, managed the process of becoming a competitive Local Exchange Carrier.
1/88 - 3/96	Sales Manager-TELAMERICA LONG DISTANCE Responsibilities: Hiring, training, supervising, and evaluating of sales force, development and implementation of incentive oriented compensation plan and competitive rate structures, coordination of all marketing activities which include: direct sales, trade shows, and advertising trade accounts. Handled all customer relations for new and existing accounts.
2/87 - 1/88	Communications Consultant - TELAMERICA LONG DISTANCE Responsibilities: Generation of leads, follow up on leads, analysis of potential client's long distance needs, presentation and closing of proposals to potential clients, follow up on customer satisfaction.
6/85 - 1/87	GAGE TELECO USA, Baton Rouge, LA Account Representative Responsibilities; Market PBX and Key phone systems to area businesses.

JOHN H. BRYDELS, JR. , CFA  
549 Kenilworth Parkway  
Baton Rouge, LA 70808

RESUME  
john@brydels.com  
(225) 806-3599

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**EDUCATION**

LOUISIANA STATE UNIVERSITY, Baton Rouge, LA  
Bachelors of Science - Finance - 1982

LOUISIANA STATE UNIVERSITY, Baton Rouge, LA  
Masters of Science – Accounting - 1984

YALE UNIVERSITY - SCHOOL OF MANAGEMENT, New Haven, CT  
Masters of Business Administration - Concentration in Finance – 2005  
Distinction in the following courses: Accounting, Corporate Finance,  
Corporate Finance II, Economics, Investments, Statistics, Operations

**EXPERIENCE**

2006-Present      BRYDELS FINANCIAL SERVICES, LLC – Baton Rouge, LA  
President and Owner of Investment Advisory Firm.

2006-Present      SOUTHEASTERN LOUISIANA UNIVERSITY – Hammond, LA  
Adjunct Faculty Member – teaching Corporate Finance

2004-Present      EVERYCALL COMMUNICATIONS d/b/a LOCAL USA, Baton Rouge, LA  
Chief Financial Officer and Part Owner  
Responsibilities: Cash management, budgeting, forecasting, regulatory and  
government filings.

1984 - 2001      TLX d/b/a TELAMERICA LONG DISTANCE, Baton Rouge, LA  
President and Chief Executive Officer  
Responsibilities: Cash management, budgeting, forecasting, regulatory and  
government filings.

1982 - 1984      LOUISIANA STATE UNIVERSITY – Accounting Department  
Responsibilities: Taught cost accounting (managerial accounting) and Graduate  
Assistant for tax accounting class.

**PROFESSIONAL DESIGNATIONS:**

CPA – Certified Public Accountant (inactive)  
CFA Charterholder – Chartered Financial Analyst  
CMA – Certified Managerial Accountant

**REFERENCES**      Available upon request

# **Resume**

## **Jon C. Seger**

### **Personal Data**

Address: 756 Myrtle View Drive, Baton Rouge, Louisiana 70810-4200.  
Home Phone: (225) 769-3950.  
Date and Place of Birth: June 3, 1957 Ft. Collins, Colorado.  
Marital Status: Married, four children.

### **Work Experience**

Date: July 2003-Present  
Company: EveryCall Communications, Inc  
Type of Business: Competitive Local Exchange Carrier  
Position: CEO

Date: December 2000 – June 2003  
Company: Louisiana Online, Inc., Baton Rouge, Louisiana  
Type of Business: Internet retail.  
Position: Owner / Vice President  
Description of work:

Web site creation and modification, photography, inventory control, order processing, shipping, telecommunications, and system backups.

Date: June 1984 - December 2000  
Company: TLX Communications, Inc., Baton Rouge, Louisiana.  
Type of Business: Telephone company.  
Position: Owner / Vice President.  
Description of work:

Chief Engineer responsible for all technical aspects of the company, including installation and maintenance of long distance network, Harris 20/20 switch and related equipment, digital and analog trunks, central office repeaters, Novell LAN, customer database and billing system, fire suppression systems, UPS and DC power system. Head of customer provisioning department and technical support department. Oversee installation and maintenance of customer premise Channel



Banks, 1+ Automatic Dialers, and data circuits.

Date: June 1981 - June 1982

Company: Catalytic, Inc., Baton Rouge, Louisiana.

Type of Business: Industrial Engineering and Construction company.

Position: Field and Home Office Planning Engineer, Project Administrator.

Description of work:

Field Planning Engineer on Crude Air Preheater project for Marathon Oil Company, Garyville, Louisiana. Home Office Planning Engineer assigned to the following projects: Substrate Alumina expansion for Kaiser Aluminum and Chemical Corp., Baton Rouge, Louisiana; Blending and Packaging facility for Penzoil Products Company, Shreveport, Louisiana; and Crude Air Preheater for Marathon Oil Company, Garyville, Louisiana. Project Administrator for Substrate Alumina project for Kaiser Aluminum and Chemical Corp., Baton Rouge, Louisiana.

Date: June 1973 - March 1981

Employer: Self-Employed Painting Contractor, Baton Rouge, Louisiana.

Description of work:

Estimating, Contract Administration, Accounting, Purchasing, Job Superintendent, Painter.

## Education

1982 - 1984 Louisiana State University, Baton Rouge, Louisiana.

Degree: Master of Business Administration.

1975 - 1981 Louisiana State University, Baton Rouge, Louisiana.

Degree: Bachelor of Science in Construction.

1971 - 1975 Robert E. Lee High School, Baton Rouge, Louisiana.

## College Honors and Activities

SGA University College President; Dean's List; Student Chapter Associated General Contractors; Phi Gamma Delta - IFC Representative, Scholastic Achievement Award, Award and Honors Committee.