



800-259-8748
LEGAL@CERETEL.COM

May 31, 2016

VIA EMAIL

Washington Utilities and Transportation Commission
records@utc.wa.gov

Re: Registration and Competitive Classification of Telecommunications Companies

Dear Sir or Madam:

Enclosed please find the following documents submitted on behalf of CereTel Incorporated:

- Registration and Competitive Classification of Telecommunications Companies
- Current Balance Sheet
- Latest Annual Report

Please confirm receipt of these items. Any questions about this filing may be directed to my attention.

Sincerely,

Thomas M. Lynch

TML:atr

Enclosures



UTILITIES AND TRANSPORTATION COMMISSION

REGISTRATION AND COMPETITIVE CLASSIFICATION OF TELECOMMUNICATION COMPANIES

All telecommunications companies must register with the Utilities and Transportation Commission (UTC) prior to beginning operations in the state of Washington. Refer to RCW 80.36, WAC 480-121, 480-80, and 480-120.

1300 South Evergreen Park Drive SW
PO Box 47250
Olympia, WA 98504-7250

Telephone 360-664-1160 / Fax 360-586-1150
TTY 360-586-8203 or 1-800-416-5289
Website: www.utc.wa.gov

The UTC has a policy of providing equal access to its services. To request this document in alternate formats, please call 360-664-1133.

- Complete the application form.
Submit these forms via the Records Center Web portal or e-mail to records@utc.wa.gov as an electronic attachment. UTC encourages electronic submission of filings.
UTC will issue a registration certificate with an effective date 30 days from the date the completed application is received and approved.

Include the following:

- Current Balance Sheet
Latest Annual Report, if any

Competitive Classification

Applicant is subject to effective competition and requests waiver of regulatory requirements outlined in WAC 480-121-063 (1).

Telecommunications Company Information

Company Name: CereTel Incorporated d/b/a:
Company Mailing Address: 185 Admiral Cochrane Dr, Ste 115
City/State/Zip: Annapolis, MD 21401
Web Site Address: http://www.cerotel.com/

Unified Business Identification Number (UBI): 603 488 793
(If you do not know your UBI number or need to request one contact the Business Licensing Services at 360-664-1400 or 1-800-451-7985)

Questions regarding this application should be directed to:

Name: Marc Krens
Phone Number: 800-259-8748 Fax Number: 443-926-0574 E-mail: legal@cerotel.com
Mailing Address: 185 Admiral Cochrane Dr, Ste 115
City/State/Zip: Annapolis, MD 21401

Registered Agent (A Washington Agent is required if the company is located outside Washington State):

Name: National Registered Agents, Inc.
Mailing Address: 505 Union Ave SE STE 120
City/State/Zip: Olympia, WA 98501
Phone Number: 609-716-0300

Name, address and title of each officer or director (attach additional pages if needed)

<u>Name</u>	<u>Address</u>	<u>Title</u>
Bernt Killingstad	185 Admiral Cochrane Dr, Ste 115, Annapolis, MD 21401	Director
Thomas Lynch	185 Admiral Cochrane Dr, Ste 115, Annapolis, MD 21401	CEO
Marc Krens	185 Admiral Cochrane Dr, Ste 115, Annapolis, MD 21401	CFO

Regulatory Contact:

Name: Thomas Lynch
Mailing Address: 185 Admiral Cochrane Dr, Ste 115, Annapolis, MD 21401
Phone Number: 800-259-8748 Fax Number: 443-926-0574
E-mail: legal@ceretel.com

Consumer Questions and/or Complaint Contact:

Name: Theresa Gonzalez
Title: Customer Service Manager
Phone Number: 800-259-8748 Fax Number: 443-926-0574
E-mail: CustomerService@ceretel.com

Emergency Contact:

Name: Thomas Lynch
Title: CEO
Phone Number: 800-259-8748 Fax Number: 443-926-0574
E-mail: legal@ceretel.com

Telecommunication services that will be provided (check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Local Exchange Service (Resale) | <input type="checkbox"/> Data Services |
| <input type="checkbox"/> Calling Cards | <input checked="" type="checkbox"/> Prepaid Calling Cards |
| <input type="checkbox"/> Alternate Operator Services | <input type="checkbox"/> Directory Assistance |
| <input type="checkbox"/> Long Distance Interlata | <input type="checkbox"/> WATS (800/888) |
| <input type="checkbox"/> Long Distance Intralata | |
| <input type="checkbox"/> Other, please specify _____ | |

Ceretel Incorporated
Consolidated Balance Sheet
December 31, 2015

	<u>2015-12</u>
Assets	
Current assets	
Cash and cash equivalents	\$ 21,039
Trade account receivable, net of allowance for doubtful accounts	1,797,164
Accounts receivable - other	81,026
Inventory	67,230
Prepaid expenses	169,662
Other current assets	-
Total current assets	<u>2,136,121</u>
Security Deposits	266,598
Property, plant and equipment, net	303,123
Intangible assets, net	6,493,689
Investment	30,000
Total long term assets	<u>7,093,410</u>
Total assets	<u><u>\$9,229,531</u></u>
Liabilities	
Current liabilities	
Accounts payable - trade	\$644,767
Accrued expenses	736,898
Deferred revenue	492,006
Notes Payable	200,000
Notes payable - shareholder	438,295
Other current liabilities	64,892
Total current liabilities	<u>2,576,859</u>
Long term liabilities	
Taxes and regulatory payable	358,365
Dividend payable	36,601
Other long term liabilities	39,840
Total long term liabilities	<u>434,806</u>
Total Liabilities	<u><u>\$3,011,665</u></u>
Stockholder's equity	
Equity - common stock	-
Equity - preferred Stock	4,887,000
Additional paid in capital	-
Dividends - preferred	(36,601)
Retained earnings	-
Current earnings	1,367,467
Total Shareholder Equity	<u>\$6,217,866</u>
Total equity	<u><u>\$6,217,866</u></u>
Total liabilities and stockholder's equity	<u><u>\$ 9,229,531</u></u>

Ceretel Incorporated
Consolidated Income Statement
December 31, 2015

	<u>YTD</u>
Revenue	\$22,927,156
Cost of sales	16,857,223
Gross profit	6,069,933 26%
SG&A expenses	
Employee Wages & PTEB	5,488,177
Travel	649,706
Sales & marketing - discretionary	85,904
Sales & marketing - non discretionary	367,349
Merchant Services Fees - Retail Sales	189,804
Technology operations	431,389
Professional fees	383,684
Rent and office related	248,373
Regulatory and tax expense	415,038
Customer service	368,987
Insurance	38,722
Bank fees	77,215
Other	167,545
Total SG&A Expenses	8,911,894 39%
Adjusted EBITDA	(2,841,960) -12%
Depreciation and amortization	802,774
Interest	4,543
Other Income	(5,325,063)
Extraordinary Expense	(0)
Non-Recurring Expenses	308,318
Net income before Income Taxes	\$1,367,467
Income Tax	-
Net Income	\$1,367,467

Ceretel Incorporated
Consolidated Balance Sheet
For the Four Months Ended April 30, 2016

	Current Month 2016-4	Prior Month 2016-3
Assets		
Current assets		
Cash and cash equivalents	\$ 21,997	\$ 41,391
Trade account receivable, net of allowance for doubtful accounts	2,214,391	2,118,805
Accounts receivable - other	50,328	55,859
Inventory	88,171	97,598
Prepaid expenses	28,975	232,115
Other current assets	8,526	6,656
Total current assets	2,412,387	2,552,424
Long term assets		
Security Deposits	290,073	290,073
Property, plant and equipment, net	262,649	275,356
Intangible assets, net	6,201,187	6,277,574
Investment	42,000	42,000
Total long term assets	6,795,909	6,885,003
Total assets	\$9,208,295	\$9,437,427
Liabilities		
Current liabilities		
Accounts payable - trade	\$698,998	\$573,356
Accrued expenses	577,939	667,889
Deferred revenue	583,531	596,118
Notes Payable	200,000	200,000
Notes payable - shareholder	1,591,260	1,522,276
Other current liabilities	60,935	60,651
Total current liabilities	3,712,663	3,620,289
Long term liabilities		
Taxes and regulatory payable	475,910	453,221
Dividend payable	183,006	146,405
Other long term liabilities	39,840	39,840
Total long term liabilities	698,757	639,466
Total Liabilities	\$4,411,420	\$4,259,755
Stockholder's equity		
Equity - common stock	-	-
Equity - preferred Stock	4,887,000	4,887,000
Additional paid in capital	-	-
Dividends - preferred	(183,006)	(146,405)
Retained earnings	1,367,467	1,367,467
Current earnings	(1,274,586)	(930,390)
Total Shareholder Equity	\$4,796,875	\$5,177,673
Total equity	\$4,796,875	\$5,177,673
Total liabilities and stockholder's equity	\$ 9,208,295	\$ 9,437,427