



Office No.: (678) 672-2800

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1725 Windward Concourse, Suite 150
Alpharetta, GA 30005

April 28, 2021

Via Electronic filing

Georgia Public Service Commission
Mr. Reece McAlister
Executive Secretary
244 Washington Street, SW
Atlanta, GA 30334
(404) 656-4501

RE: Annual Report
White Label Communications, LLC (Certificates: L-7753 and R-7754)

Dear Mr. McAlister,

This filing contains the required Annual Report for the company. White Label Communications, LLC has provided a Public Disclosure Copy and a Trade Secret copy pursuant to Georgia Commission Rule 515-3-1.11. Pursuant to the commission's website, this filing is made via alternative e-file to prevent the spread of COVID-19.

These statements contain confidential information detailing current financial information. The Company is not publicly traded and does not file financial statements with the SEC. The information is not generally available to those inside the Company without specific need-to-know, and the Company keeps it in a secure location to prevent inadvertent disclosure.

The Company believes that disclosure of this private, confidential information could place it at a disadvantage in their competitive operation and transactions. Due to this, the Company feels it has good cause to request the Commission allow protective treatment under O.C.G.A § 10-1-761(4).

Please direct any questions you may have to my attention at (405) 470-4649 or by email at mdean@fastektax.com.

Sincerely,

/s/ Matt W. Dean

Matt W. Dean
Regulatory Consultant

/mwd
Enclosure(s)

White Label Communications Profit & Loss

January through December 2020
Jan - Dec 20

Ordinary Income/Expense

Income

- 40500 - Atlas Core Usage Rev AB
 - 40505 - Devices
 - 40506 - Virtual Extensions
 - 40510 - PBX Connectors
 - 40515 - Origination
 - 40520 - Termination
 - 40525 - Toll Free Origination
 - 40530 - International
 - 40535 - Telephone Number MRC
 - 40540 - Toll Free Number MRC
 - 40545 - Broadband
 - 40550 - CNAM Dips
 - 40551 - SMS
 - 40555 - Efax
 - 40556 - Fax Boxes
 - 40560 - Edgeview Monitoring
 - 40561 - Call Recording
 - 40565 - E911
 - 40567 - Boomea Meetings
 - 40570 - Data Center
 - 40575 - Discount Level
 - 40580 - Reseller User Access
 - 40585 - Reseller Minimum
- Total 40500 - Atlas Core Usage Rev AB
- 40600 - Atlas Core Usage Rev C
 - 40605 - Devices
 - 40606 - Virtual Extensions
 - 40610 - PBX Connectors
 - 40615 - Origination
 - 40620 - Termination
 - 40625 - Toll Free Origination
 - 40630 - International
 - 40635 - Telephone Number MRC
 - 40640 - Toll Free Number MRC
 - 40645 - Call Paths
 - 40650 - CNAM Dips
 - 40651 - SMS
 - 40655 - Efax
 - 40656 - Fax Boxes
 - 40660 - Edgeview Monitoring
 - 40661 - Call Recording
 - 40665 - E911
 - 40667 - Boomea Meetings
 - 40680 - Reseller User Access

REDACTED

White Label Communications Profit & Loss

January through December 2020
Jan - Dec 20

Total 40600 - Atlas Core Usage Rev C
40700 - Atlas Core Usage Rev CP
 40705 - Devices
 40706 - Virtual Extensions
 40715 - Origination
 40716 - Origination Overage
 40720 - Termination
 40721 - Termination Overage
 40725 - Toll Free Origination
 40730 - International
 40735 - Telephone Number MRC
 40740 - Toll Free Number MRC
 40745 - Call Paths
 40750 - CNAM Dips
 40751 - SMS
 40755 - Efax
 40756 - Fax Boxes
 40760 - Edgeview Monitoring
 40761 - Call Recording
 40765 - E911
 40767 - Boomea Meetings
 40780 - Reseller User Access
Total 40700 - Atlas Core Usage Rev CP
40800-Atlas Core Usage Rev BND
 40805 - Devices
 40806 - Virtual Extensions
 40807 - Outside Devices
 40825 - Toll Free Origination
 40830 - International
 40835 - Additional Telephone TN
 40840 - Toll Free Number MRC
 40845 - Call Paths
 40851 - SMS
 40855 - Faxline
 40856 - Fax Boxes
 40860 - Edgeview Monitoring
 40861 - Call Recording
 40865 - Additional E911
 40867 - Boomea Meetings
 40875 - Reseller Discount Level
 40880 - Reseller User Access
 40885 - Reseller Minimum
Total 40800-Atlas Core Usage Rev BND
40900 - Other CORE MRR
 42020 - SureTax Integration
Total 40900 - Other CORE MRR

REDACTED

White Label Communications Profit & Loss

January through December 2020
Jan - Dec 20

41000 - Non Core Revenue NRC
 42021 - Telephone Number NRC
 42070 - Unprovisioned E911 Call
 42080 - LNP Fees
 44000 - License Fees
Total 41000 - Non Core Revenue NRC
42000 - Other Revenue
 42001 - Administrative Fees
 42001.1 - Bounced Check Fee
 42001.2 - CC Processing Fee
Total 42001 - Administrative Fees
 42010 - Professional Services
 42035 - Termination of Contract
 42040 - Late Fees
 45000-Taxes
 30001-Telecom Recovery Fee
Total 45000-Taxes
 PPP Loan Forgiveness
 42000 - Other Revenue - Other
Total 42000 - Other Revenue
Total Income
Cost of Goods Sold
 60000 - Core Usage COGS MRC
 60005 - EndPoint License
 60019 - Origination
 60020 - Origination LI - Tier 0
 60021 - Origination LI - Tier 1
 60022 - Origination LI - Tier 2
 60023 - Origination LI - Tier 3
 60019 - Origination - Other
Total 60019 - Origination
 60030 - Termination
 60040 - Toll Free Origination
 60050 - International Terminati
 60061 - Telephone Number MRC
 60062 - Tol Free Number MRC
 60070 - Broadband DIA
 60080 - CNAM Usage
 60085 - EFax
 60087 - SMS
 60090 - E911
Total 60000 - Core Usage COGS MRC
 61000 - Non Core Usage COGS NRC
 60100 - Data Center
 61015 - Hardware Data Center
 61016 - Software

REDACTED

White Label Communications Profit & Loss

January through December 2020
Jan - Dec 20

REDACTED

61020 - Telephone Number NRC
61050-EndPoint License-2600Hz
61050 - Unprovisioned E911 Call
61060 - LNP Fees
61070 - Directory Assistance
61090 - Lease Expense
Total 61000 - Non Core Usage COGS NRC
62000 - Other COGS
62010 - Professional Services
62020 - SureTax Integration
62100 - Finance Charges
62110 - Shipping Costs
62200 - Discount and Credits
62500 - Misc.
Total 62000 - Other COGS
63000 - Taxes & Surcharges
63010 - Federal
63011 - Universal Service Fund
63010 - Federal - Other
Total 63010 - Federal
63020 - State
63021 - Sales Tax
63022 - E911
63020 - State - Other
Total 63020 - State
63030 - City
63000 - Taxes & Surcharges - Other
Total 63000 - Taxes & Surcharges
Total COGS
Gross Profit
Expense
Advertising and Promotion
Automobile Expense
Bad Debt
Bank Service Charges
ACH Fees
Credit Card Fees
Bank Service Charges - Other
Total Bank Service Charges
Commissions
Computer & Internet Expenses
Depreciation Expense
Equipment - Supplies
FCC Regulatory Fee
Finance Charge
Insurance Expense

White Label Communications Profit & Loss

January through December 2020
Jan - Dec 20

Health
Property
Workers Comp
Total Insurance Expense
Interest Expense
Meals and Entertainment
Misc. Purchases
NANP Payment
Neustar
Nevada Personal Property Tax
NYC State Income Tax
Office Cleaning
Office Supplies
Payroll Expenses
Payroll Processing Expenses
Payroll Taxes
 Payroll FICA
 Payroll FUTA
 Payroll SUTA
Total Payroll Taxes
Previous Years Taxes - NJ
Professional Fees
 Accounting
 Attorney
 Recruiting
 Sales
 Telecomm Accounting
Total Professional Fees
Professional Services
 Annual Support
 Contractor
 Development
 Kazoo
 Technical
 Temp Agency
Total Professional Services
Rent Expense
 Lease
Total Rent Expense
Sales Tax
 Sales Tax - Leases
 Sales Tax - Other
Total Sales Tax
Security System
 Equipment & Installation
Total Security System

REDACTED

White Label Communications Profit & Loss

January through December 2020
Jan - Dec 20

Shipping	REDACTED
Software	REDACTED
Subscriptions	REDACTED
Travel Expense	REDACTED
Utilities	REDACTED
Electric	REDACTED
Gas	REDACTED
Internet	REDACTED
Sales Tax - Utilities	REDACTED
Utilities - Other	REDACTED
Total Utilities	REDACTED
Total Expense	REDACTED
Net Ordinary Income	REDACTED
Net Income	REDACTED

White Label Communications Balance Sheet

As of December 31, 2020
Dec 31, 20

ASSETS

Current Assets

Checking/Savings

First Citizens Bank

Key Bank

Key Bank #2

Total Checking/Savings

Accounts Receivable

Accounts Receivable

Allowance for Doubtful Accounts

Total Accounts Receivable

Other Current Assets

Salary Advance

Subscription Receivable Griffit

Subscription Receivable Morella

Total Other Current Assets

Total Current Assets

Fixed Assets

Accumulated Depreciation

Data Center Grand Rapids

Data Center Las Vegas

Data Center Philadelphia

Philly Office Equipment

Philly Office Furniture

Pittsburgh Office

Total Fixed Assets

TOTAL ASSETS

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

Total Accounts Payable

Credit Cards

American Express - Business

Capital One Spark

Total Credit Cards

Other Current Liabilities

30000-TAXES

31000-Federal Taxes

31001-Federal USF

31003-Federal Cost Recovery Fee

31000-Federal Taxes - Other

Total 31000-Federal Taxes

32000-State Taxes

32001-State USF

REDACTED

White Label Communications Balance Sheet

As of December 31, 2020
Dec 31, 20

32004-State 911
32006-State PUC Fee
 32006.05-PUCfee-CA
 32006.06-PUCfee-CO
 32006.09-PUCfee-FL
 32006.14-PUCfee-IL
 32006.24-PUCfee-MO
 32006.30-PUCfee-NH
 32006.31-PUCfee-NJ
 32006.44-PUCfee-UT
 32006.48-PUCfee-WI
Total 32006-State PUC Fee
32007-State Sales/Use Tax
 32007.12-StateSalesTx-IA
 32007.15-StateSalesTx-IN
 32007.16-StateSalesTx-KS
 32007.17-StateSalesTx-KY
 32007.18-StateSalesTx-LA
 32007.19-StateSalesTx-MA
 32007.20-StateSalesTx-MD
 32007.22-StateSalesTx-MI
 32007.24-StateSalesTx-MO
 32007.27-StateSalesTx-NC
 32007.31-StateSalesTx-NJ
 32007.34-StateSalesTx-NY
 32007.35-StateSalesTx-OH
 32007.36-StateSalesTx-OK
 32007.38-StateSalesTx-PA
 32007.39-StateSalesTx-RI
 32007.40-StateSalesTx-SC
 32007.41-StateSalesTx-SD
 32007.42-StateSalesTx-TN
 32007.43-StateSalesTx-TX
 32007.45-StateSalesTx-VA
 32007.47-StateSalesTx-WA
 32007.49-StateSalesTx-WV
 32007-State Sales/Use Tax - Ot
Total 32007-State Sales/Use Tax
32007.03-StateSalesTx-AR
32007.06-StateSalesTx-CO
32007.10-StateSalesTx-GA
32007.44-StateSalesTx-UT
32007.48-StateSalesTx-WI
32008-TRS
 32008.03-StateTelRelySvc-AR
 32008.05-StateTelRelySvc-CA

REDACTED

White Label Communications Balance Sheet

As of December 31, 2020
Dec 31, 20

32008.06-StateTelRelySvc-CO
32008.08-StateTelRelySvc-DE
32008.09-StateTelRelySvc-FL
32008.10-StateTelRelySvc-GA
32008.14-StateTelRelySvc-IL
32008.15-StateTelRelySvc-IN
32008.17-StateTelRelySvc-KY
32008.20-StateTelRelySvc-MD
32008.24-StateTelRelySvc-MO
32008.27-StateTelRelySvc-NC
32008.32-StateTelRelySvc-NM
32008.40-StateTelRelySvc-SC
32008.49-StateTelRelySvc-WV
32008.50-StateTelRelySvc-WY
32008-TRS - Other
Total 32008-TRS
32009-State Lic/Priv/Franch Fee
32010-State Metro Transit Tax
32011-State School District
32012-State Special Tax Item
32000-State Taxes - Other
Total 32000-State Taxes
33000-Local Taxes
33004-Local 911
33005-Local Gross Receipts Tax
33005.32-LocalGrRcptTx-NM
33005.34-LocalGrRcptTx-NY
33005.47-LocalGrRcptTx-WA
Total 33005-Local Gross Receipts Tax
33006-Local PUC
33006.05-LocalPUCfee-CA
33006.43-LocalPUCfee-TX
33006-Local PUC - Other
Total 33006-Local PUC
33007-Local Sales/Use Tax
33007.06-LocalSalesTx-CO
33007.10-LocalSalesTx-GA
33007.12-LocalSalesTx-IA
33007.20-LocalSalesTx-MD
33007.42-LocalSalesTx-TN
33007-Local Sales/Use Tax - Other
Total 33007-Local Sales/Use Tax
33007.03-LocalSalesTx-AR
33007.24-LocalSalesTx-MO
33008-Local TRS
33009-Local Lic/Priv/Franch Fee

REDACTED

White Label Communications Balance Sheet

As of December 31, 2020
Dec 31, 20

REDACTED

33010-Local Metro Transit Tax
33011-Local School District Tax
33012-Local Special Tax Item
33000-Local Taxes - Other

Total 33000-Local Taxes

Total 30000-TAXES

Community Bank

Loan 70093154

Total Community Bank

Payroll Liabilities

Total Other Current Liabilities

Total Current Liabilities

Long Term Liabilities

N/P-Cisco System 76811

N/P-Cisco Systems - 83617

N/P-Cisco Systems - 84657

N/P-Cisco Systems - 86351

N/P-Dell Finl 001-9022339-002

N/P Dell - 001-9022339-003

N/P Dell 001-9022339.-004

Total Long Term Liabilities

Total Liabilities

Equity

Capital Account-Chris Griffith

Capital Account-Jeff Morella

Capital Account-Tom Joseph

Distribution Account

Chris Griffith

Four Boys LLC

Jeff Morella

Tom Joseph

Total Distribution Account

Retained Earnings

Net Income

Total Equity

TOTAL LIABILITIES & EQUITY

STATE OF OKLAHOMA)
) SS.
COUNTY OF OKLAHOMA)

AFFIDAVIT

I, **Matt W. Dean**, am the **Regulatory Consultant** on behalf of **White Label Communications, LLC** state the following:

1. **White Label Communications, LLC** is a registered telecommunications provider providing service in Georgia.
2. The annual report filed by **White Label Communications, LLC** with the Georgia Public Service Commission contains sensitive financial information, specifically revenue figures that **White Label Communications, LLC** considers highly confidential.
3. Public disclosure of this information would be competitively harmful to **White Label Communications, LLC**.
4. As such, the information is being designated as non-public or highly confidential in the annual Report is being filed pursuant to Rule 515-3-1-11(1)(c) in a sealed envelope and should not be made publicly available.

Matt W. Dean

SIGNATURE

On this **28** day of **April 2021**.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official Seal in the county and state aforesaid, the day and year written above.

Nathan Williams

Notary Public

MY COMMISSION EXPIRES: November 5, 2023

SEAL

