

# EARLY, LENNON, CROCKER & BARTOSIEWICZ, P.L.C.

ATTORNEYS AT LAW  
900 COMERICA BUILDING  
KALAMAZOO, MICHIGAN 49007-4719  
TELEPHONE (269) 381-8844  
FAX (269) 381-8822

070676-TX

GEORGE H. LENNON      ROBERT M. TAYLOR  
DAVID G. CROCKER      RON W. KIMBREL  
MICHAEL D. O'CONNOR    PATRICK D. CROCKER  
LAWRENCE M. BRENTON    THOMAS A. BIRKHOLO  
GORDON C. MILLER      ANDREW J. VORBRICH  
GARY P. BARTOSIEWICZ    TYREN R. CUDNEY  
BLAKE D. CROCKER

OF COUNSEL  
JOHN T. PETERS, JR.  
HAROLD E. FISCHER, JR.  
RUSSELL B. BAUGH

VINCENT T. EARLY  
(1922-2001)  
JOSEPH J. BURGIE  
(1926-1992)  
THOMPSON BENNETT  
(1912-2004)

November 2, 2007

Blanca Bayó  
Florida Public Service Commission  
Capital Circle Office Center  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

RECEIVED  
07 NOV -5 AM 9:46  
COMMISSION CLERK

Re: Sterling Telecom, Inc.

Dear Ms. Bayó:

Enclosed herewith for filing with the Commission, please find an original and 2 (two) copies of the above captioned corporation's APPLICATION FOR AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE SERVICE WITHIN THE STATE OF FLORIDA, along with checks in the amount of \$400.00 to cover filing fees relating to same.

- CMP** Also enclosed is an exact duplicate of this letter. Please stamp the duplicate received and return same in the postage-paid envelope attached thereto.
- COM**
- CTR** Please contact me if you have additional questions or concerns.
- ECR** Very truly yours,
- GCL** EARLY, LENNON, CROCKER & BARTOSIEWICZ, P.L.C.
- OPC**
- RCA**
- SCR** Patrick D. Crocker
- SGA** PDC/pas
- SEC** eric
- OTH**

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

Initials of person who forwarded check

NOV 5 2007  
RECEIVED

DOCUMENT NUMBER-DATE

10034 NOV-5 8

FPSC-COMMISSION CLERK

FLORIDA PUBLIC SERVICE COMMISSION  
DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT

070676-TX

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: Sterling Telecom, Inc.

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

4. Official mailing address:

Street/Post Office Box: 242 Beverly Road  
City: Huntington Station  
State: NY  
Zip: 11746

5. Florida address:

Street/Post Office Box: c/o CLEC Strategies, 5301 W Cypress St, Suite 105  
City: Tampa  
State: FL  
Zip: 33607

6. Structure of organization:

Individual  
 Foreign Corporation  
 General Partnership  
 Other,

Corporation  
 Foreign Partnership  
 Limited Partnership

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: F07000004531

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): 113623388

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

(a) The application:

Name: Patrick D. Crocker  
Title: Attorney  
Street name & number: 900 Comerica Building  
Post office box:  
City: Kalamazoo  
State: MI  
Zip: 49007  
Telephone No.: 269-381-8844  
Fax No.: 269-381-8822  
E-Mail Address: pcrocker@earlylennon.com  
Website Address:

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

Name: William Honor  
Title: Project Manager  
Street name & number: 242 Beverly Road  
Post office box:  
City: Huntington Station  
State: NY  
Zip: 11746  
Telephone No.: 631-425-7143  
Fax No.: 631-427-6116  
E-Mail Address: whonor@yahoo.com  
Website Address: www.sterlingtelecominc.com

(c) Complaints/Inquiries from customers:

Name: Thea Esposito  
Title: Customer Service Manager  
Street/Post Office Box: 242 Beverly Road  
City: Huntington Station  
State: NY  
Zip: 11746  
Telephone No.: 631-425-7143  
Fax No.: 631-427-6116  
E-Mail Address: theaespo@yahoo.com  
Website Address: www.sterlingtelecominc.com

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

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

Applicant has operated as a Competitive Local Exchange Telecommunications Company in New York.

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

Applicant has Competitive Local Exchange Telecommunications Company applications pending in Illinois, North Carolina, Ohio, and South Carolina.

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

Applicant is certificated to operate as a Competitive Local Exchange Telecommunications Company in New York.

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

Applicant has not been denied authority to operate as a Competitive Local Exchange Telecommunications Company in any state.

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

Applicant has had no regulatory penalties imposed for violation of telecommunications statutes

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

Applicant has not been involved in civil court proceeding with any interexchange carrier, local exchange company or other telecommunications entity.

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.

No officers, directors, or stockholders, have been adjudged bankrupt, mentally incompetent or found guilty of any felony or crime.

(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.

Applicant has not been granted or denied a competitive local exchange certificate in the State of Florida.

(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.

No officer, director, partner or stockholder is affiliated with any other Florida certificated telephone company.

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: Veronica Honor  
Title: President  
Telephone No.: 631-425-7143  
E-Mail Address: [vhonor@yahoo.com](mailto:vhonor@yahoo.com)

Signature: Veronica Honor

Date: 10/25/07

## **EXHIBIT A**

### **Managerial Capability**

**Veronica Honor**

8 Highview Road  
Stony Brook, NY 11790

(631) 751-1922  
vhonor@yahoo.com

**Objective**

Continue to grow existing Competitive Local Exchange Carrier by expanding into other states

**Employment History****Owner/Operator**

Summer 2001-present Sterling Telecom, Inc. Huntington Station, NY 11746

- Established and maintain telecommunications business offering business, residential and payphone low cost dial tone in NY area.
- Involved in day to day operations: customer service, order writing, repair, billing, accounts payable, accounts receivable

**Business Administrator**

Winter 2001-Summer 2001 American Network Services Bronx, NY 10550

- Formed Competitive Local Exchange Carrier (CLEC) for existing payphone business
- Acted as liaison with Verizon in establishing and maintaining wholesale account
- Handled payroll, accounts payable, accounts receivable

**Staff Accountant**

Spring 1999-Winter 2001 Cirrus Healthcare Products Locust Valley, NY

- Manager of accounts payable and accounts receivable
- Customer Service
- Monthly reconciliations and year end

**Office Manager**

Spring 1994-Spring 1999 Coin Power Inc. Huntington Station, NY

- Responsible for running and maintaining all aspects of pay telephone

**Education**

1993-1994 Long Island University - C.W. Post Campus, Brookville, NY

- B.A. Political Science
- Minor in Criminal Justice and History

1990-1993 State of New York University at Albany, Albany, NY

**Honors & Activities**

Golden Key National Honor Society

Scholarship recipient 1993

Member of Phi Sigma Sigma

**References**

References are available on request.



**Paul D. Contino  
242 Beverly Rd.  
Huntington Station, NY 11746  
631 425 0790**

**pcontino@yahoo.com**

**Education**

**Hofstra University; Uniondale, New York 1982 – 1986  
Finance degree**

**Experience**

**1987 – 1994            Crescent Communications; New Hyde Park, New York  
Payphone service technician and installer**

**1994 – Present        Labra Telecom, Inc.; Huntington Station, New York  
Owner/Manager: Public Payphone Company**

**Aug. 2001 – Present Sterling Telecom, Inc.; Huntington Station, New York  
Consultant: Competitive Local Exchange Carrier**

**Computer Skills**

**Languages and Software  
Mist, PNM, Payphone software programs**

16 9<sup>th</sup> Street  
Locust Valley, New York 11560  
516-676-6085  
631-425-7143  
631-427-6116

# Thea Esposito

---

**Objective** Customer Service Manager

**Experience** 2004–2007 Sterling Telecom Inc. Huntington Station, NY

**Customer Service Manager**

- Handles customer objectives
- Direct contact with Verizon for repair and installation of service
- Account Payables / Receivables

1997-2004 Cirrus Healthcare Prod. Cold Spring Harbor, NY

**Order Entry / Customer Service Manager**

- EDI Order Entry
- EDI Billing
- Customer Service

1989-1997 Coldwell Banker Real Estate Locust Valley, NY

**Licensed Real Estate Agent**

- Worked with buyers and sellers
- Commercial and residential real estate
- Developed sales training courses

**Education** 1972 Locust Valley High School

1985-1988 Empire State credits

**Interests** American Red Cross Volunteer, CERT Volunteer, Tennis, Gardening

## **EXHIBIT B**

### **Technical Capability**

See managerial resumes in Exhibit A

## **EXHIBIT C**

### **Financial Capability**

# Balance Sheet

## Sterling Telecom Inc.

As of August 31, 2007

### ASSETS

#### Current Assets

Cash	\$20,762
Accounts receivable (less doubtful accounts)	
Inventory	
Other Assets	4,599
Prepaid expenses	
<b>Total Current Assets</b>	<b>\$25,361</b>

#### Fixed Assets

Long-term investments	
Intangible	1,989
Buildings (less accumulated depreciation)	
Plant and equipment (less accumulated depreciation)	
Furniture and fixtures (less accumulated depreciation)	2,243
<b>Total Net Fixed Assets</b>	<b>\$4,232</b>

**TOTAL ASSETS** **\$29,593**

### LIABILITIES

#### Current Liabilities

Accounts payable	\$2,103
Short-term notes	
Current portion of long-term notes	
Interest payable	
Taxes payable	
Accrued payroll	
<b>Total Current Liabilities</b>	<b>\$2,103</b>

#### Long-term Liabilities

Mortgage	
Other long-term liabilities	
<b>Total Long-Term Liabilities</b>	

#### Shareholders' Equity

Capital stock	\$1,000
Retained earnings	26,490
<b>Total Shareholders' Equity</b>	<b>\$27,490</b>

**TOTAL LIABILITIES & EQUITY** **\$29,593**

# Income Statement

## Sterling Telecom Inc For the Period Ending August 31, 2007

### Revenue

Gross Sales	860433	
Less: Sales Returns and Allowances		
<b>Net Sales</b>		860433

### Cost of Goods Sold

Purchases	578600	
<b>Cost of Goods Sold</b>		578600
<b>Gross Profit (Loss)</b>		281833

### Expenses

Advertising	3772	
Auto Expense	34684	
Bank Charges	10	
Commissions	13857	
Dues and Subscriptions	1039	
Insurance	23408	
Miscellaneous	486	
Office Expense	1109	
Payroll	22099	
Postage	36	
Printing	731	
Professional Fees	10926	
Taxes	63878	
<b>Total Expenses</b>		176035
<b>Net Operating Income</b>		105798

# Balance Sheet

## Sterling Telecom Inc.

As of December 31, 2006

### ASSETS

#### Current Assets

Cash	\$22,838
Accounts receivable (less doubtful accounts)	
Inventory	
Other Assets	4,599
Prepaid expenses	
<b>Total Current Assets</b>	<b>\$27,437</b>

#### Fixed Assets

Long-term investments	
Intangible	2,173
Buildings (less accumulated depreciation)	
Plant and equipment (less accumulated depreciation)	
Furniture and fixtures (less accumulated depreciation)	2,512
<b>Total Net Fixed Assets</b>	<b>\$4,685</b>

**TOTAL ASSETS** **\$32,122**

### LIABILITIES

#### Current Liabilities

Accounts payable	\$1,475
Short-term notes	
Current portion of long-term notes	
Interest payable	
Taxes payable	
Accrued payroll	
<b>Total Current Liabilities</b>	<b>\$1,475</b>

#### Long-term Liabilities

Mortgage	
Other long-term liabilities	
<b>Total Long-Term Liabilities</b>	

#### Shareholders' Equity

Capital stock	\$1,000
Retained earnings	29,647
<b>Total Shareholders' Equity</b>	<b>\$30,647</b>

**TOTAL LIABILITIES & EQUITY** **\$32,122**

# Income Statement

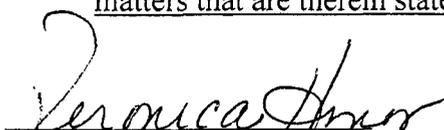
## Sterling Telecom Inc For the Period Ending December 31, 2006

<b>Revenue</b>	
Gross Sales	1395732
Less: Sales Returns and Allowances	
<b>Net Sales</b>	<b>1395732</b>
<b>Cost of Goods Sold</b>	
Purchases	1188790
<b>Cost of Goods Sold</b>	<b>1188790</b>
<b>Gross Profit (Loss)</b>	<b>206942</b>
<b>Expenses</b>	
Advertising	1063
Consultants	6263
Management Fees	25000
Commissions	24099
Dues and Subscriptions	4568
Insurance	5765
Miscellaneous	942
Office Expense	3227
Payroll	36400
Professional Fees	15499
Taxes	45715
<b>Total Expenses</b>	<b>168541</b>
<b>Net Operating Income</b>	<b>38401</b>

**VERIFICATION OF FINANCIAL STATEMENTS**

STATE OF NEW YORK                    )  
  )  ss.  
COUNTY OF Suffolk )

I, Veronica Honor, being first duly sworn and deposed, state that I am President for Sterling Telecom, Inc., the Applicant in this matter, and am authorized to make this verification; that I have read the foregoing financial statements and know the contents thereof; and as to those matters that are therein stated on information or belief, I believe them to be true.

  
Sterling Telecom, Inc.  
Veronica Honor

Subscribed and sworn to before me this 4 day of October, 2007.

Notary Public in and for the State of New York,  
residing at:

ANN S. STRONG  
Notary Public, State of New York  
No. 01ST5082013  
Qualified in Suffolk County  
Commission Expires July 14, 2011

My commission expires 