

State of Florida



# Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD  
TALLAHASSEE, FLORIDA 32399-0850

**-M-E-M-O-R-A-N-D-U-M-**

**DATE:** August 31, 2010  
**TO:** Ann Cole, Commission Clerk – PSC, Office of Commission Clerk  
**FROM:** Toni J. Earnhart, Regulatory Analyst II, Division of Regulatory Analysis *TE*  
**RE:** Docket No. 100389-TX; North County Communications Corporation

Please add the attached email correspondence, revised pages 5 and 6 of the CLEC application and the additional managerial, technical and financial information to the docket file.

Call 413-6532, if you have any questions.

Attachments

RECEIVED-FPSC  
 10 AUG 31 PM 4:29  
 COMMISSION  
 CLERK

DOCUMENT NUMBER DATE

07242 AUG 31 0

FPSC-COMMISSION CLERK

## Toni Earnhart

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**From:** Amanda Evans [accounting@nccom.com]  
**Sent:** Tuesday, August 31, 2010 3:39 PM  
**To:** Toni Earnhart  
**Subject:** Corrected Application

**Attachments:** florida.pdf; ATT123457.txt



florida.pdf ATT12345  
(3 MB) 7.txt (66 B)

> Corrected application. Everything is the same but I included an  
> updated balance sheet.

16. List the states in which the applicant:

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

ARIZONA, CALIFORNIA, OREGON & WASHINGTON

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

NONE

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

ARIZONA, CALIFORNIA, OREGON, WASHINGTON, TEXAS,  
AND WEST VIRGINIA

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

NA

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

FLORIDA NON PAYMENT OF RAF WITH \$500. PENALTY  
PAID AND NOW REAPPLYING

(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.

NA

(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.

NA

(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.

NA

18. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. *see exhibit 1*

(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, *NOT YET IN OPERATION*
2. income statement, and
3. statement of retained earnings. *SEE ATTACHED*

**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.

North County Communications Corporation

Balance Sheet August 2010

ASSETS

Current Assets

Cash	\$180,379.54
Accounts Receivable	\$694,556.87

Total Current Assets	\$874,936.41
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Fixed Assets

Computer Equipment	\$184,645.72
Telephone Equipment	\$582,744.18

Total Fixed Assets	\$767,389.90
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LIABILITIES

Current Liabilities

Accounts Payable	\$69,289.00
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Total Current Liab.	\$69,289.00
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TOTAL EQUITY	\$1,573,037.31
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Projected Income statement  
Year 1

Monthly Revenue:

2000 phone lines at \$10 a piece	\$20,000
Total	\$20,000

Monthly Expenses:

Technicians	\$ 5500
Billing	\$ 1250
Rent	\$ 1500
Electricity	\$ 800
Insurance	\$ 300
Equipment	\$ 2000
Leased DS3 capacity	\$ 1500
Accounting	\$ 500
Legal	\$ 750
Travel	\$ 500
Misc.	\$ 750

Total	\$15350
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Total Monthly Income	\$ 4,650
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Total Yearly Income	\$55,800
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Projected Income statement  
Year 2

Monthly Revenue:

4000 phone lines at \$10 a piece	\$40,000
Total	\$40,000

Monthly Expenses:

Technicians	\$ 5500
Billing	\$ 2250
Rent	\$ 1500
Electricity	\$ 800
Insurance	\$ 300
Equipment	\$ 2000
Leased DS3 capacity	\$ 3000
Accounting	\$ 500
Legal	\$ 750
Travel	\$ 500
Misc.	\$ 750
Total	\$17,850

Total Monthly Income	\$22,150
Total Yearly Income	\$265,800

Projected Income statement  
Year 3

Monthly Revenue:

6000 phone lines at \$10 a piece	\$60,000
Total	\$60,000

Monthly Expenses:

Technicians	\$ 5500
Billing	\$ 3250
Rent	\$ 1500
Electricity	\$ 800
Insurance	\$ 300
Equipment	\$ 2000
Leased DS3 capacity	\$ 4500
Accounting	\$ 500
Legal	\$ 750
Travel	\$ 500
Misc.	\$ 750
Total	\$20,350

Total Monthly Income \$ 37,850

Total Yearly Income \$454,200



# **Exhibit 1**

## **TECHNICAL AND MANAGERIAL EXPERIENCE**

Todd Lesser - President of North County Communications Corporation

Education: Political Science and Sociology major - Claremont Colleges

Telecommunications Experience: Worked in the telecommunications industry since 1985.

Under my leadership, North County Communications is a FCC Licensed long distance carrier that has originating switch based service in over 20 cities in the U.S.

These markets include: San Diego, Los Angeles, Salinas, Sacramento, San Jose, San Francisco, Phoenix, Tucson, Salt Lake City, Reno, Las Vegas, Chicago, Gary Indiana, Indianapolis, Cleveland, Cincinnati, New York City, Newark, Northern New Jersey, and Philadelphia.

I am qualified to install and maintain Excel, Northern Telecom and AT&T switches.

Jim Gottlieb - Technical Operations Manager

Education: Political Science Major - Claremont Colleges

Telecommunications Experience: Prior to working for North County Communications, Jim worked for a telecommunications interconnect company for over seven years.

He has installed Excel, Northern Telecom, and AT&T switches.

In addition, Jim is qualified to maintain Sun Microsystems Unix networks and servers.

Bill Cerny- Head of Network Installations

Education: Computer Science Major - University of Texas

Lt. Colonel in the US Navy Reserves.

He has installed and maintained Excel, Northern Telecom, DSC and AT&T switches.

In addition, Bill is qualified to maintain Sun Microsystems Unix networks and servers.

## Larry G. Campbell

Current  
Position

Director, Facilities Planning and Implementation

Responsibilities included the facilities management of over 60 nationwide network sites. Was responsible for the engineering and buildout of switch room and data processing facility environments.

Dispatch and supervise the work of a 6 person installation crew. Provide on-site training for personnel. Managed personnel and payroll issues; approved expense reports.

Specify and provide oversight for the installation of facility electrical systems for both AC distribution and DC battery plants. Specify and coordinate with vendors the installation and testing of UPS and generator backup systems.

Specify and coordinate with vendors the installation and maintenance of adequate air conditioning and air handling systems.

Specify and coordinate with vendors the installation, testing and maintenance of smoke detection and fire suppression systems.

Specify and coordinate with vendors the installation and maintenance of access control and alarm systems as well as lock and key management.

Coordinate the interaction of various vendor systems to insure for the safe and orderly shutdown of electrical equipment in the event of fire/smoke detection.

Extensive experience in the engineering of cable and fiber distribution systems as well as equipment rack design, layout and installation. Provide rack assignments for installation staff.

December 1995  
to  
March, 1999

Manager, Field Installation and Service  
Primermet,  
Phoenix, AZ

Dispatched and supervised the work of a 8 person installation crew. Went on-site with department staff and acted as a "working manager" Provided on-site training for personnel. Provided rack assignment for new equipment installations. Managed personnel and payroll issues; approved expense reports.

Responsibilities included the facilities management of over 60 nationwide network sites. Was responsible for the buildout of computer room/data processing facility environments. Provided input to Engineering staff on system design.

Installed and tested electrical systems for both AC distribution systems, DC battery plants and UPS/generator backup systems.

Coordinated with vendors the installation and maintenance of adequate air conditioning and air handling systems.

Coordinated with vendors the installation, testing and maintenance of smoke detection and fire suppression systems.

Specified and coordinated with vendors the installation and maintenance of access control and alarm systems as well as lock and key management.

Designed and installed cable and fiber distribution systems.

## Mack Johnson

**Current Position** Director, Telecommunications Engineering

Responsibilities included the specification, design and engineering of voice and data telecommunications system. Perform traffic and cost analysis and perform growth projections for telecommunications facilities and switching/carrier equipment.

Work with ILEC and other carriers to coordinate the timely installation of facilities. Design and engineer switching systems architecture. Verifies compatibility between NCCOM switching systems and those of other carriers.

Works with Facilities Director to insure adequate availability of facilities space and resources as well as the installation of new switching and carrier equipment.

Performs switching system database design and implementation. Maintains database of routing data and prepares information for submission to other carriers databases (LERG entry reporting).

Specify telecommunications equipment including carrier equipment, channel banks, multiplexors and switch modules.

**December 1995 to November 1998** Manager, Call Center Engineering  
Frontier GlobalCenter  
Phoenix, AZ

Designed, specified and oversaw the installation of Call Center hardware and software of a high volume inbound call center.

Performed traffic studies to insure adequate facilities for the completion of calls; ordered increases in capacity as needed. Configured call management system for optimum call routing.

Specified carrier system hardware to include ACD equipment, channel banks, CSU/DSU equipment and optical multiplexors.

Specified the operating parameters of IVR software system, reviewed and approved coding prior to systems going production.

Assured the interoperability of software, hardware and database systems prior to purchase. Integrated IVR platforms

**November 1992 to December 1995** Telecommunications Engineer  
National Tel-Tec  
Phoenix, AZ

Responsible for the maintenance of an Automatic Call Distributor and supporting IVR and database systems.

Performed maintenance and installation of all telecommunication facilities attached to the call processing systems including Loop Start, Ground Start and T-1 trunks. Configured system for proper routing based on DNIS/ANI information provided by carrier at time of call presentation.

Performed troubleshoot to resolve system problems. Turned circuits out to vendors for repair.

Performed station programming and maintained database of system features and routing information. Assigned numbers for new stations and set up call redirect features in order to route calls to proper departments.

**John Moore**

**Current  
Position**

**Director, Information Systems**

Responsibilities included the specification, design and engineering of external switch applications for the monitoring of traffic volume and call rating/billing and collections.

Develop systems which collect switch CAMA output for database storage. Perform traffic and cost analysis and perform growth projections for telecommunications facilities.

**August 1998  
to  
January 1996**

**Manager, Software Development  
Primenet  
Phoenix, AZ**

Designed and implemented network management applications and telecom protocols/applications. Designed functions including all phases of the software development cycle: requirements, design, implementation, testing, and documentation. Facilitated design and code reviews; delegated tasks, assisted in scheduling and projections.

Experience in the telecom industry developing network management applications includes voice response applications, real-time SS7 applications and computer-telephony applications.

**January 1996  
to  
August 1993**

**Telecommunications Engineer  
National Tel-Tec  
Phoenix, AZ**

Responsible for ensuring the availability of the production telephony system. Performed monitoring and troubleshooting of local and wide area networks. Provided support to the Engineering staff in defining and implementing the systems upgrades and changes.

Performed traffic data collection and monitoring of call volume. Performed the installation of capital equipment and software systems additions. Managed relationships with external technology vendors.

Diagnosed the cause of network circuit disruptions and turns troubles over to the appropriate vendor or technician for repairs and monitors the progress of repair actions using a trouble ticket system.