

ORIGINAL



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Junior Achievement[®]
of Arizona

Crexendo Business Solutions
T-20737A-10-0144
In Support

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5716 ■ 520.792.2000 ■ Fax 520.792.2356

www.jaaz.org

July 19, 2011

Chairman Gary Pierce
Commissioner Bob Stump
Commissioner Sandra D. Kennedy
Commissioner Paul Newman
Commissioner Brenda Burns
Arizona Corporation Commission
1200 West Washington
Phoenix, Arizona 85007

Arizona Corporation Commission
DOCKETED

JUL 26 2011

DOCKETED BY *[Signature]*

AZ CORP COMMISSION
DOCKET CONTROL

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RECEIVED

Dear Chairman Pierce and Commissioners:

It has come to my attention that your commission has recommended against the application of a telecom license for Crexendo, Inc. to operate in Arizona.

It seems fitting that I provide information on Mr. Steven G. Mihaylo's impact on our organization and our community. He has not only been an avid financial supporter of Junior Achievement of Arizona for the past 35 years, but his lead gift of \$1,000,000 made it possible for us to successfully build out two JA BizTown programs in Tempe, AZ. This facility carries his name and over the past 10 years has enabled more than 100,000 fifth- and sixth-grade students gain the skills, knowledge and attitudes for success in tomorrow's workplace.

Additionally, Mr. Mihaylo has served on our Board of Directors and our Board of Trustees for a number of years providing strategic vision and guidance for the organization. He established a foundation for Junior Achievement that has provided college scholarships for numerous students over the past 20 years.

While leading Inter-Tel in Phoenix, Mr. Mihaylo provided time off for his staff members to serve as mentors to thousands of disadvantaged students through our Junior Achievement classroom programs. This investment of time in helping our youth envision and prepare for a productive future has positively changed their lives forever.

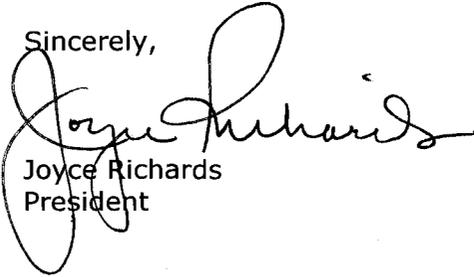
Mr. Mihaylo is known for investing in the future of our children. As a community engagement program for his new company, Crexendo, he made a commitment to partner with Junior Achievement to provide numerous paid internships to high school students through our JA You're Hired program. This program is instrumental in helping young people gain the skills and experience that will help them become successful in the world of work.

If Crexendo is unable to operate in our Phoenix community, this will be a significant loss to the thousands of young people who would have benefitted from Mr. Mihaylo's generosity, personal engagement, and commitment to improving the quality of life in our community.

Arizona Corporation Commission
July 19, 2011
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It is my hope you will grant this license to Crexendo and allow this company to create critically needed jobs for our economy and provide another avenue for Mr. Mihaylo to invest in the future of our young people.

Sincerely,

A handwritten signature in cursive script, appearing to read "Joyce Richards". The signature is written in black ink and is positioned above the printed name and title.

Joyce Richards
President

PILCHER

WICK PILCHER INSURANCE

William W. (Wick) Pilcher, II
President and Chief Executive Officer

July 19, 2011

Chairman Gary Pierce
Commissioner Bob Stump
Commissioner Sandra D. Kennedy
Commissioner Paul Newman
Commissioner Brenda Burns

Arizona Corporation Commission
1200 West Washington
Phoenix, AZ 85007

RE: Crexendo, Inc.

Dear Chairman Pierce and Commissioners:

I wanted to take a moment to send you a letter regarding Crexendo, Inc. and more specifically the company's Chairman, Steve Mihaylo.

I have had the great pleasure to know Steve Mihaylo both personally and professionally for thirty plus years. On a personal level Steve is an amazing person – he is a loyal, honest, and trustworthy friend. He is also a great father who believes in family first. Additionally, he is morally and ethically sound; a fine upstanding man who believes in giving back to the community through Junior Achievement, Juvenile Diabetes and the Arizona Heart Association. Steve's finest achievement in my mind however was leading the campaign to raise in excess of \$150 million dollars to establish, grow and promote the Arizona Science Center into an international phenomenon. Finally, Steve's longest affiliation is his own Big Bear High School Foundation which offers broad based community support through after-school programs, college scholarships as well as other initiatives.

On a professional level Steve is a very successful businessman, most notably through Inter-Tel, Inc. Steve took the company from one employee to over 2,000, mostly based here in Arizona. After forty years, Steve sold the company (valued at \$750 million dollars) in 2007 – quite a contribution to Arizona business!

In conclusion I believe it would be a travesty to withhold from the state of Arizona and its people the opportunity for business and employment at a time when there is such great need. I appreciate your consideration and should you wish to discuss Steve or his company further, I welcome the opportunity.

Sincerely,

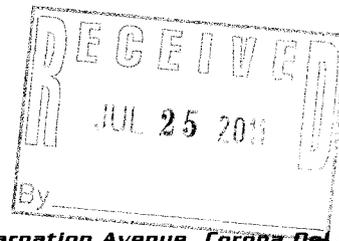


Wick Pilcher

WP/sc



Tony Valentine
CONSTRUCTION
QUALITY CUSTOM HOMES



700 Carnation Avenue, Corona Del Mar, California, 92625

Phone: (949) 723-6449
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July 18, 2011

Chairman Gary Pierce
Commissioner Bob Stump
Commissioner Sandra D. Kennedy
Commissioner Paul Newman
Commissioner Brenda Burns

Arizona Corporation Commission
1200 West Washington
Phoenix, Arizona 85007

Dear Chairman Pierce and Commissioners:

I am writing to encourage you to reconsider your recent recommendation against the approval of Crexendo, Inc.'s telecom license application. Crexendo is a web marketing and digital telecom services firm, headquartered in Phoenix, specializing in search engine optimization (SEO) to businesses and consumers. They have received licenses in 40 states so far, with approval expected in the remaining 9, leaving only Arizona denying approval. The company has plans to hire between 100 and 200 engineers, sales people and support people in Arizona within two years of the telecom license approval. Allowing Crexendo to operate in the state of Arizona to its full capacity will spur economic growth through increased income and sales tax revenues and higher employment rates, and promote Arizona's reputation as a supportive environment for technology firms.

I have known Steve Mihaylo for eight years and have found him to be a man of great integrity, vision and philanthropy. In the process of expanding his business opportunities, he is always mindful of considerations encompassing the potential benefits to the local community in terms of job growth, tax revenues, charitable contributions and community involvement.

Mr. Mihaylo's previous Arizona business venture, Phoenix-based Inter-Tel, Incorporated, evolved from its inception in 1969 with one employee in one location to over 2,000 employees in over 70 locations worldwide with nearly \$500 million in annual sales. Inter-Tel successfully competed against such industry giants as AT&T, Nortel Networks, Nippon Electric, Seimens and Cisco Systems in the international business telephone systems and software market for over 38 years. By the time the company was sold in 2007 for \$750 million it was the largest and most profitable stand-alone supplier to the mid-sized business telephone systems and software market in the United States, capturing an approximately 20% market share. Over this period the company returned over \$1.1 billion to shareholders in the form of the sale, dividends and stock repurchases.

Arizona charitable endeavors that have benefited from Mr. Mihaylo's involvement include the Arizona Science Museum in Phoenix, for which he led a campaign that generated over \$150 million for the construction of this world class facility. He is on the boards of the Arizona Heart Foundation, Junior Achievement of Arizona and Arizona State University's Dean's Council of 100 and is a recipient of numerous awards.

Please reconsider your previous determination and recommend approval of the telecom license for this dynamic and deserving company, thereby nurturing a mutually beneficial relationship with the state of Arizona, local communities, businesses and consumers.

Sincerely,

A handwritten signature in black ink that reads "Cheri Clark Hodgson". The signature is written in a cursive, slightly slanted style.

Cheri Clark Hodgson
Manager