



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  
Mosaic Networx LLC (Certificates: L-0505 and X-1107)

Dear Mr. McAlister,

This filing contains the required Annual Report for the company. Mosaic Networx 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](mailto:mdean@fastektax.com).

Sincerely,

/s/ Matt W. Dean

Matt W. Dean  
Regulatory Consultant

/mwd  
Enclosure(s)

Mosaic Networx, LLC  
Profit & Loss  
January through December 2020

Jan - Dec 20

Ordinary Income/Expense  
Income  
Revenue  
CLEC Revenue  
4022 · CABS Revenue  
4110 · DID Revenue  
  
Total CLEC Revenue  
  
Non Recurring Revenue  
Cloud Phone Equipment  
4003 · Non Rec Revenue-Other Equipment  
4004 · Shipping  
4005 · Non Recurring Revenue  
  
Total Non Recurring Revenue  
  
Other Revenue  
4015 · Customer Finance Charge Revenue  
4017 · Regulatory cost recovery fee  
4100 · Professional Services  
4200 · Managed Services  
  
Total Other Revenue  
  
Recurring Revenue  
Security  
4016 · Zscaler Licenses  
  
Total Security  
  
4000 · Data Revenue  
4001 · ETL Data Revenue  
4002 · Partial MRR Install and Disco  
4000 · Data Revenue - Other  
  
Total 4000 · Data Revenue  
  
4008 · Bursting Revenue  
4009 · Cloud Phone Revenue  
Cloud Phone Equipment Recurring  
Cloud Seats  
4117 · Toll Free Numbers  
4009 · Cloud Phone Revenue - Other  
  
Total 4009 · Cloud Phone Revenue  
  
4011 · SD-WAN Equipment  
4012 · Recurring - Other Equipment  
4013 · SD-WAN Licenses  
Recurring Revenue - Other  
  
Total Recurring Revenue  
  
SMS Revenue  
4108 · SMS DID Revenue  
4109 · SMS Short Code Revenue  
4114 · SMS Messaging Revenue  
  
Total SMS Revenue

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Mosaic Networx, LLC  
Profit & Loss  
January through December 2020

Jan - Dec 20

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- 4020 · Mosaic Agent Commission Revenue
- 4029 · Master Agent Sandler Partners
- 4035 · Master Agent WBS (Intermedia)
- 4036 · Master Agent WBS (F5 Networks)
- 4042 · Master Agent Neutral Tandem
- 4043 · Master Agent SwitchNap
- 4047 · Master Agent Drive Technology G
- 4048 · Master Agent TST
- 4051 · Master Agent Bridgepoint
- 4052 · Master Agent - CSF

Total 4020 · Mosaic Agent Commission Revenue

Total Revenue

Total Income

Cost of Goods Sold

Cost of Sales

Agent Costs

- 5020 · Agent Commission
- 5023 · TST Expenses

Total Agent Costs

Non - Recurring Costs

5001 · Equipment - Other

5002 · Cloudphone Equipment

5003 · SD-WAN Equipment

5005 · Non-Recurring Charge

5008 · ETL Costs

5009 · Professional Services Costs

5051 · SD-WAN Licenses

5060 · Security

5061 · Zscaler License

Total 5060 · Security

Total Non - Recurring Costs

Operational Costs

5015 · Network Operations Center

5366 · Contractors - Operations

Total Operational Costs

Other Costs

5014 · Finance charges

5016 · Shipping Expense

5088 · Bad Debt Expense

Total Other Costs

Recurring Costs

5000 · Monthly Recurring Charge

50001 · ETL Costs

50002 · Partial MRC Install and Disco

5000 · Monthly Recurring Charge - Other

Total 5000 · Monthly Recurring Charge

5006 · IP Bursting

5098 · Surcharges paid to vendors

5099 · COS - Telco Taxes Paid

Total Recurring Costs

Mosaic Networx, LLC  
Profit & Loss  
January through December 2020

Jan - Dec 20

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SMS Costs

- 5109 · SMS Short Code Costs
- 5111 · SMS Platform
- 5114 · SMS Messaging Costs

Total SMS Costs

Total Cost of Sales

Voice network Costs

- 5004 · Non-Recurring Voice Charge
- 5010 · DID Costs
- 5022 · Rev Share Commissions
- 5100 · Network Costs
- 5101 · 2600 Cloud
- 5110 · Origination Usage Costs
- 5113 · Channel Costs
- 5125 · LNP Queries Costs
- 5126 · 8yy Queries
- 5127 · CLEC IT Costs

Total Voice network Costs

Total COGS

Gross Profit

Expense

SG&A -Selling, General & Admini

Administrative Costs

Bank Charges

- 5250 · Bank Charges
- 5252 · Credit Card Account Charges

Total Bank Charges

Regulatory Charges

- 5320 · Regulatory & Association Fees

Total Regulatory Charges

Total Administrative Costs

Insurance

- 5300 · Corporate Office Insurance - Li
- 5440 · Insurance - Health
- 5450 · Insurance - Dental
- 5460 · Insurance - Vision
- 5461 · Insurance - Life

Total Insurance

IT Expenses

- 5240 · Website and EMail Hosting
- 5275 · Cloud Applications
- 5276 · Computer Support Subscription

Total IT Expenses

Office Expenses

- 5340 · General Office Supplies
- 5341 · Office Rental
- 5342 · Shipping and Freight Charges
- 5343 · Office Equipment
- 5350 · P.O. Box Rental
- 5400 · Home Office Internet Access
- 5420 · Cell Phone Services

Total Office Expenses

Mosaic Networx, LLC  
**Profit & Loss**  
January through December 2020

Jan - Dec 20

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Other Administrative  
5265 · Charities

Total Other Administrative

Professional Fees  
5360 · Professional Fees - Accounting  
5370 · Professional Fees - Legal  
5375 · Professional Fees - Recruiting  
5500 · Independent Contractors Service

Total Professional Fees

Selling Expenses  
5200 · Marketing Expense  
5210 · Corporate Gifts  
5215 · Promotional Materials  
5200 · Marketing Expense - Other

Total 5200 · Marketing Expense

5310 · Industry Conventions - Events

Total Selling Expenses

Travel  
5600 · Travel (Airfare, Lodging, Car R  
5610 · Auto - Mileage  
5620 · Meals and Entertainment

Total Travel

5470 · Employee Expenses  
Payroll Expenses  
5365 · Professional Fees - Payroll Ser  
5482 · Employee Payroll

5484 · Payroll Taxes  
5485 · Employee Bonus  
5486 · 401K Match  
5487 · Internal Sales Commission

Total Payroll Expenses

5205 · Recruitment and Recruitment Ser

Total 5470 · Employee Expenses

Total SG&A -Selling, General & Admini

Total Expense

Net Ordinary Income

Other Income/Expense  
Other Income  
Other Income  
4230 · Other Miscellaneous Income  
4810 · Prior Years Revenue

Total Other Income

Total Other Income

Other Expense  
Depreciation and Amortization  
5635 · Depreciation - Auto

Total Depreciation and Amortization



Mosaic Networx, LLC

Balance Sheet

As of December 31, 2020

Dec 31, 20

ASSETS

Current Assets

Checking/Savings

1005 · First Commercial Bank

1006 · First Republic

1007 · First Northern Bank

1072 · Bill.com Money Out Clearing

Total Checking/Savings

Accounts Receivable

1020 · Accounts Receivable

Total Accounts Receivable

Other Current Assets

1030 · Other Current Assets

Prepaid Expenses

Prepaid Telco Costs

1040 · Deferred Dispute Costs

Total Prepaid Telco Costs

1045 · Prepaid Insurance

1046 · Prepaid Subscriptions

Total Prepaid Expenses

1030 · Other Current Assets - Other

Total 1030 · Other Current Assets

Total Other Current Assets

Total Current Assets

Fixed Assets

Accumulated Depreciation

1051 · Accumulated Depreciation

Total Accumulated Depreciation

Gross Assets

1050 · Computer, Tele & Other Office M

1060 · Furniture & Fixtures

1065 · Network Equipment

1075 · ColoXchange Web Site

1080 · Internet Domain Names

Total Gross Assets

1070 · Software

1085 · Formation costs

Original Cost

Total 1085 · Formation costs

Total Fixed Assets

Other Assets

Assets

1090 · Security Deposits Paid

1095 · Asset Automobile Lease

Total Assets

Total Other Assets

TOTAL ASSETS

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Mosaic Networx, LLC

Balance Sheet

As of December 31, 2020

Dec 31, 20

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 · Accounts Payable

Total Accounts Payable

Credit Cards

Credit Card at American Expres

2011 · Credit Card at Starwood Prefer

Total Credit Cards

Other Current Liabilities

Accrued expenses

Accrued Telecommunications expe

2020 · Accrued line cost

Total Accrued Telecommunications expe

2030 · Accrued Network Expense

2050 · Accrued Payroll Expense

2080 · Accrued SG&A

Total Accrued expenses

2040 · Sales tax payable

2060 · Accrued Taxes

2065 · Current Lease Liability

2100 · Line of Credit - First Republic

Total Other Current Liabilities

Total Current Liabilities

Long Term Liabilities

2400 · Long Term Lease Liability

2500 · Security Deposits Received

2525 · PPP Loan

2526 · PPP Loan Forgiveness

2525 · PPP Loan - Other

Total 2525 · PPP Loan

2570 · Due to/from Mosaic NetworX S Co

Total Long Term Liabilities

Total Liabilities

Equity

3010 · Brian Erickson Equity

3011 · Brian Erickson - Initial Capita

3012 · Brian Erickson - Additional Con

3013 · Brian Erickson - Note

3014 · Brian Erickson - Distributions

3015 · Brian Erickson - Net income

3010 · Brian Erickson Equity - Other

Total 3010 · Brian Erickson Equity

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Mosaic Networx, LLC

Balance Sheet

As of December 31, 2020

Dec 31, 20

3020 · D. Matthew Hiles Equity  
3021 · Matthew Hiles - Initial Capital  
3022 · Matthew Hiles - Additional Cont  
3023 · Matt Hiles - Note  
3024 · Matthew Hiles - Distributions  
3025 · Matt Hiles - Net Income  
3020 · D. Matthew Hiles Equity - Other

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Total 3020 · D. Matthew Hiles Equity

3040 · Erik Rothrock Equity  
3041 · Erik Rothrock - initial equity  
3043 · Erik Rothrock - Note  
3044 · Erik Rothrock - Distributions  
3045 · Erik Rothrock - net income  
3040 · Erik Rothrock Equity - Other

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Total 3040 · Erik Rothrock Equity

3060 · Peter Herschkorn Equity  
3063 · Peter Herschkorn - Note  
3064 · Peter Herschkorn - Distribution  
3060 · Peter Herschkorn Equity - Other

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Total 3060 · Peter Herschkorn Equity

3070 · TST Equity  
3074 · TST - Distribution  
3079 · Due To/From TST

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Total 3070 · TST Equity

32000 · Retained Earnings  
Net Income

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Total Equity

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TOTAL LIABILITIES & EQUITY

REDACTED

