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March 27, 2000

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DATE
MAR 29 2000

VIA FEDERAL EXPRESS

Douglas G. Bonner
202/857-6293
bonnerd@arentfox.com

Janell Mayo Duncan
202/857-6102
duncanj@arentfox.com

Division of Records and Reporting
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

Re: Application of BroadStreet Communications, Inc. to Provide
Alternative Local Exchange Service Within the State of Florida

000369-TX

Dear Sir/Madam:

Enclosed for filing are an original and six (6) copies of BroadStreet Communications, Inc.'s ("BroadStreet") Application to Provide Alternative Local Exchange Service Within the State of Florida ("Application"). Also enclosed is check in the amount of \$ 250.00 to cover the filing fee for this Application. Please note that Appendix "C" in the original Application, the Affidavit of Phillip M. Fraga, Esq., Senior Vice President and General Counsel for BroadStreet, is a faxed signature. We will forward to the Commission, under separate cover, the document with Mr. Fraga's original signature.

In connection with this Application, BroadStreet has submitted financial information regarding itself which is proprietary and confidential. Disclosure of this financial information would, in BroadStreet's view, result in significant competitive harm to BroadStreet. Accordingly, also enclosed is a **Request for Confidential Classification** to protect all financial information submitted in connection with this Application.

Please date-stamp the enclosed copy of the first page of the Application, and return it to us in the self-addressed, postage-paid envelope which is provided. If you have any questions concerning this filing, please do not hesitate to contact us.

Respectfully submitted,

Douglas G. Bonner, Esq. (Florida Bar No. 376825)
Janell Mayo Duncan, Esq.

Counsel for BroadStreet Communications, Inc.

Enclosures

cc: Phillip M. Fraga, Esq.

WASHINGTON, DC

NEW YORK

DOCUMENT NUMBER-DATE
03835 MAR 28 8
RIYADH BUCHAREST
FISCAL REPORTING

**** FLORIDA PUBLIC SERVICE COMMISSION ****

DIVISION OF TELECOMMUNICATIONS
BUREAU OF CERTIFICATION AND SERVICE EVALUATION

APPLICATION FORM
for
AUTHORITY TO PROVIDE
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

- ◆ This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Appendix A).
- ◆ Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.
- ◆ Use a separate sheet for each answer which will not fit the allotted space.
- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

- ◆ If you have questions about completing the form, contact:

Florida Public Service Commission
Division of Telecommunications
Bureau of Certification and Service Evaluation
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600

DOCUMENT NUMBER-DATE

03835 MAR 28 8

REC'D-RECORDS/REPORTING

APPLICATION

1. This is an application for (check one):

Original certificate (new company).

Approval of transfer of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.

Approval of assignment of existing certificate: Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.

Approval of transfer of control: Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

BroadStreet Communications, Inc. ("BroadStreet" or "Applicant")

3. Name under which the applicant will do business (fictitious name, etc.):

Not Applicable.

4. Official mailing address (including street name & number, post office box, city, state, zip code):

601 Technology Drive, Southpointe

Canonsburg, Pennsylvania 15317

5. Florida address (including street name & number, post office box, city, state, zip code):

BroadStreet's registered agent in Florida is CT Corporation System, 1200

South Pine Island Road Plantation, Florida 33324

6. Structure of organization:

- Individual Corporation
 Foreign Corporation Foreign Partnership
 General Partnership Limited Partnership
 Other Please explain

7. **If individual**, provide:

Name: Not Applicable.

Title: _____

Address: _____

City/State/Zip: _____

Telephone No. _____ : Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

8. **If incorporated in Florida**, provide proof of authority to operate in Florida:

(a) **The Florida Secretary of State corporate registration number:**

Not Applicable.

9. **If foreign corporation**, provide proof of authority to operate in Florida:

(a) **The Florida Secretary of State corporate registration number:**

F00000000594

10. **If using fictitious name-d/b/a**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

(a) **The Florida Secretary of State fictitious name registration number:**

Not Applicable.

11. **If a limited liability partnership**, provide proof of registration to operate in Florida:

(a) **The Florida Secretary of State registration number:**

Not Applicable.

12. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: _____ Not Applicable.

Title: _____

Address: _____

City/State/Zip: _____

Telephone No. _____ **: Fax No.:** _____

Internet E-Mail Address: _____

Internet Website Address: _____

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) **The Florida registration number:** _____ Not Applicable.

14. Provide **F.E.I. Number** (if applicable): _____ Not Applicable.

15. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Provide explanation.

None of BroadStreet's directors, nor any of the ten largest stockholders, have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or any crime; nor are any such proceedings pending.

(b) an officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

Randolph L. Fowler and Thomas W. Cady are former officers of Adelpia Business Solutions, Inc., the parent of two Florida certificated companies (Adelpia Business Solutions of Jacksonville, Inc., and Adelpia Business Solutions of Florida, LLC).

16. Who will serve as liaison to the Commission with regard to the following?

a) The application:

Name: Douglas G. Bonner, Esq.; Janell Mayo Duncan, Esq.

Title: Attorney

Address: 1050 Connecticut Avenue, N.W.

City/State/Zip: Washington, D.C. 20036-5339

Telephone No. (202) 856-6000 ; **Fax No.:** (202) 857-6395

Internet E-Mail Address: duncanj@arentfox.com

Internet Website Address: www.arentfox.com

b) Official point of contact for the ongoing operations of the company:

Name: Phillip M. Fraga, Esq.

Title: Senior Vice President and General Counsel

Address: 601 Technology Drive, Southpointe

City/State/Zip: Canonsburg, Pennsylvania 15317

Telephone No.: (724) 873-8982 **Fax No.:** (724) 873-9195

Internet E-Mail Address: pmfraga@stargate.net

Internet Website Address: Not Available at this Time.

(c) Complaints/Inquiries from customers:

Name: Phillip M. Fraga, Esq.

Title: Senior Vice President and General Counsel

Address: 601 Technology Drive, Southpointe

City/State/Zip: Canonsburg, Pennsylvania 15317

Telephone No. 1-877-638-2861 : **Fax No.:** (724) 873-9195

Internet E-Mail Address: pmfraga@stargate.net

Internet Website Address: Not Available at this Time.

17. List the states in which the applicant:

(a) has operated as an alternative local exchange company.

BroadStreet is a start-up company and has not yet begun providing local exchange service in any state.

(b) has applications pending to be certificated as an alternative local exchange company.

BroadStreet is in the process of seeking authority to provide intrastate telecommunications services in Alabama, the District of Columbia, Florida, Georgia, Maryland, North Carolina, Pennsylvania, South Carolina, Tennessee, and Virginia.

(c) is certificated to operate as an alternative local exchange company.

BroadStreet is not yet certificated to operate as a local exchange company in any state. As stated above, BroadStreet is in the process of seeking authority to provide intrastate telecommunications services in Alabama, the District of Columbia, Florida, Georgia, Maryland, North Carolina, Pennsylvania, South Carolina, Tennessee, and Virginia.

(d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

BroadStreet has not been denied certification in any state.

(e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

No penalties have been imposed against BroadStreet in any other state.

(f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

Not Applicable.

18. Submit the following:

A. Financial capability. **Please See Exhibit A, which responds to Section 18.A.**

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer **affirming that the financial statements are true and correct** and should include:

1. the balance sheet;
2. income statement; and
3. statement of retained earnings.

NOTE: This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.

Further, the following (which includes supporting documentation) should be provided:

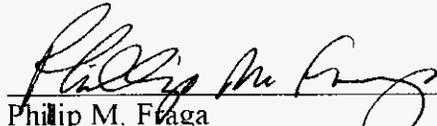
1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.

3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.
- B. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. **Please See Exhibit B.**
 - C. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance. **Please See Exhibit B.**

**** APPLICANT ACKNOWLEDGMENT STATEMENT ****

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:


Philip M. Faga
Senior Vice President and General Counsel

3-18-00
Date

(724) 873-8982
Telephone No.

Address: 601 Technology Drive, Southpointe
Canonsburg, Pennsylvania 15317

(724) 873-9195
Fax No.

ATTACHMENTS:

- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - INTRASTATE NETWORK
- C - AFFIDAVIT

CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

I, (Name) , _____ Not Applicable. _____
_____ (Title) _____ of

(Name of Company) and current holder of Florida Public Service Commission Certificate
Number # _____, have reviewed this application and join in the petitioner's request
for a:

- () sale
- () transfer
- () assignment

of the above-mentioned certificate.

UTILITY OFFICIAL:

Signature

Date

Title

Telephone No.

Address: _____

Fax No.

INTRASTATE NETWORK (if available)

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request. **Not available at this time. BroadStreet will make this information available to the Commission upon request, if available.**

1. **POP:** Addresses where located, and indicate if owned or leased.

1) _____ _____	2) _____ _____
3) _____ _____	4) _____ _____

2. **SWITCHES:** Address where located, by type of switch, and indicate if owned or leased.

1) _____ _____	2) _____ _____
3) _____ _____	4) _____ _____

3. **TRANSMISSION FACILITIES:** POP-to-POP facilities by type of facilities (microwave, fiber, copper, satellite, etc.) and indicate if owned or leased.
POP-to-POP OWNERSHIP

<u>POP-to-POP</u>	<u>OWNERSHIP</u>
1) _____	_____
2) _____	_____
3) _____	_____
4) _____	_____



**** APPENDIX C ****

AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."

UTILITY OFFICIAL:

Phillip M. Fraga
Phillip M. Fraga

3-27-00
Date

Senior Vice President and General Counsel

(724) 873-8982
Telephone No.

Address: 601 Technology Drive, Southpointe
Canonsburg, Pennsylvania 15317

(724) 873-9195
Fax No

Exhibit A

FINANCIAL CAPABILITY

BroadStreet is financially qualified to provide facilities-based and resold intraexchange and interexchange telecommunications services in Florida. In particular, BroadStreet has the financing and capital necessary to conduct its telecommunications operations as specified in this Application. As a start-up company, BroadStreet does not have audited financials. However, attached are copies of the Company's most recent balance sheet, income statement, and statement of retained earnings. These attachments are being offered to demonstrate BroadStreet's financial ability to provide the proposed services. With its resources, BroadStreet possesses the sound finances necessary to effectively procure, install and operate the facilities and services requested in this Application. Accordingly, Broadstreet has the financial capability to provide and maintain the requested service, and has the capital to meet any ownership or lease obligations.

3/14/00

BroadStreet Communications, Inc.

Balance Sheet

February 29, 2000

Checking/Savings

Cash - PNC Checking

Total Checking/Savings

Other Current Assets

Interest Receivable

Total Other Current Assets

Fixed Assets Not Yet in Service

Current Liabilities

Accounts Payable

Accounts Payable

Total Accounts Payable

Other Current Liabilities

Other Accrued Liabilities

Accrued Salaries

Payroll Taxes Payable

Due to Parent

Total Other Current Liabilities

Total Current Liabilities

Additional Paid in Capital

Opening Bal Equity

Preferred Stock, Series A

Preferred Stock, Series B

Preferred Stock, Series C

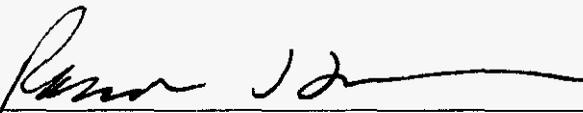
Total Opening Bal Equity

Net Income

BroadStreet Communications, Inc.
BALANCE SHEET
February 29, 2000

I, Randolph S. Fowler, the President and Chief Executive Officer of BroadStreet Communications, Inc., a Delaware Corporation ("BroadStreet"), do hereby affirm as follows:

The above BroadStreet Balance Sheet presents accurately and fairly, in all material respects, the financial position of BroadStreet and the results of its operations.

Name: 
Randolph S. Fowler

Title: President and Chief Executive Officer

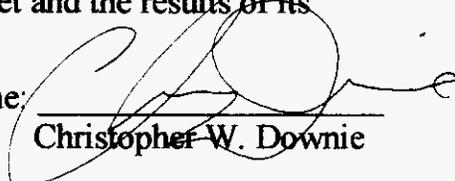
Date: March 24, 2000

BroadStreet Communications, Inc.
BALANCE SHEET
February 29, 2000

I, Christopher W. Downie, the Chief Financial Officer of BroadStreet Communications, Inc., a Delaware Corporation ("BroadStreet"), do hereby affirm as follows:

The above BroadStreet Balance Sheet presents accurately and fairly, in all material respects, the financial position of BroadStreet and the results of its operations.

Name: _____


Christopher W. Downie

Title: Chief Financial Officer

Date: March ~~28~~²⁹ 2000

Profit & Loss

February 2000

Interest Income
Total Income
Expense
 General and Administrative
 Bank Fees
 Legal-Patents and Copyrights
 Legal - General
 Office Supplies
Total General and Administrative
Legal - Financing
Personnel Related Expenses
 FICA Expense
 Life Insurance Expense
 Federal Unemployment Tax
 Salaries and Wages
 State Unemployment Tax
 Temporary Services
Total Personnel Related Expenses
Pre-Close Expenses
Telephone Expense
Travel & Entertainment
 Travel - Other
Total Travel & Entertainment
Total Expense

BroadStreet Communications, Inc.
PROFIT & LOSS
February 2000

I, Randolph S. Fowler, the President and Chief Executive Officer of BroadStreet Communications, Inc., a Delaware Corporation ("BroadStreet"), do hereby affirm as follows:

The above BroadStreet Profit & Loss (Income Statement) presents accurately and fairly, in all material respects, the financial position of BroadStreet and the results of its operations.

Name: 
Randolph S. Fowler

Title: President and Chief Executive Officer

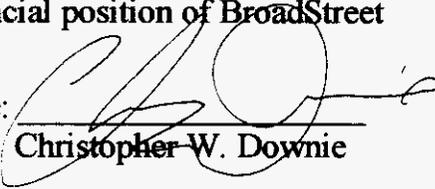
Date: March 24, 2000

BroadStreet Communications, Inc.
PROFIT & LOSS
February 2000

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Name:


Christopher W. Downie

Title: Chief Financial Officer

Date: March 22, 2000

BroadStreet Communications, Inc.
Statement of Retained Earnings
02/29/2000

Earnings Inception to Date

Retained Earnings 2/29/00

BroadStreet Communications, Inc.
STATEMENT OF RETAINED EARNINGS

I, Randolph S. Fowler, the President and Chief Executive Officer of BroadStreet Communications, Inc., a Delaware Corporation ("BroadStreet"), do hereby affirm as follows:

The above BroadStreet Statement of Retained Earnings presents accurately and fairly, in all material respects, the financial position of BroadStreet and the results of its operations.

Name: 
Randolph S. Fowler

Title: President and Chief Executive Officer

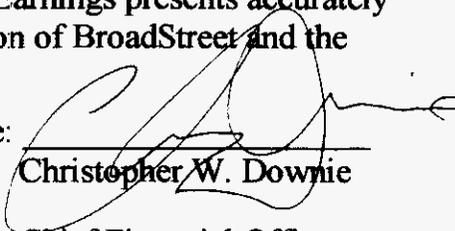
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Name: _____


Christopher W. Downie

Title: Chief Financial Officer

Date: March 22, 2000

3/14/00

BroadStreet Communications, Inc.

Balance Sheet

February 29, 2000

Checking/Savings

Cash - PNC Checking

Total Checking/Savings

Other Current Assets

Interest Receivable

Total Other Current Assets

Fixed Assets Not Yet in Service

Current Liabilities

Accounts Payable

Accounts Payable

Total Accounts Payable

Other Current Liabilities

Other Accrued Liabilities

Accrued Salaries

Payroll Taxes Payable

Due to Parent

Total Other Current Liabilities

Total Current Liabilities

Additional Paid in Capital

Opening Bal Equity

Preferred Stock, Series A

Preferred Stock, Series B

Preferred Stock, Series C

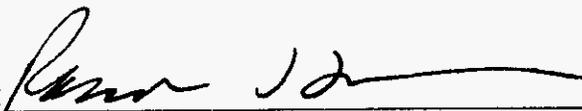
Total Opening Bal Equity

Net Income

BroadStreet Communications, Inc.
BALANCE SHEET
February 29, 2000

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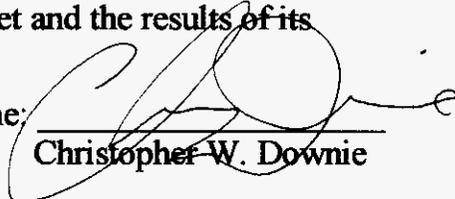
Title: President and Chief Executive Officer

Date: March 24, 2000

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February 29, 2000

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Name: 
Christopher W. Downie

Title: Chief Financial Officer

Date: March ~~29~~ 2000

Profit & Loss

February 2000

Interest Income

Total Income

Expense

General and Administrative

Bank Fees

Legal-Patents and Copyrights

Legal - General

Office Supplies

Total General and Administrative

Legal - Financing

Personnel Related Expenses

FICA Expense

Life Insurance Expense

Federal Unemployment Tax

Salaries and Wages

State Unemployment Tax

Temporary Services

Total Personnel Related Expenses

Pre-Close Expenses

Telephone Expense

Travel & Entertainment

Travel - Other

Total Travel & Entertainment

Total Expense

BroadStreet Communications, Inc.
PROFIT & LOSS
February 2000

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Name: 
Randolph S. Fowler

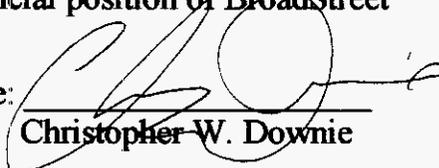
Title: President and Chief Executive Officer

Date: March 24, 2000

BroadStreet Communications, Inc.
PROFIT & LOSS
February 2000

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Name: 

Christopher W. Downie

Title: Chief Financial Officer

Date: March 22, 2000

BroadStreet Communications, Inc.
Statement of Retained Earnings
02/29/2000

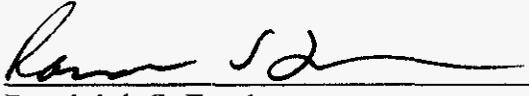
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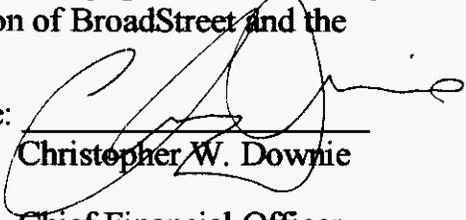
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Name: 

Christopher W. Downie

Title: Chief Financial Officer

Date: March 22, 2000

Exhibit B

MANAGERIAL AND TECHNICAL CAPABILITY

BroadStreet's senior and next level management team, with twelve individuals at present, brings over 100 years of telecommunications experience in successfully developing, growing and operating telecommunications businesses. Given their experience with Hyperion (currently known as Adelphia Business Solutions, Inc.), BroadStreet's primary Founders and others have demonstrated strong capabilities in operating in the start-up, early growth and mature phases of a business enterprises development cycle. Beyond these identified individuals, BroadStreet is confident that it will be able to attract and has identified several additional experienced telecommunications operating professionals to help it execute and reinforce its operating strategy.

Randolph S. Fowler is the President and Chief Executive Officer of BroadStreet. Until March of 1999, Mr. Fowler served as Senior Vice President, Business Operations for Hyperion (effective October 1997), and was a Director of the Company since October 1991. Mr. Fowler was one of the original founders of Hyperion and was responsible for much of Hyperion's development from a start-up enterprise to its current level of operations. In the aggregate, Mr. Fowler was responsible for departments with over 1,000 personnel throughout operations, product development, sales and marketing, business development, and regulatory affairs, etc. Prior to joining Hyperion, Mr. Fowler was Vice President of Marketing for Penn Access Corporation, a competitive access provider in Pittsburgh, Pennsylvania. He previously served for four years as Director of Technology Transfer and Commercial Use of Space in two NASA-sponsored technology transfer programs. In addition, he has over 17 years experience with AT&T and the Bell System, where he served in a number of executive level positions in sales and marketing, operations, human resources, business controls, and strategy development. Mr. Fowler holds a B.S. in Business Administration from the University of Pittsburgh. He has also developed and taught courses in Marketing, Network Management, and Regulation for the University of Pittsburgh's Graduate Program in Telecommunications.

Thomas W. Cady is the Executive Vice President and Chief Operating Officer of BroadStreet. Mr. Cady has 23 years of sales, marketing and general management experience in both corporate and entrepreneurial environments. Until February of 2000, Mr. Cady served as Chief Marketing Executive for Adelphia Communications, the parent company of Hyperion. In this capacity, Mr. Cady had responsibility for developing both the consumer and commercial markets for all Adelphia products and services (including Hyperion). Prior to this assignment, Mr. Cady was the Senior Executive for Marketing and Sales for Hyperion since March 1998. His responsibilities include the development of marketing and sales programs for all of Hyperion's end user products and services. Prior to joining Hyperion, Mr. Cady spent seven years with Xerox, five years with IBM/ROLM, two years with Sprint/Telenet and six years with Cadmus Communications in a variety of sales, marketing and general management positions. Mr. Cady graduated from Virginia Tech with a B.S. in Business Administration in 1977, and received an M.B.A. from the University of Richmond in 1984.

Stephen D. Smith is the Senior Vice President of Business Development for BroadStreet. Beginning with IBM, Mr. Smith has 23 years experience in the voice, data and software technology industry, most recently serving as President and CEO of a Maryland based technology concern, Microlog Corporation. Prior to this position, he held sales and marketing executive roles in two early stage software start - ups, Teloquent Communications and Speechworks International, where he was instrumental in landing notable early adopter's and building direct and indirect distribution channels to achieve rapidly accelerating revenue. Mr. Smith holds a B.S. in Industrial Engineering and Operations Research from Virginia Tech.

David Martin is the Senior Vice President of Business Operations for BroadStreet. Mr. Martin has 27 years experience in sales, sales management and general management experience, primarily with technology based companies. Most recently, Mr. Martin served as Regional Vice President of Adelpia Business Solutions, Inc. (formerly known as Hyperion), where he was instrumental in growing Adelpia from a regional to a national communications service provider. Prior to joining Adelpia, Mr. Martin spent 16 years in the communications industry with Bell Atlantic and AT&T, and 6 years in the healthcare industry with Heath America and Blue Cross. Mr. Martin attended Houghton College in Houghton, N.Y.

James G. Williams is the Chief Information Officer of BroadStreet. Until February of 2000, Dr. James G. Williams had been a Professor of Information Science at the University of Pittsburgh for 27 years. He holds a B.S. in Science from Clarion University, MS and Ph.D. degrees in Information Science from the University of Pittsburgh. He has taught at the elementary, high school, community college and university levels over his more than 30 years of teaching and research. He has worked in industry as a programmer/analyst and system/network designer. He has consulted for many corporations and organizations on information systems and computer networking problems. He has published several books; the latest of which are *The Networking and Communications Desk Reference*, and *Information Science: An Emerging Discipline*. He has also published many journal articles and is the co-editor of two encyclopedias: one on Computer Science and Technology and the other on Microcomputer Systems. His latest contribution is a chapter on Information Visualization in the Annual Review of Information Systems and Technology. He has served as Chairman of the Department of Information Science at the University of Pittsburgh for 8 years. Dr. Williams has been a consultant to several foreign countries including Saudi Arabia, Brazil, China, Kuwait, and Thailand. He has also served on the National Research Council of the National Academy of Science and has been involved in other national and international forums investigating problems related to information systems, information infrastructure, education of information professionals and technology transfer. He also worked as Assistant Director of the NASA Industrial Application Center (NIAC) at the University of Pittsburgh. He has served as an evaluator for the National Science Foundation for the Industry/University Cooperative Research Center Program (IUCRC). Dr. Williams has been an active researcher across a diverse range of application areas such as telecommunications, database design, software engineering and systems analysis and design. He most recently was working on a project for the Office for Information Technology in the Governor's Office for the state of Pennsylvania involving

telecommunication infrastructure in the commonwealth. Dr. Williams also owns and operates Automated Systems Research and Development, Inc., which develops, implements, and maintains information systems for businesses, hospitals, educational institutions, libraries, and government organizations.

Christopher W. Downie is the Chief Financial Officer of BroadStreet. Until February of 2000, Mr. Downie was a Vice President in the New York-based Investment Banking Group of Daniels & Associates, LP. Daniels provides investment-banking services within the cable, telecommunications, Internet and other related communications and media industries and in 1999 completed over \$16 billion of aggregate transaction value. Mr. Downie's primary focus in his six and a half years at Daniels was providing private equity and debt capital formation capabilities to Daniels' industry groups. In that capacity, he was actively involved with early and growth stage companies in their early and growth phases of business, operations and capitalization strategy development. Mr. Downie has had direct involvement with the placement of more than \$600 million in a range of equity and debt financings. In addition to this private placement activity, Mr. Downie was also active in numerous mergers & acquisitions, financial advisory and valuation transactions, totaling over \$6 billion in transaction value over his six and a half years at Daniels. Mr. Downie joined Daniels in 1993 from Bear, Stearns & Co. Inc., where he worked in the Corporate Finance/Mergers & Acquisitions Department. While at Bear Stearns, he was actively involved in the analysis and structuring of mergers, acquisitions, leveraged buy-outs, debt and equity offerings, refinancings and fairness opinions and valuations. He joined Bear Stearns in 1991 after receiving a B.A. from Dartmouth College. Mr. Downie received his M.B.A. from New York University's Stern School of Business.

James J. Cunningham is the Chief Technical Officer of BroadStreet. Until February of 2000, Mr. Cunningham was a Vice President of AT&T Broadband Network Solutions and was responsible for the leadership and development of a business unit focused on high-end robust data, video and voice communications network services to the commercial marketplace leveraging AT&T's fiber optic infrastructure. In this capacity, Mr. Cunningham deployed leading edge IP based ATM/routed technology that was outside the scope and capability of most common carriage service providers. Prior to this position, Mr. Cunningham was a Director of New Business Development for AT&T (formerly TCI), East Region and was primarily responsible for this region's development of "Competitive Access Provider" networks and services. Prior to this position, he served as a Metro State Engineer for TCI, East with primary responsibility for 5 systems in multiple states totaling over 275,000 customers and 235 technical employees. Prior to joining TCI, Mr. Cunningham served as a senior Director or Manager level engineer for several other cable and other communications companies, including Times Mirror, Heritage Cablevision Sprint and Ohio Bell Telephone. Mr. Cunningham received his AS in Mechanical Engineering from North Central Technical College in 1969 and attended Ohio State University

Phillip M. Fraga is Senior Vice President and General Counsel for BroadStreet. Until February of 2000, Mr. Fraga was the Director of Legal and Regulatory Affairs for

Hyperion and was responsible for all legal and select regulatory activity and operated as the de facto General Counsel for Hyperion prior to the formal creation of the position. Prior to this position, Mr. Fraga was a Programming Contracts Specialist for Adelphia Communications. Prior to joining Adelphia/Hyperion, Mr. Fraga served in various legal and financial positions for Kline, Keppel & Koryak, PC, USX Corporation, Mansmann Cindrich & Titus and National Steel Corporation. Mr. Fraga received a JD from Duquesne University School of Law in 1992, a B.S. in Accounting from Carlow College in 1988, an M.B.A. from the University of Steubenville in 1985 and a B.A. in Economics (Finance) from Bethany College in 1983.

Kenneth Sochats is a Vice President of Information Technology for BroadStreet. Ken Sochats has over thirty years of experience in the Computer and Telecommunications industries. He holds advanced degrees in Electrical Engineering and Business Administration. After spending several years at Westinghouse Electric Corporation where his work resulted in several inventions and patents, he accepted a faculty position at the University of Pittsburgh. He is currently the Director of the Center for Electronic Recordkeeping and Archival Research and Assistant Professor of Information Science and Telecommunication. He has taught over twenty-five different courses in telecommunications, computing, systems and business. For the last three years, he has served as the assistant manager of the Link To Learn Project out of The Governor's Office of Information Technology. This group annually produces the Pennsylvania Technology Atlas. The Progress and Freedom Foundation named the Link To Learn Project their 1998 Best Practice in the Educational Technology category. Mr. Sochats also serves on Governor Ridge's Year 2000 Technical Outreach Committee, which is responsible for helping Pennsylvanians prepare for the Y2K computer problem. His group at the Joint State/Federal Y2K Conference was awarded the University Continuing Education Association's Award of Excellence. He has served as a consultant to over 35 organizations of all types. Government/agencies at the federal, state and local levels include Commonwealth of Pennsylvania, State of New York, Westmoreland County, US Departments of Defense, Agriculture and Energy and NASA. Private firms include ALCOA, US Airways, Penn Access, Hyperion, Brightline, American Hytech and numerous smaller companies. Mr. Sochats was principle investigator of the group that performed the preliminary design and analysis work that resulted in the establishment of the Penn Access CAP network in Pittsburgh. His publications include three books and over 30 Journal papers and conference proceeding papers.

Garry L. McCann is the Vice President of Finance for BroadStreet. Mr. McCann has 20 years of experience as a financial professional and is a certified cash manager. Most recently, Mr. McCann served as Regional Director of Business Operations/Controller for AT&T Broadband. In this capacity, he was responsible for performance of a multi-site field organization's day to day accounting operations, credit & collections, customer billing, A/P, A/R and performance reporting. Prior to joining AT&T, Mr. McCann spent 10 years in the Finance Department of Mellon Bank serving as controller for Mellon Information Services and Global Cash Management Groups. Additional posts were held in corporate finance department in financial planning & analysis, capital investment analysis and performance reporting. Mr. McCann has received a Masters degree from

the University of Pittsburgh in 1983 and a B.S. in Industrial Management from Georgia Tech in 1980.



Arent Fox
ATTORNEYS AT LAW

March 27, 2000

VIA FEDERAL EXPRESS

Division of Records and Reporting
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

Re: Application of BroadStreet Communications, Inc. to Provide
Alternative Local Exchange Service Within the State of Florida

Dear Sir/Madam:

Enclosed for filing are an original and six (6) copies of BroadStreet Communications, Inc.'s ("BroadStreet") Application to Provide Alternative Local Exchange Service Within the State of Florida ("Application"). Also enclosed is check in the amount of \$ 250.00 to cover the filing fee for this Application. Please note that Appendix "C" in the original Application, the Affidavit of Phillip M. Fraga, Esq., Senior Vice President and General Counsel for BroadStreet, is a faxed signature. We will forward to the Commission, under separate cover, the document with Mr. Fraga's original signature.

In connection with this Application, BroadStreet has submitted financial information regarding itself which is proprietary and confidential. Disclosure of this financial information would, in BroadStreet's view, result in significant competitive harm to BroadStreet. Accordingly, also enclosed is a **Request for Confidential Classification** to protect all financial information submitted in connection with this Application.

Please date-stamp the enclosed copy of the first page of the Application, and return it to us in the

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DEPOSIT
D270
DATE
MAR 29 2000

000369-TX

THIS CHECK IS VOID WITHOUT A COLORED BACKGROUND AND AN ARTIFICIAL WATERMARK CERTIFICATION SEAL ON THE BACK - HOLD AT ANGLE TO VIEW SEAL.



ATTORNEYS AT LAW
Arent Fox Kintner Plotkin & Kahn, PLLC
1050 Connecticut Avenue, NW
Washington, DC 20036-5339

69-408/560
288165288165

DATE Mar. 23 2000

NET AMOUNT \$ *****250.00

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Arent Fox Kintner Plotkin & Kahn, PLLC
AMOUNTS OVER \$10,000 REQUIRE 2 SIGNATURES

PAY TO THE ORDER OF
FLORIDA PUBLIC SERVICE COMMISSION

03835 MAR 28 8

AUTHORIZED SIGNATURE

FIRST UNION NATIONAL BANK
WASHINGTON, DC

⑈ 288165⑈