

## **LIST OF EXHIBITS**

**EXHIBIT A -- ARTICLES OF INCORPORATION**

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**EXHIBIT A – ARTICLES OF INCORPORATION**

See Attached

3559047

**ARTS-GS****Articles of Incorporation of a  
General Stock Corporation**

To form a **general stock corporation** in California, you can fill out this form or prepare your own document, and submit for filing along with:

- A \$100 filing fee.
- A separate, non-refundable \$15 service fee also must be included, if you drop off the completed form or document.

**Important!** Corporations in California may have to pay a minimum \$800 yearly tax to the California Franchise Tax Board. For more information, go to <https://www.ftb.ca.gov>.

**Note:** Before submitting the completed form, you should consult with a private attorney for advice about your specific business needs.

**FILED**

Secretary of State  
State of California

APR 25 2013

This Space For Office Use Only

For questions about this form, go to [www.sos.ca.gov/business/be/filing-tips.htm](http://www.sos.ca.gov/business/be/filing-tips.htm).

**Corporate Name** (List the proposed corporate name. Go to [www.sos.ca.gov/business/be/name-availability.htm](http://www.sos.ca.gov/business/be/name-availability.htm) for general corporate name requirements and restrictions.)

- ① The name of the corporation is EXCESS TELECOM, INC.

**Corporate Purpose**

- ② The purpose of the corporation is to engage in any lawful act or activity for which a corporation may be organized under the General Corporation Law of California other than the banking business, the trust company business or the practice of a profession permitted to be incorporated by the California Corporations Code.

**Service of Process** (List a California resident or an active 1505 corporation in California that agrees to be your initial agent to accept service of process in case your corporation is sued. You may list any adult who lives in California. You may not list your own corporation as the agent. Do not list an address if the agent is a 1505 corporation.)

- ③ a. Cobby Pourtavos

Agent's Name

- b. 1301 S. Main Street, Suite 206

Agent's Street Address (if agent is not a corporation)

Los Angeles

City (no abbreviations)

CA 90015

State Zip

**Corporate Addresses**

- ④ a. 1301 S. Main Street, Suite 206

Initial Street Address of Corporation

Los Angeles

City (no abbreviations)

CA 90015

State Zip

- b.

Initial Mailing Address of Corporation, if different from 4a

City (no abbreviations)

State Zip

**Shares** (List the number of shares the corporation is authorized to issue. Note: Before shares of stock are sold or issued, the corporation must comply with the Corporate Securities Law of 1988 administered by the California Department of Corporations. For more information, go to [www.corp.ca.gov](http://www.corp.ca.gov) or call the California Department of Corporations at (213) 576-7500.)

- ⑤ This corporation is authorized to issue only one class of shares of stock.

The total number of shares which this corporation is authorized to issue is 10000

This form must be signed by each incorporator. If you need more space, attach extra pages that are 1-sided and on standard letter-sized paper (8 1/2" x 11"). All attachments are made part of these articles of incorporation.

Incorporator - Sign here

R. Joseph Kerendian

Print your name here

Make check/money order payable to: **Secretary of State**

Upon filing, we will return one (1) uncertified copy of your filed document for free, and will certify the copy upon request and payment of a \$5 certification fee.

**By Mail**

Secretary of State  
Business Entities, P.O. Box 944260  
Sacramento, CA 94244-2600

**Drop-Off**

Secretary of State  
1500 11th Street, 3rd Floor  
Sacramento, CA 95814



I hereby certify that the foregoing  
transcript of \_\_\_\_\_ page(s)  
is a full, true and correct copy of the  
original record in the custody of the  
California Secretary of State's office.

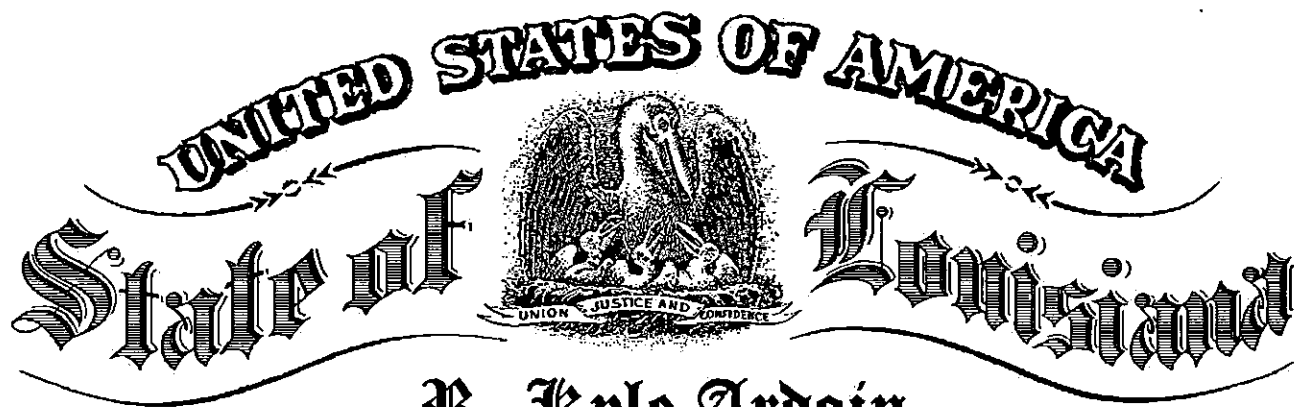
APR 15 2021

*Shirley N. Weber*

SHIRLEY N. WEBER, Ph.D., Secretary of State

**EXHIBIT B -- CERTIFIED COPY OF FOREIGN AUTHORIZATION**

See Attached



**R. Kyle Ardoin**

**SECRETARY OF STATE**

*As Secretary of State of the State of Louisiana I do hereby Certify that*

the Application Form for Certificate of Authority of

**EXCESS TELECOM, INC.**

Domiciled at BEVERLY HILLS, CALIFORNIA,

Was filed and recorded in this Office on April 21, 2021.

Thus authorizing the corporation to exercise the same powers, rights and privileges accorded similar domestic corporations, subject to the provisions of R. S. 1950, Title 12, Chapter 3, and other applicable laws.

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,

April 21, 2021

*Secretary of State*

WEB 44376709F



Certificate ID: 11379078#BFT93

To validate this certificate, visit the following web site, go to **Business Services, Search for Louisiana Business Filings, Validate a Certificate**, then follow the instructions displayed.  
**[www.sos.la.gov](http://www.sos.la.gov)**

**EXHIBIT C -- PROPOSED INITIAL TARIFF**

See Attached

**PREPAID WIRELESS COMMUNICATION SERVICES**

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**TITLE SHEET**

**LOUISIANA PREPAID WIRELESS TELECOMMUNICATIONS SERVICE TARIFF**

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of Prepaid Wireless service by Excess Telecom, Inc., with principal offices at 9928 Anthony Place, Beverly Hills, California 90210. This tariff is governed and interpreted according to the laws of Louisiana.

**Issued:**

**Issued By:**

Cobby Pourtavosi, President  
9928 Anthony Place  
Beverly Hills, California 90210

**Effective:**



**PREPAID WIRELESS COMMUNICATION SERVICES**

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**APPLICATION OF TARIFF**

This Tariff sets forth the Service offerings, terms and conditions applicable to the furnishing of Prepaid Wireless Communications Service by Excess Telecom, Inc. (hereinafter referred to as the "Company"), as authorized by the Louisiana Public Service Commission.

The Company's agent for the service of process is:

Incorp Services, Inc.  
3867 Plaza Tower Drive, 1st Floor  
Baton Rouge, LA 70816

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**CHECK SHEET**

The Sheets of this tariff are effective as of the date shown at the bottom of the respective sheet(s). Original and revised sheets as named below comprise all changes from the original tariff and are currently in effect as of the date on the bottom of this sheet.

<b><u>SHEET</u></b>	<b><u>REVISION</u></b>
1	Original
2	Original
3	Original
4	Original
5	Original
6	Original
7	Original
8	Original
9	Original
10	Original
11	Original
12	Original
13	Original
14	Original
15	Original
16	Original
17	Original
18	Original

\* New or Revised Sheet

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**PREPAID WIRELESS COMMUNICATION SERVICES****TABLE OF CONTENTS**

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**TARIFF FORMAT**

A. Sheet Numbering: Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between pages 11 and 12 would be page 11.1.

B. Sheet Revision Numbers: Revision numbers also appear in the upper right corner of each sheet where applicable. These numbers are used to indicate the most current page version on file with the Commission. For example, 4th Revised Sheet 13 cancels 3rd Revised Sheet 13. Consult the Check Sheet for the sheets currently in effect.

C. Paragraph Numbering Sequence: There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:

2.  
2.1  
2.1.1  
2.1.1.A  
2.1.1.A.1  
2.1.1.A.1.(a)  
2.1.1.A.1.(a).I  
2.1.1.A.1.(a).I.(i)  
2.1.1.A.1.(a).I.(i).(1)

D. Check Sheets: When a tariff filing is made with the Commission, an updated Check Sheet accompanies the tariff filing. The Check Sheet lists the sheets contained in the tariff, with a cross reference to the current Revision Number. When new sheets are added, the Check Sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (\*). There will be no other symbols used on this sheet if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some sheets). The tariff user should refer to the latest Check Sheet to find out if a particular sheet is the most current on Commission file.

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**SYMBOLS**

The following are the only symbols used for the purposes indicated below:

- D - Delete or Discontinue
- I - Change Resulting In An  
Increase to A Customer's Bill
- M - Moved from Another Tariff Location
- N - New
- R - Change Resulting In A  
Reduction to A Customer's Bill
- T - Change in Text or Regulation  
But No Change In Rate or Charge

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**SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS**

Access Number - A telephone number provided to a Customer by the Company and associated with the Customer's wireless phone, enabling use of the Company's Wireless System.

Authorized User - Any person, firm, corporation, or other entity authorized by the Customer to use the Wireless Communications Service purchased by the Customer.

Cell Site - Transmitting and receiving antennae and associated radio and control equipment essential to the completion of a talking path between a wireless phone and a Wireless Switching Office.

Commission - Used throughout this tariff to mean the Louisiana Public Service Commission.

Customer - The person, firm, or other legal entity which orders the prepaid wireless services of the Company and is responsible for the payment of charges and for compliance with the Company's tariff regulations.

Company - Used throughout this tariff to mean Excess Telecom, Inc.

Emergency Service Agency (ESA) - An entity legally authorized to subscribe to the Service and which has public safety responsibility by law to respond to telephone calls from the public for emergency police, fire and other emergency services within the area designated for 911 calling. An ESA may be a municipality or other state or local governmental unit, or an authorized agent of one or more municipalities or other state or local governmental units to whom authority lawfully has been delegated.

Optional Features - Features that complement the underlying Service provided by the Company to which a Customer may subscribe.

Service - Any or all service(s) provided by the Company pursuant to this tariff.

Service Areas - Geographic areas in which the Company is capable of originating and terminating wireless calls.

Service Agreement - The contractual arrangement, if any, between the Company and the Customer for the provision of Service.

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Telecommunications - The transmission, between or among points specified by the user, of information of the user's choosing, without change in the form or content of the information as sent and received.

Underlying Carrier - The telecommunications carrier whose network facilities provide the technical capability and capacity necessary for the transmission and reception of Customer telecommunications traffic.

User - Customer and/or any Authorized User.

Wireless Communications Service ("Service") - A service which uses mobile radio technology to provide telecommunications services between wireless phones and conventional telephone systems or between two wireless phones. This service also is known as Commercial Mobile Radio Service ("CMRS") or Commercial Mobile Service ("CMS"), as defined in 47 U.S.C. §332(d)(1).

Wireless Switching Office - A termination center consisting of the switching and control equipment used for switching and interconnection of Wireless Communications Service.

Wireless System - A telecommunications system comprised of a Wireless Switching Office, Cell Sites and dedicated interconnecting facilities used to provide Service.

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**SECTION 2 - TERMS AND CONDITIONS**

**2.1 Undertaking of the Company**

The Company undertakes to provide intrastate Wireless Communications Service to the public in accordance with terms and conditions of its tariff on file with this Commission and any Service Agreement executed by the Customer. In the event of any conflict between the provisions of such agreement and the provisions of this tariff, the provisions of this tariff shall control to the extent required by law.

**2.2 Availability of Service**

- A. Subject to the terms and conditions specified in this tariff, Service will be provided to any person, firm, corporation, partnership or other legal entity that wishes to become a Customer.
- B. Service is available to activated Customers of the Company with compatible wireless phones when the Customer is within the range of Cell Sites located in the Company's Service Areas. Service is available twenty-four (24) hours per day, seven (7) days per week, subject to transmission, atmospheric, topographic and like conditions.
- C. Service is subject to the availability of suitable facilities. The Company reserves the right to limit the length of communications or to discontinue furnishing Service because of (a) the lack of transmission medium capacity, (b) the need to perform maintenance, modifications, upgrades, relocations or other similar activities necessary for the provision of Service, or (c) any cause beyond its control.
- D. The Company reserves the right to arrange for Service to be furnished through the facilities of another entity when necessary.
- E. The use and restoration of Service in emergencies shall be governed by Federal Communications Commission rules and regulations.
- F. The Company reserves the right to suspend, terminate or restrict furnishing Service in accordance with Section J of this tariff.

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**2.3 Limitation of Liability**

- A. Because the Company has no control of communications content transmitted over the Wireless System, and because of the possibility of errors incident to the provision and use of its Service, the Company shall have no liability for damages, including without limitation direct, consequential, special, incidental or indirect damages, arising out of or related to events, acts, rights or privileges contemplated in this tariff. This tariff does not limit the liability of the Company for willful misconduct.
- B. The liability of the Company for damages arising out of mistakes, interruptions, omissions, delays, errors or defects occurring in the course of establishing, furnishing, rearranging, Changing, or terminating Service under this tariff; and not caused by the failure or negligence of the Customer, shall in no event exceed either (a) an amount equivalent to the proportionate charges the Company would assess the Customer for the period of Service during which such mistakes, interruptions, omissions, delays, errors or defects occur, or (b) One Hundred Dollars (\$100.00), whichever is less.
- C. The Company is not responsible for interruptions in Service.
- D. The Company shall not be liable for any act or omission of any other entity furnishing to the Customer equipment, facilities or service used with the Service furnished in this tariff; nor shall the Company be liable for any damages or losses due to the failure or negligence of the Customer or due to the failure of Customer-provided equipment or facilities. The Customer shall be liable for any damages to or loss of the Company's equipment, facilities or Service or for any injury to the Company's personnel caused by the negligence or willful act of the Customer's officers, employees, agents or contractors.
- E. The Company shall not be liable for any failure of performance hereunder due to causes beyond its control, including but not limited to: acts of God, fire, flood or other catastrophes; any law, order, regulation, directive, action or request under color of the United States Government, or any other government, including state and local governments having jurisdiction over the Company, or of any department, agency, commission, bureau, corporation or other instrumentality of anyone or more of said governments, or of any civil or military authority; and national emergencies, insurrections, riots, wars or labor difficulties.

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**2.3      Limitation of Liability (Continued)**

- F. The Company is not liable for any accident, damages or injury occasioned by the presence of, or use of, the Wireless System, the Service or a wireless phone. The Company is not liable for any damages, including usage charges, the Customer may incur as a result of the unauthorized use or the misuse of the Service. This unauthorized use or misuse includes, but is not limited to, the unauthorized use or misuse of Service by the Customer's employees, third parties, or the public. The Company does not warrant or guarantee that it can prevent unauthorized use or misuse.
- G. The Company is not liable for damages for any defacement or damage to any vehicle or other personal or real property owned or used by a Customer, Authorized User or any other individual resulting from the existence or use of a wireless phone.
- H. The Customer and/or Authorized User shall indemnify and hold the Company harmless against: (a) claims for libel, slander or infringement of copyright arising directly or indirectly from the material transmitted over facilities provided by the Company or the use thereof; (b) claims for infringement of patents arising from combining apparatus and systems of the user with, or using them in connection with, facilities provided by the Company, and (c) all other claims arising out of any act or omission of the User in connection with Service provided by the Company. The Customer shall reimburse the Company for all costs, expenses and fees (including reasonable attorneys' fees and costs) incurred by the Company in its defense against such claims.
- I. THE COMPANY MAKES NO EXPRESS REPRESENTATIONS OR WARRANTIES REGARDING THE SERVICE AND DISCLAIMS ANY IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, WARRANTIES OF TITLE OR IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.  
The Company does not authorize anyone to make a warranty of any kind on its behalf and the Customer should not rely on any such statement. The Company is not the manufacturer of the wireless phone or any other equipment and statements regarding the wireless phone or the equipment should not be interpreted as a warranty.
- J. The Communications Assistance for Law Enforcement Act, 47 U.S.C. Sec. 1001 et seq., obligates the Company to provide law enforcement agencies, pursuant to a valid electronic surveillance warrant, with call content and call identifying information reasonably available to the Company. The Company assumes no liability for making this information available to law enforcement agencies or their authorized representatives acting under color of law.

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**2.4 Deposits**

The Company does not require deposits.

**2.5 Prepayment**

- A. The Company, at its discretion, may require prepayment prior to its provision of Service. Charges incurred by the Customer for Service will be deducted from the amount of the prepayment on an ongoing basis as they are incurred.
- B. Service may be suspended when a Customer's prepaid amount is reduced to zero. Service will resume only after prepayment of an additional amount determined by the Company.
- C. Upon termination of Service, by either the Customer or the Company, any excess prepayment will be credited or refunded to the Customer. If charges for Service exceed the remaining prepayment, the Customer remains responsible for such charges and the Company may collect the amount of any underpayment.

**2.6 Use of Service**

- A. Service is furnished to the User for any lawful purpose. Service shall not be used for any unlawful purpose, nor used in such a manner as to interfere unreasonably with the use of Service by any other Users.
- B. The Service shall be used in a manner consistent with the terms of this tariff and the policies and regulations of the Federal Communications Commission and all state and local governmental authorities having jurisdiction over the Service.
- C. The Company reserves the right to refuse Service to individuals under the age of 18 and may require proof of age prior to the initiating Service.
- D. The Company may provide information regarding the Customer's use of Service to federal, state and local authorities, to the extent required by law.

**2.7 Payment and Billing**

All services are prepaid, and billing of services does not apply.

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**2.8 Collection Costs**

In the event Company is required to initiate legal proceedings to collect any amounts due to Company for regulated or non-regulated services, equipment or facilities, or to enforce any judgment obtained against a Customer, or for the enforcement of any other provision of this tariff or applicable law, Customer shall, in addition to all amounts due, be liable to Company for all reasonable costs incurred by Company in such proceedings and enforcement actions, including reasonable attorneys' fees, collection agency fees or payments, and court costs. In any such proceeding, the amount of collection costs, including attorneys' fees, due to the Company, will be determined by the court.

**2.9 Taxes**

All federal, state and local taxes, assessments, surcharges, or fees, including sales taxes, use taxes, gross receipts taxes, and municipal utilities taxes, are billed as separate line items and are not included in the rates quoted herein, with the exception of the Plans in Section 5.2 and 5.3 below.

**2.10 Returned Check Charge**

A fee will be charged whenever a check or draft presented for payment for service is not accepted by the institution on which it is written.

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**2.11 Provision of Wireless Phones**

- A. The Company shall not be responsible for the installation, operation or maintenance of any Customer-provided equipment or facilities. Where such equipment or facilities are used in connection with the Service furnished pursuant to this tariff, the responsibility of the Company shall be limited to the furnishing of the Service under this tariff and to the maintenance and operation of such Service. The Company shall not be liable to the Customer if changes in any of the Company's equipment, facilities, operations or Service (a) renders obsolete any of the Customer-provided equipment or facilities; (b) requires modification of the Customer-provided equipment or facilities; or (c) otherwise affects the reception of signals by Customer-provided equipment or facilities.
- B. The Customer or Authorized User must provide and maintain all wireless equipment and ensure that it is technically and operationally compatible with the Company's Wireless System and in compliance with applicable Federal Communications Commission rules and regulations.
- C. The operating characteristics of the wireless phone equipment shall be such as not to interfere with the Service offered by the Company.
- D. The purchase of a wireless phone from the Company does not compel the Company to provide the purchaser with Service. The Company provides Service under the terms and conditions of this tariff and the Service Agreement, if any, between the Company and the Customer.
- E. Customers retain the sole responsibility for notifying the Company of a lost or stolen wireless phone. The Customer is responsible for all charges incurred to the Access Number prior to notifying the Company of the loss or theft.

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**2.12      Provision of E911 Service**

1. Where facilities and operating conditions permit, 911 service may be provided by the Company. The Company, however, does not undertake to answer, forward or respond to 911 calls, but furnishes the use of its underlying carrier's facilities to route the 911 calls to the appropriate ESA within the Service Area. The Company offers this routing service solely as a public service aid in handling assistance calls in connection with fire, police, and other emergencies and thereby does not create any relationship or obligation, direct or indirect, to any User, person, company, municipality or other entity. Further, the Company cannot guarantee the routing or completion of any 911 call, the quality of the call or any features that may be otherwise provided with 911 service. Except in the event of the Company's willful misconduct, the Customer waives any claim of, and shall indemnify, defend and hold harmless the Company from and against any loss or damage arising from errors, interruptions, defects, failures or malfunctions of 911 service or any part thereof. The Company's entire liability to any person for interruption or failure of 911 service shall be determined under and limited by the terms set forth in this section and other sections of this tariff.
2. The Customer agrees, except where the events, incidents or eventualities set forth in this sentence are the result of the Company's willful misconduct, to release, indemnify and hold harmless the Company from any and all losses, claims, demands, suits or other action or any liability whatsoever, whether suffered, made, instituted or asserted by the ESA, Customer or by any other party or person, for any personal injury to or death of any person or persons, or for any loss of or damage to any property, whether owned by the Customer, ESA or others. The Customer shall reimburse the Company for all costs, expenses and fees (including reasonable attorneys' fees and costs) incurred by the Company in its defense against such actions.

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Beverly Hills, California 90210**Effective:**

## PREPAID WIRELESS COMMUNICATION SERVICES

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### SECTION 3 - DESCRIPTION OF SERVICE

#### 3.1 Computation of Charges

3.1.1 All calls are measured in increments as set forth in the Rates Section of this tariff. Fractions of a billing increment are rounded up to a full billing increment on a per call basis. Fractions of a cent per minute are rounded up to a full cent on a per call basis.

3.1.2 Timing begins when the called station is answered and two-way communication is possible, as determined by standard industry methods. Timing for each call ends when either party hangs up.

#### 3.2 Customer Complaints

Customer inquiries or complaints regarding service or accounting may be made in writing or by telephone to the Company at:

9928 Anthony Place  
Beverly Hills, CA 90210  
800-615-0898

If Customer complaints cannot be resolved by the Company, the Customer may contact the Commission at the following address and phone number:

Louisiana Public Service Commission  
Galvez Building, 12<sup>th</sup> Floor  
602 North Fifth Street  
Baton Rouge, LA 70821-9154  
(800) 256-2397

#### 3.3 Basic Wireless Service

Basic Wireless Service is an offering which uses mobile radio technology to provide telecommunications services between wireless phones and conventional telephone systems or between two wireless phones.

#### 3.4 Directory Assistance

Directory Assistance is an offering which provides Customers with access to telephone number information.

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**3.5 Operator Services**

Operator Services is an offering which allows the Customer to select from special call handling or billing arrangements. Per minute usage rates and per call service charge will be assessed to the calling party, called party, third party, calling card or credit card based on the call type and the appropriate acknowledgment of other parties, where applicable.

**3.6 Roaming**

Roaming is an offering which allows users to complete calls on wireless networks other than their own carrier's. The Company does not offer roaming capabilities.

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**PREPAID WIRELESS COMMUNICATION SERVICES**

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**SECTION 4 - RATES**

**4.1 Rate Plans**

- A. \$9.99 monthly – talk, SMS text, GPS location services
- B. \$19.99 monthly – Plan A, plus MMS texting
- C. \$24.99 monthly – Plans A & B, plus use of apps, web browser, data.

Monthly charges exclude taxes, Company Surcharges [incl. USF charge of up to 14.9% (varies quarterly), Administrative Charge (up to \$1.99/line/mo.), Regulatory Charge (\$0.40/line/mo.) & state/local fees by area]. Company Surcharges are not taxes or gov't-required charges and are subject to change. Equipment prices not included.

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**EXHIBIT D -- FINANCIAL STATEMENTS**

Filed under separate cover as “Confidential”

**EXHIBIT E -- MANAGEMENT EXPERIENCE**

See Attached Resumes

Cobby Pourtavosi  
President of Capital Insight, LLC

### Professional Bio

As President and Founder of Capital Insight, our Company's main focus is to create Long Term relationships With Other Developers & Business Operators.

8+ years professional experience working in a capacity in real estate as a Development Partner, asset manager, portfolio manager & partner, and corporate real estate partner.

Real estate underwriter with corporate level experience in complex, transaction, structuring, real estate leases, dispositions, space buildout/occupancy, financing and portfolio management to achieve optimal use and maximize value of Capital Insight's physical assets.

Experience working with contractors, Architects, City Officials, Private Money, Banks, Corporate tenants, Funds.

Personally responsible for financial & managerial repositioning of over 500,000 square feet of distressed commercial real estate.

Currently our portfolio consists of over 400m+ in assets that Capital Insight currently manages & owns a majority stake in. In our portfolio we currently manage & own over 2,000 Section 8 units that are being funded by the city and/or states of CA, NY & soon to be OR. In the last 2 years our primary focus has been start ups and the telecom industry. We have managed to put the right team together to launch our telecom business in a successful manner.

This will complement our Tenant base, and Lifeline service will particularly benefit our Section 8 clientele.

#### Primary Focus

- \* Business Acquisitions & Dispositions
- \* Seed Capital for Start Ups
- \* Knowledge of real estate transactions, development process, finance, applicable codes, standards, guidelines, law and regulations
- \* Strong analytical and strategic problem solving skills
- \* Knowledge of due diligence for Commercial Retail Real Estate equity growth, long & short term
- \* Oversight of legal teams, handling zoning, planning and building codes

Patrick Hardy  
Manager Excess Telecom Inc.

Patrick Hardy has been in the telecommunications industry for over 15 years in positions ranging from regulatory compliance to owning and managing various telecommunications companies.

2016 – Present

General Manager Standing Rock Telecommunications

Standing Rock Telecommunications is a facilities based wireless carrier serving the area of the Standing Rock Reservation with 4G/LTE wireless telecommunications and data services.

2018 – Present

CEO/Owner Metro Communications LLC

Metro Communications is facilities based CLEC providing wholesale transport service.

2020 – Present

CEO Image Access Inc

Image Access is a wireless ETC servicing the tribal reservations in Louisiana

2018 – Present

CEO/Owner Excess Distribution LLC

Essex Distribution LLC provides sale and marketing distribution for prepaid wireless/Lifeline carriers through agent teams and its own store network.

2015-2016

Windward Wireless LLC

Windward Wireless was a facilities based wireless data provider serving Antigo WI with 3G internet service. The company was sold to Redwire Broadband in 2016.

#### Key Partners and Resources:

Lance J.M. Steinhart, P.C., Attorneys at Law.

The Law Office of Lance J.M. Steinhart, P.C.

The Law Office of Lance J.M. Steinhart, P.C. has been providing professional legal services since 1990, specializing in telecommunications, regulatory, and transactional law. The firm has provided regulatory counsel nationwide to over 600 public and private companies. We work with both new and established businesses with a focus on wireless providers, eligible telecommunications carriers (ETC), local (CLEC) and long distance (IXC) resellers, facilities-based carriers, VoIP providers, data providers, prepaid calling card and dial tone providers, inmate service providers, and operator and payphone providers. We regularly practice before the FCC and the state regulatory commissions in all 50 states, the District of Columbia, and Puerto Rico.

Our services include:

Federal Communications Commission:

Compliance Plans / Forbearance Petitions

Eligible Telecommunications Carrier (ETC) Petitions

Section 214 Authorizations

Lifeline, USF, TAF, TRS, UAF, ULTS, Tele-connect, High Cost, and CCLC Complaint Proceedings, NALs

State Regulatory:

Eligible Telecommunications Carrier (ETC) Certifications Wireless / MVNO / CMRS Authorizations

Local (CLEC) and Long Distance (IXC) Certifications Inmate, Operator, and Payphone Certifications

Contract Drafting, Negotiation, and Review: Interconnection Agreements

Carrier and Resale Agreements

Settlement Agreements

Mergers and Acquisitions: Transfer of Control Proceedings Asset Transfer Proceedings

Lance Steinhart is recognized as one of the leading telecommunications attorneys in the country. Lance has provided legal regulatory counsel to over 600 companies. In addition to his law practice, he was Founder and Chairman, Chief Executive Officer, and General Counsel of Telecom Compliance Services, Inc. (TCS), the first company to provide outsourced ongoing regulatory compliance. Lance founded TCS in 1995 and led the company to become a national leader in regulatory compliance services. Lance successfully sold the company to Thomson Reuters in April 2006.

Lance formed FAS Tek Compliance Solutions, Inc. in June of 2011, which provides ongoing regulatory and transactional tax compliance services to primarily telecom providers. He serves as Chairman, Chief Executive Officer, and General Counsel. He is also Founder and Chairman of Expert Telecom Compliance, Inc. ("ETC"), which provides ongoing consulting, compliance and industry intelligence to Lifeline Service Providers.

Lance received his Bachelor of Science in Finance degree from Syracuse University, a Juris Doctor Law degree, and a Masters of Tax Law from Georgetown University Law Center. He is a member of both the New York Bar Association and the Georgia Bar Association, and was admitted to practice law in the State of Maryland.

Lance is a member of the Competitive Telecommunications Association (COMPTEL) and the Federal Communications Bar Association (FCBA). Lance is currently a member of COMPTEL's Regulatory and Legislative Committee. Lance was a member of the Association of Communications Enterprises (ASCENT f/k/a TRA) and the International Prepaid Communications Association (IPCA), and previously served on the Internet Advisory Counsel for ASCENT, as well as on the Legal Affairs Committee for COMPTEL.



## SECRETARY OF STATE

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**Name**

EXCESS TELECOM, INC.

**Type**

Business Corporation (Non-Louisiana)

**City**

BEVERLY HILLS

**Status**

Active

**Previous Names**

**Business:** EXCESS TELECOM, INC.

**Charter Number:** 44376709F

**Registration Date:** 4/21/2021

**Domicile Address**

9928 ANTHONY PLACE  
BEVERLY HILLS, CA 90210

**Mailing Address**

P.O. BOX 69344  
WEST HOLLYWOOD, CA 90069

**Principal Business Office**

9928 ANTHONY PLACE  
BEVERLY HILLS, CA 90210

**Registered Office in Louisiana**

3867 PLAZA TOWER DR., 1ST FLOOR  
BATON ROUGE, LA 70816

**Principal Business Establishment in Louisiana**

3867 PLAZA TOWER DR., 1ST FLOOR  
BATON ROUGE, LA 70816

**Status**

**Status:** Active

**Annual Report Status:** In Good Standing

**Qualified:** 4/21/2021

GET HELP



**Last Report Filed:** N/A  
**Type:** Business Corporation (Non-Louisiana)

**Registered Agent(s)**

<b>Agent:</b>	INCorp SERVICES, INC.
<b>Address 1:</b>	3867 PLAZA TOWER DR., 1ST FLOOR
<b>City, State, Zip:</b>	BATON ROUGE, LA 70816
<b>Appointment Date:</b>	4/21/2021

**Officer(s)**

**Additional Officers:** No

<b>Officer:</b>	COBBY POURTAVOSI
<b>Title:</b>	President, Secretary, Treasurer
<b>Address 1:</b>	9928 ANTHONY PLACE
<b>City, State, Zip:</b>	BEVERLY HILLS, CA 90210

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**Amendments on File**  
No Amendments on file

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