

**ORIGINAL**

DISTRIBUTION CENTER RECEIVED-FPSC

**Lance J.M. Steinhart, P.C.**  
Attorney At Law  
1720 Windward Concourse  
Suite 115  
Alpharetta, Georgia 30005

07 JUN 20 AM 9:26 07 JUN 20 AM 9:46

COMMISSION CLERK

Also Admitted in New York  
and Maryland

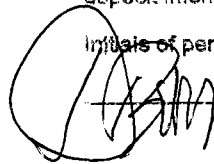
Telephone: (770) 232-9200  
Facsimile: (770) 232-9208  
Email: lsteinhart@telecomcounsel.com

June 19, 2007

**VIA OVERNIGHT DELIVERY**

Florida Public Service Commission  
Ann Cole, Commission Clerk  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850  
(850) 413-6770

Check received with filing and forwarded  
to Fiscal for deposit. Fiscal to forward  
deposit information to Records.

Initials of person who forwarded check:  


Re: New Horizons Communications Corp. 010379-TX

To Whom It May Concern:

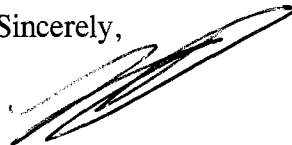
Enclosed please find one original and six (6) copies of New Horizons Communications Corp.'s (New Horizon) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$400.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding this matter, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for New Horizons Communications Corp.

Enclosures  
cc: Glen Nelson

DOCUMENT NUMBER-DATE

04947 JUN 20 08

FPSC-COMMISSION CLERK

# ORIGINAL

FLORIDA PUBLIC SERVICE COMMISSION  
DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT  
APPLICATION FORM  
for  
AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE  
TELECOMMUNICATIONS COMPANY SERVICE  
WITHIN THE STATE OF FLORIDA

---

## Instructions

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission  
Division of the Commission Clerk and Administrative Services  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850  
(850) 413-6770**

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission  
Division of Competitive Markets and Enforcement  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850  
(850) 413-6600**

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 rather than apply for a new certificate.

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

2. Name of company: New Horizons Communications Corp.

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

4. Official mailing address:

Street/Post Office Box: 335 Bear Hill Road  
City: Waltham  
State: Massachusetts  
Zip: 02451

5. Florida address:

Street/Post Office Box:  
City:  
State:  
Zip:

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:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

8. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F04000001326

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

11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:

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

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

14. Provide **F.E.I. Number**(if applicable): 14-1851429

15. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Lance J.M. Steinhart  
Title: Regulatory Counsel  
Street name & number: 1720 Windward Concourse, Suite 115  
Post office box:  
City: Alpharetta  
State: Georgia  
Zip: 30005  
Telephone No.: 770-232-9200  
Fax No.: 770-232-9208  
E-Mail Address: lsteinhart@telecomcounsel.com  
Website Address:

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

Name: Glen Nelson  
Title: VP Marketing and Business Development  
Street name & number: 335 Bear Hill Road  
Post office box:  
City: Waltham  
State: Massachusetts  
Zip: 02451  
Telephone No.: (781) 290-4600  
Fax No.: (781) 290-4660  
E-Mail Address: info@nhcgrp.com  
Website Address: www.nhcgrp.com

(c) Complaints/Inquiries from customers:

Name: Shira Musher  
Title: Director, Revenue Assurance  
Street/Post Office Box: 335 Bear Hill Road  
City: Waltham  
State: Massachusetts  
Zip: 02451  
Telephone No.: (800) 520-5812  
Fax No.: (781) 290-4660  
E-Mail Address: smusher@nhcgrp.com  
Website Address: www.nhcgrp.com

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

(a) has operated as a Competitive Local Exchange Telecommunications Company.

District of Columbia, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont and West Virginia.

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

Applicant has an application pending in Georgia.

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, West Virginia and Wisconsin

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.

None

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

None

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

None

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

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

None

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

None

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

None

18. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

(b) Technical capability: resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

(c) Financial Capability: applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. 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.

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

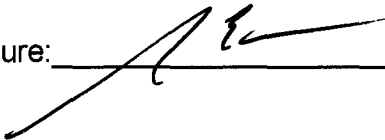
**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide competitive local exchange telecommunications 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.**"

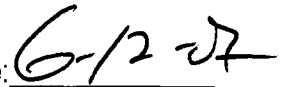
Company Owner or Officer

Print Name: Glen Nelson  
Title: VP Marketing and Business Development  
Telephone No.: (781) 290-4600  
E-Mail Address: (781) 290-4660

Signature: \_\_\_\_\_



Date: \_\_\_\_\_





## **LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

## FINANCIAL INFORMATION

## MANAGEMENT INFORMATION

## **Robert J. Fabbriatore**

Mr. Fabbriatore founded New Horizon Communications in October of 2002. New Horizon Communications provides a complete suite of telecommunications products and services utilizing a unique hybrid platform consisting of both master agency with access to 30+ carriers and services provided directly by NHC as a tariffed carrier.

Prior to NHC, Mr. Fabbriatore founded CTC Communications in 1980 and became Chairman and CEO in March 1983. In 1970, Mr. Fabbriatore founded International Business Telephone Corp., a telephone interconnect company. When Rolm Corporation acquired IBT CORP. in 1978, Mr. Fabbriatore was elected President, Rolm New England. Prior to 1970, he was Executive Vice President of Electronic Engineering Corporation of Ohio and prior to that, Chairman and President of Flexwatt Corporation.

Mr. Fabbriatore has over thirty years of telecommunications experience including interconnect, networking, technology development and entrepreneurial ventures. Specialty areas include process engineering, applications development, and retail marketing and distribution. He has extensive senior management experience in finance, operations, marketing and sales distribution.

Mr. Fabbriatore is a graduate of Saint Francis College in New York.

## Glen Nelson

Glen Nelson has been on the sales and marketing side of telecommunications for over twenty years. He is currently Vice President of Marketing and Business Development at New Horizon Communications. Prior to New Horizon, he worked for 13 years in various sales and marketing positions at CTC Communications Corp, his last position there was Associate Vice President of Marketing. Over the last twenty years he has held positions in marketing research, strategic planning, sales, sales management and marketing management for data and telecommunications hardware companies and service providers. He has consulted on a worldwide basis on data and telecommunications equipment and services for Fortune 50 companies. He is a graduate of Northeastern University.

## Stephen Gibbs

Mr. Gibbs has been employed in the telecommunications industry since 1986 holding various sales management positions at MCI, NYNEX and CTC Communications. He is currently President and Chief Operating Officer at New Horizon Communications. Prior to New Horizon, he worked for 7 years in various sales positions at CTC Communications Corp. His last position there was Regional Sales Manager for the New York and New Jersey markets. He was employed at NYNEX for 7 years. His last position at NYNEX involved sales management for both direct sales representatives as well as independent Agents. He is a graduate of Westfield State College in Massachusetts.

**STATEMENT OF FINANCIAL CAPABILITY**  
**New Horizons Communications Corp.**

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Applicant's stated financial capability, a copy of its Balance Sheet and Profit and Loss Statement for year ended December 31, 2006 is attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.