

# COMPETITIVE TELECOMMUNICATIONS SERVICE PROVIDERS

For the provision of (check all that apply):

- INTEREXCHANGE CARRIER  COMPETITIVE ACCESS  
 ALTERNATIVE OPERATOR SERVICE PROVIDER  COMPETITIVE LOCAL EXCHANGE CARRIERS  
 OTHER (Describe):

90-9212

## ANNUAL REPORT

OF

Sage Telecom, Inc.

(Exact legal name of respondent)

If name was changed during year, show also the previous name and date of change.

www.sagetelecom.net

Website URL

805 Central Expressway South

Allen

Collin

TX

75013-2789

Address

City

County

State

Zip Code

214-495-4700

Phone: (Area Code) Number

805 Central Expressway South, Allen, TX 75013-2789

(Address of principal business office at end of year)

**TO THE  
PUBLIC UTILITIES COMMISSION OF OHIO**



**FOR THE  
YEAR ENDED DECEMBER 31, 2004**

Name, title, address, e-mail address, telephone and fax number (including area code) of the person to be contacted concerning this report.

Karen E. Gillespie, Compliance Reporting Consultant

Technologies Management, Inc. P.O. Drawer 200 Winter Park, FL 32790-0200

kgillespie@tminc.com , 407-740-8575

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**GENERAL INSTRUCTIONS, DEFINITIONS, ETC.****Please read the general instructions carefully before filling out this form:**

1. The word "Respondent" in the following inquiries means the person, firm, association, or company in whose behalf the report is made.
2. The schedules and questions contained in this report were developed to be generally applicable to all competitive telecommunication service providers. All instructions shall be followed and each question answered as fully and accurately as possible. Sufficient answers shall appear to show that no schedule, question, or line item has been overlooked.
3. If answers to an inquiry are given elsewhere in the report, incorporation of the information by reference is sufficient.
4. Customary abbreviations may be used except that the exact name of the respondent shall be shown in full on the "Title Page" and in the "Verification" page.
5. Where the space provided is insufficient for the required data or it is necessary or desirable to insert additional statements or schedules, the insert pages shall show the number and title of the schedule to which it pertains, as well as the name of the respondent and the year covered, and shall be on 8 ½" x 11" durable paper.
6. The information required with respect to any statement furnished is the minimum requirement. The respondent may add such further material information as is necessary to ensure that the required statements are not misleading.
7. All copies filed with the Commission must be legible and permanent. All entries shall be made in permanent ink or by a typewriter. Items of a reverse or contrary character shall be enclosed in parentheses, or indicated by a minus sign followed by the amount.
8. The annual report shall be signed by a duly elected officer of the respondent and it shall be notarized.
9. "Operating" as used in this report refers to regulated operations while "Nonoperating" refers to nonregulated operations.

### IDENTITY OF RESPONDENT

1. Identify respondent's form of business organization: sole proprietorship, partnership, corporation, or other (explain).

**Corporation**

2. If a consolidated, merged, or reorganized company, briefly provide particulars of such transactions, the date of the transactions, and PUCO authority. If a reorganized company, give name of original company.

**N/A**

3. Identify any other names (other than shown on title page) under which respondent conducted any part of its business during the year.

**None**

4. If incorporated specify:

- a. Date of filing of articles of incorporation. **7/18/96**
- b. State in which incorporated. **Texas**

5. Identify PUCO Case Number (and date issued) granting operating authority and identify certificate number(s) issued.

**02-126-TP-ACE, January 30, 2003**

6. State whether respondent is operational in Ohio (actually providing service and the date operations began), or available (but not currently providing service).

**Operational in Ohio and began providing service as of July 1, 2003**

7. If operational, identify Ohio counties where respondent is providing service.

**See Attachment A**

8. List the types of services provided by the respondent, e.g., residential voice, business voice, business data, other (specify types of other services provided).

**Sage provides residential voice and business voice services along with local service, toll service, and ancillary services such as voice mail (all of which are identified in Sage's Local Exchange Tariff).**

9. Identify if services are provided by resale (total service resale of local exchange company service) or facilities based (through respondent's own switch or via UNE platform), and names of Ohio counties where each type of service is provided.

**Sage offers service through UNE-P-Replacement, which means successor arrangements that replace UNE-Ps with combinations of loop, transport, and switching at rates negotiated by SBC and Sage.**

10. Identify local exchange companies that respondent has interconnection agreements with to provide service in Ohio.

**SBC OHIO**

### IMPORTANT CHANGES DURING THE YEAR

Report important changes of the types listed. Except as otherwise indicated data furnished should apply to the same period the report covers. Answers should be numbered in accordance with the inquiries and if "none" states the fact, it should be used. If information which answers an inquiry is given elsewhere in the report, identification of the other answer will be sufficient.

1. Changes in ownership or control (shareholders holding 5% or more of outstanding stock).

**None**

2. Other important changes: Give brief particulars of each other important change which is not disclosed elsewhere in this report.

**In April 2004, Sage announced the nation's first commercial agreement for the replacement of UNE-P. This new agreement with SBC was effective in June 2004 and became operational in July 2004.**

<b>DIRECTORS, PROPRIETORS, PARTNERS</b>			
1. Give the name of each director or proprietor. (For partnerships identify each partner, identify which are general or limited partners, and show each partner's percent of interest.)			
Line No.	Name and Address (City and State) (a)	Served Continuously From (b)	Term Expired or Current Term Will Expire (c)
1	<u>Larry Carter 805 Central Expressway South, Allen, TX 75013-2789</u>	September 1997	Perpetual
2	<u>Robert Connor 805 Central Expressway South, Allen, TX 75013-2789</u>	September 1997	Perpetual
3	<u>Norman Green 805 Central Expressway South, Allen, TX 75013-2789</u>	September 1997	Perpetual
4	<u>Dennis Houlihan 805 Central Expressway South, Allen, TX 75013-2789</u>	September 1997	Perpetual
5	<u>Tom Jennings 805 Central Expressway South, Allen, TX 75013-2789</u>	October 2002	Perpetual
6	<u>Bruce Johnson 805 Central Expressway South, Allen, TX 75013-2789</u>	September 1997	Perpetual
7	<u>Kevin Mohan 805 Central Expressway South, Allen, TX 75013-2789</u>	October 2002	Perpetual
8			
9			
10			
11			
12			
13			
14			
15			
(For corporations, show the data requested; for other forms of business organizations, show names of individuals holding comparable positions.)			
16	Name of Chairman of the Board Dennis Houlihan	21	Treasurer Christopher Williams
17	Name of Secretary of Board N/A	22	Controller Grace Harrod
18	President Dennis Houlihan		
19	Vice-President Christopher Williams Jerry Gimmich Robert McCausland James Kennedy, Jr. Joe Davis Russell Clarkson James Sturges		
20	Secretary Christopher Williams		

## Instructions:

Schedule 2 is used for PUCO annual assessment purposes pursuant to Section 4905.10, RC. The reporting company shall maintain supporting and /or subsidiary records to separately record revenues derived from total operations and from its Ohio intrastate operations. Information presented herein is subject to audit by the PUCO.

The jurisdictional separation of revenues reported in this schedule should conform, to the extent applicable, to the procedures and instructions of CFR 47 Parts 32 and 36.

For interexchange carriers, intrastate refers to messages originating and terminating in Ohio.

For cellular, competitive access, and paging providers, intrastate refers to amounts billed to an Ohio account.

## SCHEDULE: 2

STATEMENT OF INTRASTATE GROSS EARNINGS (REVENUE)		
Line No.	Item	Amount Ohio Intrastate
1	Operating and Miscellaneous Revenue - Wholesale Cellular Communications, Radio Common Carrier, Directory Revenue, Rent Revenue, Special Billings (revenue from work performed for others, rent revenue-nonoperating, return on regulated investment used to provide nonregulated products and services, etc.)	\$ 15,917,304
2	Other Revenue, Dividend and Interest Income, Gains From Disposition of Property – Operating and Nonoperating, Other Operating or Nonoperating Gains (foreign currency exchange or transfer, extinguishment of debt, company's share of earnings of affiliated company accounted for on equity method, income from sinking and other funds, etc.)	0
3	<b>SUBTOTAL (1) + (2)</b>	\$15,917,304
4	Earnings or receipts from sales to other public utilities for resale	(0.00)
5	<b>TOTAL (3) + (4)</b>	\$15,917,304

## SCHEDULE: 3

**IN ORDER TO ENSURE THAT PUCO CORRESPONDENCE IS DIRECTED TO THE APPROPRIATE PERSON AT THE CORRECT ADDRESS, PLEASE COMPLETE THE FOLLOWING.**

**Name, Title, Address, and Phone Number of the Company's Contact Persons  
to Receive Entries and Orders from the Docketing Division**

Stephanie Timko	Director, Regulatory Affairs
Name	Title
805 Central Expressway South, Allen, TX 75013-2789	
Address	
214-547-7135	
Phone Number (Including Area Code)	

**Name, Title, Address, and Phone Number of Person to whom Invoice  
should be Directed**

Andrew Karl	Regulatory Compliance Analyst
Name	Title
805 Central Expressway South, Allen, TX 75013-2789	
Address	
214-495-4878	
Phone Number (Including Area Code)	

**Name and Address of the President**

Dennis Houlihan	President
Name	Title
805 Central Expressway South, Allen, TX 75013-2789	
Address	

**VERIFICATION**

The foregoing report must be verified by the President or Chief Officer of the company. The oath required may be taken before any person authorized to administer an oath by the laws of the State in which the same is taken.

**OATH**

State of Texas  
County of Collin

Robert W. McCausland makes oath and says that  
(Insert here the name of the affiant.)

he is Vice President, Regulatory Affairs  
(Insert here the official title of deponent).

of Sage Telecom, Inc.  
(Insert here the exact legal title or name of the respondent.)

that he has examined the foregoing report; that to the best of his knowledge, information, and belief, all statements of fact contained in the said report are true and the said report is a correct statement of the business and affairs of the above-named respondent in respect to each and every matter set forth therein during the period from and including January 1, 2004 to and including December 31, 2004.

  
(Signature of affiant.)

7. If operational, identify Ohio counties where respondent is providing service

**Counties**

ADAMS  
ASHTABULA  
ATHENS  
BELMONT  
BROWN  
BUTLER  
CARROLL  
CHAMPAIGN  
CLARK  
CLINTON  
COLUMBIANA  
COSHOCKTON  
CRAWFORD  
CUYAHOGA  
DARKE  
DELAWARE  
ERIE  
FAIRFIELD  
FAYETTE  
FRANKLIN  
FULTON  
GALLIA  
GEAUGA  
GREENE  
GUERNSEY  
HAMILTON  
HANCOCK  
HARRISON  
HIGHLAND  
HOCKING  
HOLMES  
HURON  
JACKSON  
JEFFERSON  
KNOX  
LAKE  
LAWRENCE  
LICKING  
LOGAN  
LORAIN  
LUCAS  
MADISON  
MAHONING  
MARION  
MEDINA

**Counties**

MIAMI  
MONROE  
MONTGOMERY  
MORGAN  
MUSKINGUM  
PERRY  
PICKAWAY  
PORTAGE  
ROSS  
SANDUSKY  
SCIOTO  
SENECA  
SHELBY  
STARK  
SUMMIT  
TRUMBULL  
TUSCARAWAS  
UNION  
WARREN  
WASHINGTON  
WAYNE  
WOOD  
WYANDOT



April 27, 2005  
Via Overnight Delivery

210 N. Park Ave.  
Winter Park, FL  
32789

P.O. Drawer 200  
Winter Park, FL  
32790-0200

Tel: 407-740-8575  
Fax: 407-740-0613  
tmi@tminc.com

Fiscal Division  
Ohio Public Utilities Commission  
180 East Broad Street  
Columbus, OH 43226-0573

RE: Sage Telecom, Inc  
OH Annual Report (all except ILEC)  
For the year ending December 31, 2004

Dear Sir or Madam:

Enclosed please find a copy of the OH Annual Report (all except ILEC) for the year ending December 31, 2004, filed on behalf of Sage Telecom, Inc. No check is enclosed as there are no remittance fees due.

Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for that purpose.

Questions regarding this filing should be directed to my attention at 407-740-8575. Thank you for your assistance in this matter.

Sincerely,

Karen E. Gillespie  
Compliance Reporting Specialist

cc: Andrew Karl - Sage Telecom, Inc  
file: Sage Telecom, Inc - Reporting - Ohio