

Global Connection, Inc. of America  
3957 Pleasantdale Road  
Atlanta, Georgia 30340  
1-877-780-1926

March 28, 2001

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

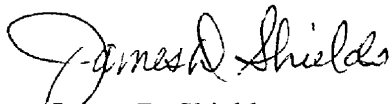
Attached is a revised ALEC Application for Docket 010152-TX on behalf of Global Connection, Inc. of America.

The revision reflects a new company liaison as this position has changed since the original application was submitted.

Please up date the File and Commission databases, as necessary, per the Revised Application.

Should you have any questions concerning our application or the revisions, please contact me at 678-966-8513 or email at [jshields@mail.globalc-inc.com](mailto:jshields@mail.globalc-inc.com).

Sincerely,



James D. Shields  
Vice President  
Global Connection, Inc. of America

DOCUMENT NUMBER-DATE

04004 APR-28

FPSC-RECORDS/REPORTING

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

**DIVISION OF REGULATORY OVERSIGHT**  
**CERTIFICATION SECTION**

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

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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 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 Regulatory Oversight**  
**Certification Section**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6480**

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## 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:

*Global Connection, Inc. of America*

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

*Global Connection*

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

*3957 Pleasantdale Road*

*Atlanta, GA 30340*

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

C/O C.T Corporation System  
1200 South Pine Island Road, City of Plantation  
Florida 33324

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: N/A

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:

301A 00001963

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

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

N/A

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:

N/A

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

(a) The Florida Secretary of State registration number:

N/A

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

Name: N/A

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):** N/A

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.

NO

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

(a) The application:

Name: James D. Shields

Title: Vice President

Address: 3957 Pleasantdale Road

City/State/Zip: Atlanta GA 30340

Telephone No.: 678-966-8513 Fax No.: 770-458-6773

Internet E-Mail Address: jshields@globalc-inc.com

Internet Website Address:

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

Name: Sam Abdallah  
Title: President + CEO  
Address: 3957 Pleasantsdale Road  
City/State/Zip: Atlanta GA 30340  
Telephone No.: 770-457-7174 Fax No.: 770-458-6773

Internet E-Mail Address: SEDC1234@aol.com  
Internet Website Address:

(c) Complaints/Inquiries from customers:

Name: James D Shields  
Title: Vice President + COO  
Address: 3957 Pleasantsdale Road  
City/State/Zip: Atlanta, GA 30340  
Telephone No.: 678-966-8513 Fax No.: 770-458-6773  
Internet E-Mail Address: jshields@globalc-inc.com  
Internet Website Address:

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

(a) has operated as an alternative local exchange company.  
Georgia, Tennessee, South Carolina, Alabama

(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.  
Mississippi, Georgia, Alabama, Tennessee, South Carolina,  
North Carolina and Kentucky

- (d) has been denied authority to operate as an alternative local exchange 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*

**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.**



### 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.

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. 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:

SAM ABDALLAH  
Print Name

Signature 

President & CEO  
Title

Date 3-28-2001

770-457-7174      770-458-6773  
Telephone No.      Fax No.

**Address:**

3957 Pleasantdale Road  
Atlanta, GA 30340

**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:

SAM ABDALLAH  
Print Name

Signature



PRESIDENT & CEO  
Title

Date

3/28/2001

770-457-7147      770-458-6773  
Telephone No.      Fax No.

Address: 3957 Pleasantdale Road  
Atlanta, GA 30340

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) N/A 2) \_\_\_\_\_

3) \_\_\_\_\_ 4) \_\_\_\_\_

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

1) N/A 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.

POP-to-POP OWNERSHIP

1) N/A

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

**CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT**

I, (Name) \_\_\_\_\_  
(Title) N/A \_\_\_\_\_ 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:**

\_\_\_\_\_  
**Print Name**

**Signature**

\_\_\_\_\_  
**Title**

**Date**

\_\_\_\_\_  
**Telephone No.**

**Fax No.**

**Address:**

## HOUSSAM ABDALLAH

3536 Mount Vernon Road

Lawrenceville, Georgia

Telephone: 770.532.7749

Mobile: 404.402.3225

### PERSONAL INFORMATION:

Family Status: Married

Children: One

### PROFESSIONAL EXPERIENCE:

- May 1991- Present      **South East Dental Care (SEDC Inc.)** -Atlanta, Georgia  
Founder/CEO of Corporation which has developed a subscriber based dental plan. The Company has grown to 15,000 members in Metropolitan Atlanta, Georgia. SEDC has recruited and secured provider agreements with dental professionals in excess of 200 offices. The basic consumer service has been expanded to include Pharmaceutical through Kroger Pharmacy. The members can also contract for Dental through Vision One and SEDC has subsequently offered Chiropractic services on a similar basis.
- 1996- Present      **Abdallah Management Group, Inc. (AMG, Inc.)** - Duluth, Georgia  
Founder/CEO of Corporation which is involved in the establishment and operation of Dental Care Offices. AMG actively solicits and contracts with Dentist to provide dental service as contract providers. AMG markets and manages the physical facilities to allow Dentists to practice without active involvement in office operation. AMG currently operates one office located at Pleasant Hill Road, Duluth, Georgia which employs 6 persons and averages revenues in excess of \$30,000 per month.
- 1989-1991      **National Health Care Delivery (NHCD)** - Kansas City, Missouri  
*National Marketing Director: Responsibilities:* Coordination of sales force including sales personnel. In 1990 initiated operations of NHCD in Georgia and secured facilities, personnel and coordinated marketing program. Directly involved in soliciting and contracting with dental providers for services.

### EDUCATIONAL EXPERIENCE:

- 1986-1989      University of Missouri- Kansas City  
Course/Curriculum: Major-Business Administration  
Minor-Management Information Systems

#### *Professional Affiliations:*

- Prepaid Communications Association:  
Member: Ethics Committee

#### *Civic Participation.*

- A.L.S.C . St. Judes Hospital  
St. Elias Antiochian Orthodox Church

PROFESSIONAL AND PERSONAL REFERENCES AVAILABLE UPON REQUEST

**James D. Shields**  
**950 Granite Springs Lane**  
**Stone Mountain, Georgia 30083**  
**404-299-2883 bsformer@bellsouth.net**

**Global Connections, Inc. of America**

**Vice President-Operations**

**2001**

Direct responsibility for the daily operations of the company. Serves as the company's primary representative to the to the Public Service Commissions, BellSouth, Alltel, Sprint and other ILECs as well as Federal, State and Local governmental agencies. Negotiates contracts on behalf of the company and recommend news products and lines of business.

**Consultant –**

**1999**

Contract with Hewlett Packard, under their contract with BellSouth, to develop and document inter-company processes for local service systems access.

**Consultant and Contract work**

**1998-2000**

New Business Development, Business Analyst, Project Management, Change Management, Technical Writing, Marketing, Sales, Finance, Customer Service, Process Improvement

**BellSouth**

**1962-1998**

**BellSouth Financial Services (from startup)**

**Director New Business Development – Products and Services**

Originated, analyzed, developed and recommended new products, lines of business and processes to improve existing operations. Performed all functions from idea generation through market implementation and follow up for modification. Conducted the high level training, prepared the methods and procedures and negotiated essential contracts.

**Director of Marketing and Sales**

Developed and implemented strategic and marketing plans. Managed sales force, marketing support and asset management operations. Developed and implemented marketing strategies. Routinely interacted with officers of other BellSouth and client companies. Regularly prepared various high level reports and frequently made presentations.

**Director Asset Management**

Created, developed procedures, and managed the department that managed off lease equipment.

**Assistant Treasurer**

Responsible for borrowings, cash forecast, banking relations, financial reports and operations.

**BellSouth Corporation**

**Treasury Operations Manager**

Created, staffed and managed the Treasury Methods and Procedures group (**Project Managers, Business Analysts and Technical Writers**) for the newly created BellSouth Corporation.

Developed operational procedures for the Treasury and Finance operations including cash management and banking. I wrote the cash handling procedures for the BellSouth subsidiaries and developed and documented the Treasury sections of the due diligence process and sections of the pension investment guidelines.

**AT&T New York**

**Project Manager, Business Analyst**

Developed a Bell System wide coin telephone refund operation effecting over 17 million refunds. Represented AT&T to all Bell System companies. Task force member that chose the corporate credit card for AT&T and most Bell System companies.

**Southern Bell (Corporate Treasury)**

**Acting Assistant Treasurer**

**Cash Manager, Project Manager, Business Analyst**

Developed, documented and implemented new improved operating procedures for the Treasury department. Performed Cash Management functions involving daily banking, wire transfers, commercial paper and stock transfers. Performed audits on state Treasury operations and conducted Financial Manager's training.

**AT&T (Corporate)**

**Project Manager, Business Analyst**

Authored study on pre-authorized payment plans and applicability in the Bell System and made presentations to the ABA and Bell System companies concerning implementation. Headed project to implement this system in some companies.

**Southern Bell**

Held numerous positions in with increasing responsibilities. Among the positions:

**Corporate Staff Manager** (Business Office issues, i.e.: methods and procedures, program development, training, business office reviews and audits, salary administration, budgets)

**Division Commercial Supervisor** (Business Office Staff - North Florida Area Office)

**District Commercial Supervisor** (Business Office Line Operations - Pensacola Florida)

**Group Manager** (Business Office Line Operations - Brooksville Florida)

**Business Office Manager** (Business Office Line Operations - Gainesville Florida)

**Commercial Manager - Methods and Procedures** (North Florida Area Office)

**Security Manager** (North Florida Public Services Operations)

**Certifications and Qualifications:**

Certified Leasing "Top Gun" CLTG

Georgia Real Estate License

Cash Manager

**Education:** Jacksonville University: Business Management  
Sante Fe College Real Estate Management

**Military:** United States Coast Guard (Vietnam era veteran)



**Simon A. Melhem**  
10959 Beinhorn Rd  
Houston, Tx 77024  
H-(713)-783-8601 O-(713)-757-3659

## EDUCATION

### **MBA - Finance**

University of Southern California, Los Angeles, California

### **MS Engineering Management**

### **BS Industrial Engineering**

Northeastern University, Boston, Massachusetts

## EXPERIENCE

### **El Paso Energy International Company**

Houston, Texas (6/95 to Present)

International Development, Vice President- Asia

- Identify and structure independent power business development opportunities.
- Responsible for proposal preparation and management of the legal, technical, financial and administrative processes.
- Negotiate joint venture agreements including Memorandum of Understanding, Joint Development Agreements, Shareholder Agreements, and energy sales Agreements.
- Maintain business development relationships and project lead generation.
- Present recommendations to senior management on the project economic viability.

### **Trinity International Partners, LP**

Washington DC (9/93 to 6/95)

A Private Financial Advisory Firm, Director

- Identify and evaluate international independent power projects. Prepare project development proposals, including financial proforma, pricing structure, and financing options.
- Evaluate potential acquisitions and greenfield projects. Develop financial proforma, prepare pricing models, and assist clients in finalizing the transaction. Transactions are across various industry sectors including energy and transportation.
- Assist clients in acquiring emerging markets' privatized state enterprises. Provide due diligence support, and assist in evaluating new markets.
- Prepare proposals and bids for consulting opportunities with multilateral and bilateral agencies. Assist in developing and maintaining client relations including presentations, periodic review meetings, and new project proposals.

### **Texaco Cogeneration and Power Company**

Universal City, California (3/90 to 9/93)

Business Development Department, Manager Financial Analysis

- Evaluated potential acquisitions, reviewed financial projections and contractual arrangements. Developed proforma models for equity investments in projects ranging from \$150 to \$350 Millions.
- Prepared financial scenarios analysis and negotiation strategies for senior executives. These strategies were used in negotiating long term power sale contracts with international utilities.
- Prepared investment requests for Texaco's board of directors approval. The investment requests included financial projections, sensitivity analysis, strategic intent and associated risks.
- Developed project finance proposals to International Finance Corporation (IFC), other international development agencies, and commercial banks. Worked with a team to secure project funding.

### **Texaco Refining and Marketing Inc.**

Universal City, California (10/88 to 3/90)

Western Region Headquarters, Planning Manager

- Prepared Strategic and Tactical Plans for Texaco's Western Region operations, approximately a two billion dollars revenue division. Responsibilities included developing financial projections, investment and expense budgets; coordinating with six business unit managers and corporate executives, forecasting product spot price, and integrating sales and production plans.
- Evaluated business unit's financial performance versus the business plan. Meetings were held with local management to review performance and implement immediate strategies.
- Supervised the development of a PC-based planning information system. The system reduced the time required to produce an integrated business plan and allowed for quick scenario analysis.

### **Texaco Inc.**

Houston, Texas (3/87 to 10/88)

Information Technology Department, Operations Research Analyst

- Developed and supported a non linear optimization model for blending operations. The model was installed at seven refineries and used for producing optimal blending recipes.
- Developed an integer programming dispatching model for product distribution. The model was used to generate delivery schedules for company trucks and minimize the need for contractors.

### **The World Bank**

Washington DC and London (8/85 to 12/85)

Office of Environmental and Scientific Affairs, Risk Assessment Consultant

- Developed "Whazan" a Chemical Hazard Risk Assessment software based on the theories and practices of Technica Ltd, a London based consulting firm to the World Bank. Responsibilities included programming and coordinating with the Bank's Washington-based project manager and the London-based consulting staff. The software was completed ahead of schedule and cost.

## **Simon A. Melhem**

### **Project Development Experience**

#### **Indonesia -**

- Strategic Alliance with Risjadson Group.
- 135 MW and 500 BCF gasfield in South Sulawesi. Operating in Open Cycle, expected combined cycle in October 1998.
- 2x55 MW and 2x100 MW Coal Fired in Amurung, North Sulawesi and Sumatra. In Construction, expected commercial operation 2000.
- 25 MW integrated gasfield, pipeline and power station in Jambi, Sumatra. Awaiting PPA signing.
- 100 MW of mini-hydro capacity at ten different sites. PPAs signed, tariff restructuring.
- 100 MW and 2x100 MW gas fired in Jambi. Proposal submitted
- 110 MW captive power for Polysindo (owned by Texmaco) Semarang. Proposal submitted.
- 2x55 MW coal fired captive power for Aneka Tambang (nickel mining). PAA under negotiation

#### **Pakistan**

- 155 MW gas fired (low btu gasfield combined with pipeline quality gas). Under construction, expected commercial date September, 1998

#### **Hungary**

- A 130 MW cogeneration facility for Dunafer (Steel Mill). Acquisition of operating facility with expansion project. Operating.

#### **Australia**

- 135 MW captive power for Western Mining . Proposal submitted- lost to utility pricing.
- Acquisition of Energy Equity Company (EEC) a publicly traded company with operating projects, oil and gas holdings in Australia, Indonesia and India. Feasibility analysis.

#### **Phillipines**

- 300 MW cogeneration at the Caltex refinery in Batangas. PPA signed.

#### **Thailand**

- Bid for acquiring 15% of EGCO (Electricity Generating Company) from EGAT (Electricity Generating Authority of Thailand). Short-listed, submitted final proposal.

#### **Bolivia**

- Acquisition of COBEE the only private owned power generation company in Bolivia, at the time. Operating, acquired by Cogentrix.

#### **Colombia**

- 700 MW Termobaranquilla privatization. Proposal submitted with Westinghouse, project lost to ABB.

#### **Egypt**

- Joint Venture agreement with SAPESCO (Sahara Petroleum Services Company)

Business Development activities and relationships in Qatar, UAE, Egypt, Brazil, Saudi Arabia, Yemen and Syria