

EVERESTSM

5555 Winghaven Blvd. O'Fallon, Missouri 63366 • 636-625-5700 • www.glai.com

June 19, 2000

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

000734-TX

To Whom It May Concern:

Pursuant to Section 364.337 of the Florida Statutes, enclosed on behalf of Everest Connections Corporation ("Everest") please find an original and (6) copies of the Application for Authority to Provide Alternative Local Exchange Service Within the State of Florida.


Also enclosed is a check in the amount \$250.00 for the non-refundable application fee.

In support of its application Everest is providing exhibits, written explanations, and other documents that prove that Everest possesses the financial, managerial and technical expertise to provide the services proposed in this application.

Everest is requesting confidential treatment of its financial information and is therefore providing only the original copy in a separate, sealed envelope.

Should you have any questions, please do not hesitate to call me at (636) 625-5757.

Sincerely,


John D. Feehan
Director Regulatory Affairs

Enclosures

This claim of confidentiality was filed by or on behalf of a "telco" for Confidential DN 07397-00. The document is in locked storage pending advice on handling. To access the material, your name must be on the CASR. If undocketed, your division director must obtain written EXD/Tech permission before you can access it.

00 JUN 19 AM 11:11
MAIL ROOM
FLORIDA PUBLIC SERVICE COMMISSION

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward a copy of check to RAR with proof of deposit.

Conf Dr
DOCUMENT NUMBER-DATE

07397 JUN 198

FPSC-RECORDS/REPORTING

Initials of person who forwarded check: *DR*

Application
DOCUMENT NUMBER-DATE
07396 JUN 198
FPSC-RECORDS/REPORTING

ORIGINAL

**** 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

000734-TX

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**

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:

Everest Connections Corporation

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

Everset Connections Corporation

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

5555 Wingham Blvd.
O'Fallon, MO 63366

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

Not yet Available

6. Structure of organization:

- | | |
|--|---|
| <input type="checkbox"/> Individual | <input checked="" type="checkbox"/> Corporation |
| <input 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: Not Applicable

Title: Not Applicable

Address: Not Applicable

City/State/Zip: Not Applicable

Telephone No.: Not Applicable **Fax No.:** Not Applicable

Internet E-Mail Address: Not Applicable

Internet Website Address: Not Applicable

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:
See Attached Exhibit "Everest-1"

(a) **The Florida Secretary of State corporate registration number:**
F00000003266

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: Not Applicable

Address: Not Applicable

City/State/Zip: Not Applicable

Telephone No.: Not Applicable **Fax No.:** Not Applicable

Internet E-Mail Address: Not Applicable

Internet Website Address: Not Applicable

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.

Not Applicable

- (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.

Not Applicable

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

- (a) The application:

Name: John D. Feehan

Title: Director - Regulatory Affairs

Address: 5555 Winghaven Blvd.

City/State/Zip: O'Fallon, MO 63366

Telephone No.: (636) 625-5757 Fax No.: (636) 625-5727

Internet E-Mail Address: jfeehan@everestgt.com

Internet Website Address: www.everestgt.com

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

Name: Carl Naes

Title: Vice President - Operations

Address: 5555 Winghaven Blvd.

City/State/Zip: O'Fallon, MO 63366

Telephone No.: (636) 625-5730 Fax No.: (636) 625-5727

Internet E-Mail Address: cnaes@everestgt.com

Internet Website Address:

www.everestgt.com

(c) Complaints/Inquiries from customers:

Name: Carl Naes

Title: Vice President - Operations

Address: 5555 Winghaven Blvd.

City/State/Zip: O'Fallon, MO 63366

Telephone No.: (636) 625- 5730 Fax No.: (636) 625-5727

Internet E-Mail Address: cnaes@everestgt.com

Internet Website Address: www.everestgt.com

17. List the states in which the applicant:

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

Not Applicable

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

Colorado, Michigan, Minnesota and Virginia

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

Kansas, Missouri, Oklahoma and Tennessee

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

Not Applicable

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

Not Applicable

(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.

See Attached Exhibit "Everest-3"

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.

See Attached Exhibits "Everest Explanations" and "Everest-3"

2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.

See Attached Exhibits "Everest Explanations" and "Everest-3"

3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.

See Attached Exhibits "Everest Explanations" and "Everest-3"

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

See Attached Exhibits "Everest Explanations" and "Everest-4"


- 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.

See Attached Exhibits "Everest Explanations" and "Everest-4"

**** 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:

Signature 

Date 6/16/2000

Title **Treasurer**

Telephone No. **(636) 625-5712**

Address: **5555 Winghaven Blvd.
O'Fallon, MO 63366**

Fax No. **(636) 625-5709**

ATTACHMENTS:

A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

B - INTRASTATE NETWORK

C - AFFIDAVIT

CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

I, (Name) Not Applicable ,
(Title) Not Applicable 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:

Not Applicable

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.

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

- 1) To be Determined 2) _____

- 3) _____ 4) _____

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

- 1) To be Determined 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.

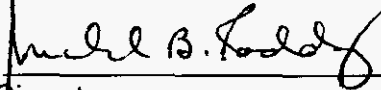
<u>POP-to-POP</u>	<u>OWNERSHIP</u>
1) <u>To be Determined</u>	_____
2) _____	_____
3) _____	_____
4) _____	_____

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:

	
Signature	Date
President and Chief Operating Officer	6-16-00
Title	Telephone No.
Address: 5555 Winghaven Blvd.	(636) 625-5705
O'Fallon, MO 63366	Fax No.
_____	_____
_____	_____
_____	_____



FLORIDA DEPARTMENT OF STATE
Katherine Harris
Secretary of State

June 8, 2000

C T CORPORATION SYSTEM

TALLAHASSEE, FL

Qualification documents for EVEREST CONNECTIONS CORPORATION were filed on June 8, 2000 and assigned document number F00000003266. Please refer to this number whenever corresponding with this office.

Your corporation is now qualified and authorized to transact business in Florida as of the file date.

A corporation annual report/uniform business report will be due this office between January 1 and May 1 of the year following the calendar year of the file date. A Federal Employer Identification (FEI) number will be required before this report can be filed. If you do not already have an FEI number, please apply NOW with the Internal Revenue by calling 1-800-829-3676 and requesting form SS-4.

Please be aware if the corporate address changes, it is the responsibility of the corporation to notify this office.

Should you have any questions regarding this matter, please telephone (850) 487-6051, the Foreign Qualification/Tax Lien Section.

Buck Kohr
Corporate Specialist
Division of Corporations

Letter Number: 200A00032621

A. DIRECTORS (Street address only - P.O. Box NOT acceptable)

Chairman: SEE ATTACHED

Address: _____

Vice Chairman: _____

Address: _____

Director: _____

Address: _____

Director: _____

Address: _____

FILED
SECRETARY OF STATE
DIVISION OF CORPORATIONS
00 JUN -8 PM 1:41

B. OFFICERS (Street address only - P.O. Box NOT acceptable)

President: SEE ATTACHED

Address: _____

Vice President: _____

Address: _____

Secretary: _____

Address: _____

Treasurer: _____

Address: _____

NOTE: If necessary, you may attach an addendum to the application listing additional officers and/or directors.

13. Jim A. Moffitt Chairman
(Signature of Chairman, Vice Chairman, or any officer listed in number 12 of the application)

14. Jim A. Moffitt Chairman
(Typed or printed name and capacity of person signing application)

EVEREST CONNECTIONS CORPORATION

Officers:

<u>Title</u>	<u>Name</u>	<u>Address</u>
Chairman of the Board and Chief Executive Officer	Jim A. Moffit	5555 WingHaven Blvd. O'Fallon, MO 63376
President	Michael B. Roddy	Same as above
Vice President	Shayne B. Barr	Same as above
Vice President	Charles B. Morrison	Same as above
Vice President	David L. Howard	Same as above
Secretary	David L. Howard	Same as above
Treasurer	Steven B. Fleschner	Same as above
Assistant Secretary	William E. Buckley	101 South Hanley Road Suite 1600 St. Louis, MO 63105

FILED
SECRETARY OF STATE
DIVISION OF CORPORATIONS
00 JUN -8 PM 1:41

Directors:

<u>Name</u>	<u>Address</u>
Jim A. Moffit	5555 WingHaven Blvd. O'Fallon, MO 63376
Michael B. Roddy	Same as above
David L. Howard	Same as above
Shayne B. Barr	Same as above
Charles B. Morrison	Same as above

Explanation of Financial, Managerial, and Technical Capabilities

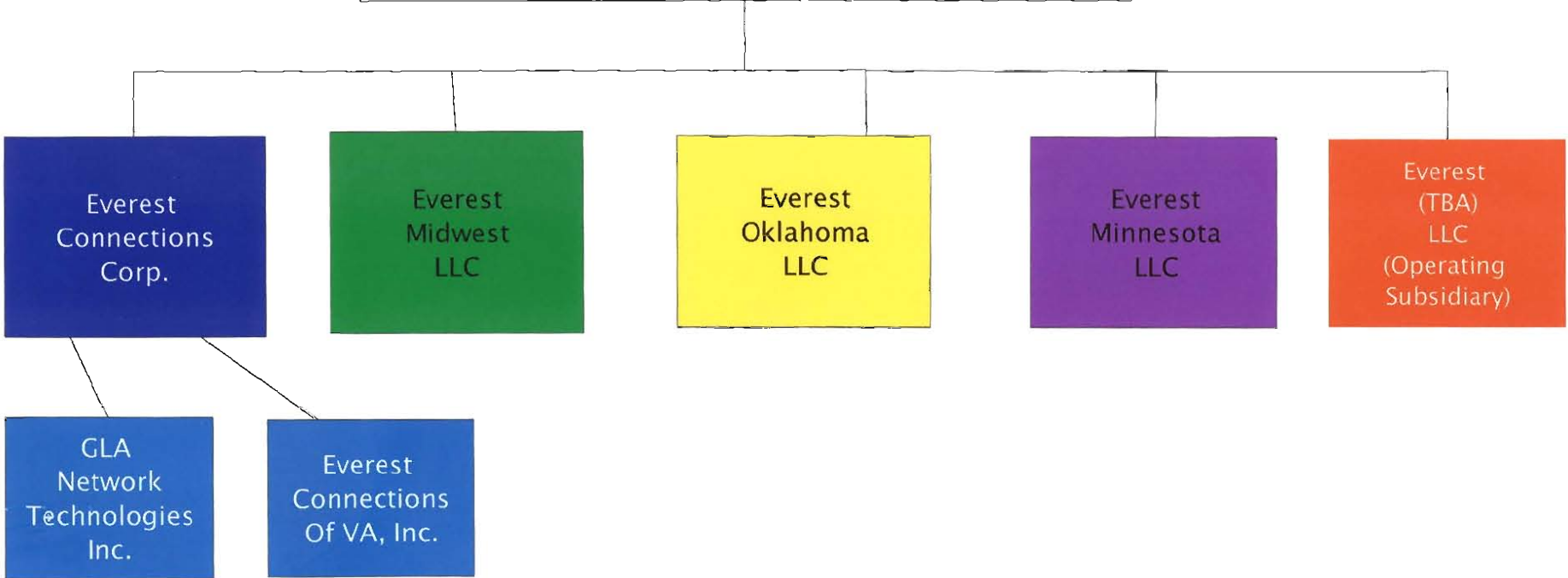
Following is a description Everest Connections current corporate structure. This description is being offered as evidence towards proving that the company has the financial, managerial and technical capabilities to provide and maintain the services requested in this application. For purposes of proving financial worthiness, attached is a copy of the consolidated financial for Everest Global Technologies Group, LLC.

Corporate Structure: Everest Global Technologies Group, LLC is the parent company of Everest Connections Corporation (applicant), which in turn has a subsidiary named GLA Network Technologies, Inc (“GLA NT”). GLA NT provides turnkey planning, business development, engineering, project management, construction management, data conversion, customer care software, AM/FM/GIS software and personnel recruiting to various telecommunications and CATV providers. Everest Global Technologies also has the subsidiaries of Everest Midwest, LLC, Everest Oklahoma, LLC and Everest Minnesota, LLC which are all operating entities that will provide service similar to that which is being proposed in Florida. Please see Exhibit Everest-2 for a copy of the Corporate Structure Chart.

Financial Capabilities: Exhibit Everest-3 attached contains the most current consolidated financial statements for Everest Global Technologies Group, LLC, and Everest Connections Corporation. Beyond what is presented in these statements, Everest

is in the final stages of negotiating additional debt financing in the amount of \$450 million.

Managerial and Technical Capabilities: Everest possesses the managerial and technical qualifications to provide telecommunications services in Florida. As described in the biographical information attached as Exhibit Everest-4, Everest's management team has extensive management and business experience in the communications industry.



Everest Connections Corporation
Consolidated Financial Statements

****Filed Under "Confidential" Seal****

Everest Connections Corporation is solely owned by Everest Global Technologies Group, LLC, which is also the parent of GLA Network Technologies, Inc. Many of the GLA Network Technologies, Inc. officers will serve as officers and executives of Everest Connections Corporation.

Jim A. Moffit, CPA - Chairman of the Board and CEO

Nearly three decades as corporate executive, financial officer, business and financial planner, specialist in regulatory matters, accountant, expert witness, consultant and auditor. Previous experience includes two years as President and COO of Brooks Fiber Properties, a start-up competitive access provider; twenty years with a large independent telephone company, and four years with an international accounting firm. Former President of Contel Corporation Central Region for four years until Contel was merged into GTE in 1991. Other positions with Contel included five years as Vice President-Financial Director, Western Region; two years as Assistant Vice President-Revenue Requirements, Western Region; four years as Assistant Vice President-Financial Planning, Western Region; and five years as corporate Chief Accountant; also involved in acquisition and disposition activities. Four years with Arthur Andersen and Company audit staff. BS in Accounting, with honors, from Northeast Missouri State University and an MBA from Washington University. CPA licensed to practice in Missouri. Named as one of the telecommunication industry's "Rising Stars" by Telephony Magazine in 1989.

Michael B. Roddy, President, Chief Operating Officer and Director

Sixteen years of telecommunications experience in a variety of operational and support disciplines. Most recently Mr. Roddy was President of USLink and Vice President of TDS TELECOM. Mr. Roddy initiated the successful conversion of USLink from a regional long distance provider to the second largest CLEC in Minnesota. Prior experience included Director of New Business Development for TDS TELECOM where he was responsible for the development of TDS' CLEC initiatives and the Madison, WI overbuild in particular. Mr. Roddy also held roles

as Director - Access and Settlements responsible for intercompany negotiations and state regulatory policy nationwide, and Manager- Regulatory Affairs overseeing and pursuing the interests of TDS TELECOM in a 5 state region in the Northeast. Mr. Roddy has also held financial and cost analysis roles with Fidelity Telecommunications Company (Fidelity Investments) and Contel's Eastern Region prior to its acquisition by GTE.

David L. Howard, JD - Vice President and Corporate Secretary

Responsible for management of GLA's Consulting and Network Services Division which is responsible for financial analysis and modeling, strategic and business analysis and planning, strategic alliances, proposal preparation, contract negotiation and administration; project planning, tracking and administration; manpower planning, budget management. Nearly twenty years experience with SBC Communications, Inc. In most recent position reported to the President of Southwestern Bell Advanced Communications Services with responsibilities for corporate establishment; business planning and administration; regulatory compliance planning; strategic planning; intellectual property protection; and intelligent network technology planning and architectures to support new product development. Developed business cases and company-wide technical deployment plans for CCS7, CCS7-based services, Caller ID, and Advanced Intelligent Network (AIN). Earlier responsibilities included contract and joint venture negotiations; engineering; technology planning; software system development; regulatory, financial and business planning; capital budget management; project and joint venture management; business case development; staff supervision and corporate representations in industry and government forums. Negotiated an operating agreement and MOU for establishment of a \$150 Million joint venture. Developed corporate positions and compliance plans for numerous regulatory and legal proceedings including the 1996 Telecommunications Act sections 271 and 272, and network unbundling plans. Held leadership positions on corporate memberships in industry and government standards organizations. BS in Electrical Engineering from University of Texas at Arlington and Member of Eta

Kappa Nu engineering honor society. MBA from Webster University, St. Louis, MO with highest honors distinction. JD from St. Louis University cum laude. Admitted to practice of law in Missouri, Illinois and Colorado. Licensed patent attorney by the U.S. Patent and Trademark Office. Member of the Missouri Bar, Bar Association of Metro St. Louis, ABA; ABA's Sections on Intellectual Property, Business and Communications Law, Strategic Leadership Forum; Missouri and National Associations of Professional Engineers, and Institute of Electrical and Electronics Engineers.

Shayne B. Barr, Vice President and Director

Responsible for management of GLA's Information Systems Division. More than fifteen years experience developing information systems for the telecommunications industry. Seven years of entrepreneurial experience as founder, COO, and Executive Vice President of Graphic and Data Solutions, a firm specializing in software application development/support and information conversion for the telecommunications industry. Eight years with Telcom Services, Inc. in management and technical positions including Vice President-Business Development, Division Vice-President, Division Manager, Senior Systems Analyst, and Programmer. Significant accomplishments include co-authoring software applications for subscriber and carrier access billing, rating, plant, trouble, etc.; co-authoring an automated mapping/facilities management system; and overseeing the implementation of these systems in more than 100 telephone companies across the United States. Graduated with Honors from the Minnesota School of Business, has completed course work at Maryville College, and is currently attending Webster University.

Charles Morrison, Vice President and Director

Executive responsibility for Design Extender and Teledata divisions of GLA, providing computer aided design and drafting services for telecommunications networks. More than thirty-five years experience in cable and telephone industries in the areas of engineering project management, labor/management

relations, and cable equipment testing and quality control. Former cofounder and Senior Vice President of Cencom Cable Associates, Inc. for ten years; provided management support for all Cencom operations, management of St. Louis operations, acquisition studies, programming and program production. Six years as General Manager of Columbia Cablevision, Inc. and First Capital Cablevision, wholly owned subsidiaries of TC Industries; also responsible for the design and construction of these systems. Five years as Senior Project Manager for Telcom Engineering, Inc., another subsidiary of TC Industries, responsible for the design and installation of telephone and cable infrastructure throughout the U.S. Eleven years with Spencer Kennedy Laboratories in positions of increasing responsibility in manufacturing, testing, quality control and engineering. Associate degree in Engineering from Northeastern University, other electronic engineering courses, industry seminars and training programs. ACE and Emmy awards for programming work in St. Louis area. Member of Society of Cable Television Engineers and National Academy of Cable Programming and inducted member of Cable Television Pioneers Club.

Dean Stoneburner, Vice President

Executive responsibility for GLA's Engineering and Field Services Division. Over three decades of telephony experience in corporate management; engineering, field services, project management; construction supervision, and twelve years in the automated mapping/facilities management arena. Principal, founder and former President, CEO and Director of Graphic & Data Solutions (GDS), a firm specializing in software application development, support and information conversion for the telecommunications industry. Product offerings included Telemap – automated mapping/facilities management/geographical information systems, Teledata – converts existing maps and records to Telemap system, and Telesystems – software solutions for management of billing, rating, plant and financial requirements. Twenty-three years with Telcom Engineering, Inc. with responsibilities in various engineering, construction inspection and project management positions, both domestic and international, including

positions as Director and Vice President of Engineering. Associates Degree in Electronics from Bailey Institute of Technology, Advanced Management courses from Purdue University, plus numerous technical and management courses throughout career. Member of Independent Telephone Pioneer Association.

Susan E. Arndt, Vice President – GLA Network Technologies

Responsibilities include strategic market assessment and development of interactive broadband services for GLA clients. More than seventeen years of professional telecommunications experience in planning, development and market implementation for domestic and international voice, video, and data communications opportunities. Expertise in market research development for new technology implementation, product/service management, strategic pricing, advertising, collateral and sales support management, and promotional planning. Expertise in conducting technology needs assessments for market areas in determining market usage and corresponding technology solutions for competitive telecommunications, distance learning, telemedicine, LAN interconnections, smart communities, and other multimedia network services. Awarded numerous national and regional excellence awards for outstanding performance in marketing communications, new business venture planning, network services sales and support. MBA from Southern Illinois University magna cum laude and BA in Business Administration and Marketing from Stephens College summa cum laude. Member of American Marketing Association, USDLA Advisory Board, Stephens College Alumni Association Board member Who's Who of American Women 1997, Beta Gamma Sigma management honor society, and Vice President of the Greyhound Foundation.

David E. Goodbread, Vice President – GLA Network Technologies

Responsible for contract negotiation and administration, recruiting, and management of telecommunications engineering, DC power and transmission installation, LAN & WAN, central office installation and construction projects for RBOCs, CAPs, CLECs, REA companies, universities, state and government

agencies and other major clients. Projects include COE and OSP engineering, COE and DC power equipment installation, fiber optic cable installation, LAN & WAN applications, inspection and testing fiber and copper cable. Responsible for management of \$20,000,000+ major splicing and construction projects for SBC, GTE and Bell South. More than twenty-five years total experience including more than thirteen as owner and operations manager of Telco Construction firm providing engineering and design, locating utilities, underground and aerial utility construction, splicing, and installation repair services to GTE, SBC, AT&T, Bell South, and REA companies throughout the United States and Mexico. Also served as scheduling engineer, OSP Engineer, area construction and splicing manager for SBC and prime contract firms for GTE and Bell South. Served as personnel recruiter for large OSP and ISP personnel company in Midwest. Completed engineering extension curriculum in Transmission of Electronic Energy at Texas A&M University and studied Business Technology at the University of Houston. Participated in several in-house management and engineering schools and several Rel-Tec DC Power Installation management classes.

Dick Rogers, Vice President - Business Development

Responsible for City Assessments, IEC, ISP, contracting, negotiations and client relations. A seasoned sales management executive with more than fifteen years of successful experience in both the telecommunications and data processing industries. Major strengths in new business development, sales management and sales of telecommunications products and services in new markets to the Inter-Exchange carriers and end users. B.S. in business Administration from the University of Missouri, St Louis.

Carl Naes, Vice President - CLEC Operations

Responsible for CLEC operations planning, implementation, program management and ongoing CLEC operations support. Previously responsible for network deployment and operations for Brooks Fiber Properties operations in

Knoxville, TN, with P&L responsibility, management of operations, customer services and sales. Started Brooks investments in the market as the first person on the ground and worked with local, citizenship and corporate groups in the market to implement the deployment of the CLEC network. Provided direct involvement with government, ROW and building entrance agreement negotiations. Other experience includes thirteen years in the position of General Manager for Crown Cable television and Plant manager, and Chief Technician for Cencom Cable. Associates Applied Science from Jefferson College. Member of NCTA, SCTE, and ALTS.