



Choice Telco

Answers pertaining to the Application for Certificate to
become a Telecommunications Carrier

- Question #6 Joseph Sauer - Member
 860-249-2000
 860-249-3000 (fax)
 866-249-7400 (toll free)
 jsauer@choicetelco.com
- Question #14 resumes attached
- Question #25 projected financial statement attached
- Question #22 Written LOA'S will be required from customers which
 will be internally verified. Also pic freezes will
 be available to customers upon request.

GEOFFREY ROWNTREE - received a Bachelor of Business Administration Degree from American International College, Springfield, Massachusetts in 1976 and joined Diebold Inc. at Canton, Ohio as a sales representative following graduation. he specialized in electronic banking products including networked automatic teller machines (ATM).

He then founded New England Business Interiors in 1984 and operated it until 1992. The company designed and built specialty electronic furniture and computer room control consoles in large corporations data processing operations centers.

Mr. Rowntree has been marketing consult since 1993 to major corporations including Coca-Cola.

In addition to his business activities, Mr. Rowntree was appointed to the State of Connecticut Judicial Review Council by the Governor of the State of Connecticut.

JOSEPH H. SAUER, III - holds a Bachelor of Science Degree in Electrical Engineering from Worcester Polytechnic Institute, Worcester, MA. He has experience in computer networking and telephone system installation and management. Mr. Sauer has managed a retail service organization in Connecticut (Pocono Marina Inc.) since 1982, and has been President of said corporation since 1987.

Mr. Sauer oversees all technical aspects of proposed services for Connecticut Bay Phone LLC. He manages purchasing and implementation of tools, equipment, and services. He defines company policies and customer service policies. Mr. Sauer is responsible for book and record keeping, reporting to outside agencies, and office management.

DOLORES PADDOCK - Dedicated Sales Director with over 30 years of telecommunications background. Significant experience in sales, managing, training and all aspects of customer service, contact and supervising sales people on a daily basis.

Experience

1996 - ~~2001~~ Connecticut Telephone Wallingford, CT
Sales Director

- Oversee outside account executives in all their job functions
- Train sales force on all new landline functions related to selling.
- Interact with customers and solve their individual problems and concerns.
- Assist account executives with appointments to help them close the sale of that client.
- Oversee the provisioning process of the orders.
- Attend meetings with other department heads when necessary.
- Interact with high maintenance accounts and go to their businesses to review their bills when needed.
- Discuss our long distance rates to maintain a profitable margin while also competitive rate in the long distance field.
- Review work problems with account executives when necessary and help find a solution.
- Participate in monthly meetings with the Vice President of Sales, other departments and the outside sales force.
- Participate in weekly meetings with the Vice President of Sales and outside account executives.
- Interact with the provisioning department concerning orders that the account executives deliver for the processing.
- Assist landline department with problems during a specific conversion and call the customer when necessary.
- Interact with the installation and repair department concerning a customer's problem, concern or need.
- Attend monthly meetings to update and review recent changes that need to be related to the sales force and other departments.

1996-1996 S.N.E.T. Co. New Haven, CT
Assistant Manger, training and development

- Trained new employees on computer screens related to customer service.
- Assisted in new training procedures.
- Assisted customer service representatives.

1969-1995 S.N.E.T. Co. North Haven, CT
Business and Residential Sales Representative

- Perform extensive customer service through direct linkage with SNET customers.

- Respond to request, investigate and resolve problems.
- Modify, remove or sell equipment and services.
- Interact with numerous large business customers to analyze their needs.
- Involved in all types of customer accounts and their concerns.

Awards/Achievements

- 1990 Top Seller in the Business Group in the sales of Fax machines
- Published in the SNET Marketing Bi-Annual Paper
- One of the top 15 sellers in the SNET Business Services receiving many NOVA awards consecutively over the past 20 years
- Top Seller Club numerous years
- Winner of multiple trips and prizes

Education

Southern Connecticut State University, New Haven, CT
University of New Haven, West Haven, CT
Mt. Ida Junior College, Newton, Ma

THOMAS P. SANFORD - holds a Bachelor of Arts Degree in Math from Western Connecticut State University, Danbury, CT. He has owned and managed a retail service organization in Connecticut (Pocono Marina Canvas Shop) since 1979.

Mr. Sanford organizes and participates in sales efforts of Company. He manages and implements maintenance policies and schedules. He oversees customer service policies, book and record keeping, and office management. He participates in technical aspects of proposed services.



In Response to Question #25

Financial Qualifications: Applicant is financially qualified to render the services proposed herein. As Choice was formed recently, it does not have audited financial statements at this time. In demonstration of its financial qualifications Applicant submitted in a sealed envelope its Proforma Financial Statements demonstrating that the Applicant has access to sufficient financial resources to provide the proposed telecommunications services in the State of Illinois. These statements are confidential, proprietary, and commercially sensitive. Choice, therefore, requests that these statements be given confidential treatment and that they not be made a part of the public records or otherwise made available for Public disclosure. Accordingly, attached hereto is Choice's Motion for Protective Order and accompanying Proposed Protective Order.



Choice Telco

In Response to question #14

Managerial and Technical Qualifications: Applicant is technically and managerially qualified to operate and manage its proposed telecommunications operations in Connecticut. Its management is well qualified to execute its business plan. A member of Choice's management team, Joseph Sauer, has operations and engineering experience in operating other companies in the telecommunications industry. A key member of the team, Geoffrey Rowntree, has extensive sales and managerial experience in the Connecticut marketplace and, as Choice's Senior Manager, will act as its Regulatory Contact. Choice has employed Dolores Paddock, who has over thirty (30) years of customer sales and service experience with other regulated telephone companies in Connecticut, as its customer sales manager. Based on her familiarity with tariff administration, Ms. Paddock will also be its Regulatory Manager. Also engaged is Thomas Sanford who will be a customer service representative. The team demonstrates the requisite management and technical qualifications necessary to be successful telecommunications resellers which will offer high quality service to the public. Attached is a description of the relevant experience and expertise of Choice's key management personnel.

ARTICLES OF ORGANIZATION

of

CHOICE TELLCO, LLC

The undersigned hereby forms a limited liability company under the Connecticut Limited Liability Company Act.

FIRST: The name of the limited liability company (the "Company") is: Choice Tellco, LLC.

SECOND: The purposes to be promoted or carried out by the Company shall be to engage in any lawful act or activity for which limited liability companies may be formed under the Connecticut Limited Liability Company Act.

THIRD: The principal office of the Company shall be One Lewis Street, Hartford, Connecticut 06103-2506.

FOURTH: The Agent for Service of Process for the Company shall be Levy & Droney, P.C., Attention: Joseph A. Vitale, 74 Batterson Park Road, Farmington, CT 06032.

I declare, under penalties of false statement, that the statements made in these Articles of Organization are true.

Dated: March 15, 2001

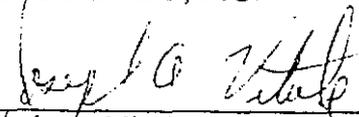


Joseph A. Vitale
Organizer

Acceptance of Designation as Agent for Service

The foregoing designation as Agent for Service of Process is hereby accepted:

LEVY & DRONEY, P.C.

By: 

Joseph A. Vitale
Its Vice President

Please return to:
Nylene A. Noé
Levy & Droney, P.C.
74 Batterson Park Road
Farmington, CT 06032

SECRETARY OF THE STATE
30 TRINITY STREET
P.O. BOX 150470
HARTFORD, CT 06115-0470

ARCH 19, 2001

LEVY & DRONEY, P.C.
74 BATTERSON PARK ROAD
P.O. BOX 887
FARMINGTON, CT 06034-0887

E: Acceptance of Business Filing

This letter is to confirm the acceptance of the following business filing:

Business Name:
CHOICE TELLCO, LLC

Work Order Number: 2001046635-001
Business Filing Number: 0002228656
Type of Request: ARTICLES OF ORGANIZATION
File Date/Time: MAR 16 2001 01:29 PM
Effective Date/Time:
Work Order Payment Received: 85.00
Payment Received: 85.00
Account Balance: 1755.00
Customer Id: 000363
Business Id: 0676274

If applicable for this type of request, a summary of the business information now on our records for this business is enclosed.

If you would like copies of this filing you must complete a Request for Corporate Copies and submit it with the appropriate fee.

MARK MATTIOLI
Commercial Recording Division
50-509-6003

BUSINESS FILING REPORT

WORK ORDER NUMBER:2001046635-001
BUSINESS FILING NUMBER: 0002228656

BUSINESS NAME:

CHOICE TELLCO, LLC

BUSINESS LOCATION:

ONE LEWIS STREET
HARTFORD,CT 06103-2506

** END OF REPORT **



OFFICE OF THE SECRETARY OF STATE

JESSE WHITE • Secretary of State

SEPTEMBER 27, 2002

0078386-2

ILLINOIS CORP SERVICE COMPANY
700 SOUTH SECOND STREET
SPRINGFIELD, IL 62704-0000

RE CHOICE TELCO, LLC

DEAR SIR OR MADAM:

IT IS OUR PLEASURE TO APPROVE YOUR REQUEST TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS. ENCLOSED PLEASE FIND AN APPROVED APPLICATION OF ADMISSION.

THE LIMITED LIABILITY COMPANY MUST FILE AN ANNUAL REPORT PRIOR TO THE FIRST DAY OF ITS ANNIVERSARY MONTH (MONTH OF QUALIFICATION) NEXT YEAR. A PRE-PRINTED ANNUAL REPORT FORM WILL BE SENT TO THE REGISTERED AGENT AT THE ADDRESS SHOWN ON THE RECORDS OF THIS OFFICE APPROXIMATELY 60 DAYS PRIOR TO ITS ANNIVERSARY MONTH.

SINCERELY YOURS,

JESSE WHITE
SECRETARY OF STATE

DEPARTMENT OF BUSINESS SERVICES
LIMITED LIABILITY COMPANY DIVISION
TELEPHONE (217)524-8008

JW:LLC

January 1999

Jesse White
Secretary of State
Department of Business Services
Limited Liability Company Division
Room 359, Howlett Building
Springfield, IL 62756
<http://www.sos.state.il.us>

Payment must be made by certified check, cashier's check, Illinois attorney's C.P.A.'s check or money order, payable to "Secretary of State."

Illinois Limited Liability Company Act

Application for Admission to Transact Business

Submit in Duplicate

Must be typewritten

This space for use by Secretary of State

Date 9/27/2002
Assigned File # 0078-386-2
Filing Fee \$400
Penalty \$
Approved: [Signature]

This space for use by Secretary of State

FILED

SEP 27 2002

JESSE WHITE
SECRETARY OF STATE

1. Limited Liability Company name: CHOICE TELCO, LLC
(Must comply with Section 1-10 of ILLCA or article 2 below applies.)

2. The assumed name, other than the true company name, under which the LLC proposes to transact business in Illinois is: CHOICE TELCO, LLC
(If applicable, a form LLC-1.20, Application to Adopt an Assumed Name, is required to be completed and attached to this application.)

3. Federal Employer Identification Number (F.E.I.N.): 06-1615366

4. Jurisdiction of Organization: Connecticut

5. Date of Organization: 3/16/01

6. Period of Duration: PERPETUAL
(See #14 on back)

7. The address, including county, of the office required to be maintained in the jurisdiction of its organization, or if not required, of the principal place of business (Post office box alone and c/o are unacceptable):

100 Walls Street
(Number) (Street) (Suite)
Hartford, CT 06103-2506
(city/state) (ZIP Code) (County)

8. Registered agent: Illinois Corporation Service Company
(First Name) (Middle Name) (Last Name)

Registered Office: 700 South Second Street
(Number) (Street) (Suite #)

(P.O. Box or c/o are unacceptable) Springfield, Sangamon Illinois 62704
(City) (County) (ZIP Code)

9. The date on which this foreign LLC first did business in Illinois: pending approval of this filing

LLC-45.5

- 10. The purpose or purposes for which the company is organized and proposes to conduct in this State: Include the business code # (IRS Form 1065).
to provide in state telephone service reseller

- 11. The limited liability company is managed by:
 - manager(s)
 - vested in member(s)

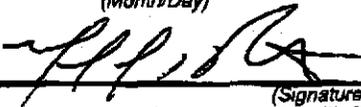
- 12. The Illinois Secretary of State is hereby appointed the agent of the limited liability company for service of process under the circumstances set forth in a subsection (b) of Section 1-50 of the ILLCA.

- 13. This application is accompanied by a certificate of good standing or existence, as well as a copy of the articles of organization, as amended, duly authenticated within the last thirty (30) days, by the officer of the state or country wherein the LLC is formed.

- 14. If the period of duration is a date certain and is not stated in the Articles of Organization from the domestic state, a copy of that page from the Operating Agreement stating the date must also be submitted.

- 15. The undersigned affirms, under penalties of perjury, having authority to sign hereto, that this application for admission to transact business is to the best of my knowledge and belief, true, correct and complete.

Dated 9/23, 2002
(Month/Day) (Year)


(Signature)
(Signature must comply with Section 5-45 of ILLCA)

Geoffrey Rowntree, Member
(Type or print name and title)

(If applicant is a company or other entity, state name of company and indicate whether it is a member or manager of the LLC.)

*Please refer to Sections 178.20(d) and (e) of the Administrative Rules
 LLC-17.4