

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

**DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**  
**CERTIFICATION**

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

050107-TX

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**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 Page 12).
- ◆ 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 the Commission Clerk and Administrative Services***  
**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 Competitive Markets and Enforcement**  
**Certification**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6600**

## APPLICATION

1. This is an application for  $\sqrt{\quad}$  (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:

NationsLine Florida, Inc.

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

\_\_\_\_\_

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

3435 chip Drive                      PoBox 11845  
Roanoke VA 24012                      Roanoke, VA 24022-1845

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

None  
\_\_\_\_\_  
\_\_\_\_\_

6. Structure of organization:

- |   |  |
|---|--|
| <input type="checkbox"/> Individual                     | <input type="checkbox"/> Corporation         |
| <input checked="" type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership            | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Other _____                    |  |

7. If individual, provide:

Name: \_\_\_\_\_

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:

\_\_\_\_\_

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

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

Document No. F04000006130

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:

\_\_\_\_\_

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

(a) The Florida Secretary of State registration number:

\_\_\_\_\_

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

Name: \_\_\_\_\_

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: \_\_\_\_\_

14. **Provide F.E.I. Number(if applicable):** 20-0946891

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.

No.

(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.

Yes. See attached Exhibit A.

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

(a) The application:

Name: Stephen Athanson  
Title: General Counsel  
Address: 3435 Chip Drive  
City/State/Zip: Roanoke, VA 24012  
Telephone No.: (540) 444-2169 Fax No.: (540) 444-2133  
Internet E-Mail Address: sathanson@nationline.com  
Internet Website Address: www.nationline.com

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

Name: Jennifer Lawson  
Title: General Manager  
Address: 3435 Chip Drive  
City/State/Zip: Roanoke VA 24012  
Telephone No.: (540) 265-2555 Fax No.: (540) 265-7742  
Internet E-Mail Address: jlawman@nationsline.com  
Internet Website Address: www.nationsline.com

(c) Complaints/Inquiries from customers:

Name: Debra Waller  
Title: Regulatory Assistant  
Address: 3435 Chip Drive  
City/State/Zip: Roanoke VA 24012  
Telephone No.: (540) 444-2143 Fax No.: (540) 444-2133  
Internet E-Mail Address: dwaller@nationsline.com  
Internet Website Address: www.nationsline.com

**17. List the states in which the applicant:**

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

None

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

None

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

None

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

*None*

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

*None*

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

*None*

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**18. Submit the following:**

**A. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.**

**B. 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.**

*See Attached Exhibit B*

### **C. Financial capability.**

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.

*See attached Exhibit C.*

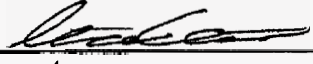


**THIS PAGE MUST BE COMPLETED AND SIGNED**  
**APPLICANT ACKNOWLEDGMENT STATEMENT**

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. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

**UTILITY OFFICIAL:**

Stephen Athanson  
Print Name

  
Signature

General Counsel  
Title

11/24/04  
Date

(540) 444-2169  
Telephone No.

(540) 444-2133  
Fax No.

Address: NationsLine Florida, Inc.  
3435 Chip Drive  
Roanoke VA 24012

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**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:**

<u>Stephen Athanson</u> Print Name	<u>[Signature]</u> Signature
<u>General Counsel</u> Title	<u>11/24/04</u> Date
<u>(540) 444-2169</u> Telephone No.	<u>(540) 444-2133</u> Fax No.

Address: 3435 Chip Drive  
Roanoke VA 24012  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# Exhibit A

## Response to Item 15(b)

Norman D. Mason, a stockholder in NationsLine Florida Inc., is also currently President of Cat Communications Inc. (a Florida certificated telecommunications company), as well as a stockholder and director of the same.

Barbara Mason a stockholder in NationsLine Florida Inc., is also currently Secretary-Treasurer of Cat Communications Inc. (a Florida certificated telecommunications company), as well as a stockholder and director of the same.

# Exhibit B

## Response to Item 18(A and B)

NationsLine is a recently incorporated company that intends to provide low cost residential phone service to a client base consisting of predominately credit challenged individuals. With the implementation of facilities based service NationsLine, hopes to provide a more valuable service to that customer and attract more mainstream customers as well.

### President

Dominick W. Marchitto is the President of NationsLine. Mr. Marchitto has six years of experience in the telecommunications industry, and is a former chairman of NALA. This experience prepared him for the complex challenges of running a customer service driven telecommunications business. Mr. Marchitto's dedication to quality customer service will ensure a well-trained staff using high quality technology to interface between NationsLine's customer base and the various companies whose services have been resold.

### Vice-President, Operations

Steve Fralin is the Vice President of Operations at NationsLine. Mr. Fralin is a graduate of Ferrum College with a BA in Business Management and Finance. Additionally, Mr. Fralin has over twelve years experience in networking, telephony, and software development industry. His experience in these areas has helped Mr. Fralin employ a highly skilled technical team that is able to handle the increasing demands of the telecommunications industry.

### General Counsel/Secretary

Stephen Athanson is the General Counsel and Secretary of NationsLine. He graduated from Washington and Lee School of Law in 2000. He also holds an undergraduate degree from the State University of New York at Buffalo, and a Masters Degree from Niagara University. He has practiced law in the State of Virginia for four years, and has practiced telecommunications law since 2003. He is responsible for the overall regulatory compliance of NationsLine, as well as all licensing issues, and the negotiation of interconnection agreements with other carriers.

### General Manager

Jennifer W. Lowman will manage the day-to-day operations of the call center. She is a graduate of North Carolina State University with a BA in Communications. Ms. Lowman is also a member of Who's Who of Professional Management. Ms. Lowman has an efficient staff of managers that report directly to her. She ensures that employees receive adequate training and monitors performance to find areas where

additional training may be needed. She will oversee the updates of materials necessary for sales and the processing of orders. Ms. Lowman keeps her staff updated on any change of rules and regulations enabling the customer service representatives to provide quality service to the NationsLine customer.

### **Regulatory Assistant**

Debra Waller will deal directly with state regulatory agencies. Ms. Waller is a graduate of the University of South Carolina and has a paralegal degree. Her previous legal experience is utilized to maintain compliance with state rules and regulations. Ms. Waller will file state mandated reports, update tariffs and tariffs promotions. She will also address the formal complaints filed by customers.

### **Accounting**

Sandra Houseman will head NationsLine's accounting department. Ms. Houseman has a BA in Accounting from James Madison University. She has over 16 years of financial and managerial experience. She oversees a staff well trained in telecommunications reporting and taxes.

### **Information Technology Manager**

Steve Wilhelm has an Applied Science, Management Informations Systems degree and is responsible for providing essential systems solutions for NationsLine's data and information needs. Mr. Wilhelm and his staff design and develop applications unique to this industry to enable customer account tracking, provisioning interfaces with ILECs and external payment centers as well as bill reconciliation of customer accounts and ILEC accounts. The goal of his department is to complement the efforts of the operational staff by streamlining and automating day-to-day tasks. Mr. Wilhelm provides guidance and direction so NationsLine can stay on the leading edge of telecommunications systems technology.

### **Systems Administrator**

Matt Campbell is Director of Networking at Nationsline. Mr. Campbell has over 8 years experience working with computer and telephony networks. Matt is in charge of the day-to-day operations of Nationsline's network systems and staff; this includes but is not limited to Microsoft and RedHat server platforms, Cisco equipment, Class V switching, DLC equipment, design engineering, et. al. Mr. Campbell has received certification for Tekelec T-7000 Class V switches and Microsoft certifications.

### **Telephony Systems Engineer**

H.C. Burke has 8 years of experience with telephony systems. Mr. Burke has installed and maintained Panasonic line sharing systems at NationsLine and

many other business locations, for Prime Time Rentals. Mr. Burke is certified to install & maintain the NEC NEAX 2400 IMX PBX. Mr. Burke is also certified to program & maintain routing & rating for a NACT class 4 tandem switch that is used for NationsLine long distance customers. Recently, Mr. Burke has received certification on the Lucent Technologies AnyMedia Access System & the Tekelec 7000 class 5 soft switch.

### **Telephony Administrator**

Laura Parr is the Telephony Administrator at NationsLine. Mrs. Parr is in charge of numerous administrative tasks, including but not limited to establishing and maintaining relationships with companies such as NeuStar, NPAC, and NANPA. She maintains NationsLine's BIRDS and LERG information as well as pooling forecasts, NRUF forecasts, LRN requests and others. In addition to her Associates Accounting Degree from NBC, Mrs. Parr has participated in SNET's LIDB/CNAM class, various ILEC classes, and has received LTI training from the NPAC.

### **Telephony Engineer**

Bill Curry is a graduate of Virginia Polytechnic Institute with a major in Management Science and Information Technology with an emphasis in computer based decision support systems. Mr. Curry has experience with E911 and SS7 connectivity and processing. Additionally, he has experience with end-office and Class V switch wiring. Recently Mr. Curry has acquired Tekelec T-7000 class V switch and Lucent AnyMedia Access System certifications.

# Exhibit C

## Response to Item 18(C)

NationsLine also possesses the necessary financial resources to provide the basic local exchange telecommunications services identified in this Application. The Company is currently in the process of making enormous network investments, as well as securing vendors for the equipment and construction of its network. NationsLine will be financed initially by ABC Television and Appliance Rental, Inc ("ABC"). ABC has the necessary financial resources to provide the telecommunications services described in this Statement, and to finance NationsLine's operations in order to ensure the continued provision of these services in Florida. (attached are ABC's Balance Sheet, Profit and Loss Statement, and Cash Flow Statement, which are being filed with this Application, which contain confidential financial information and are filed under seal and may not be publicly disclosed.)

As demonstrated in the Cash Flow statement, NationsLine has access to ample working capital, provided through privately-placed venture capital investment, to fund the construction and operation of NationsLine's telecommunications network in Florida, and to meet any lease and ownership obligations associated with its provision of local exchange services in Florida. This capital will enable NationsLine to meet its working capital requirements in Florida for the foreseeable future.

NationsLine is a privately-held corporation. Accordingly, its financial statements are not public information. NationsLine respectfully requests that its financial statements disclosed in connection with this Application be filed under seal, solely for the purpose of the Commission's review.