

FLORIDA PUBLIC SERVICE COMMISSION
DIVISION OF REGULATORY ANALYSIS

APPLICATION FORM
for
AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE
TELECOMMUNICATIONS COMPANY SERVICE
WITHIN THE STATE OF FLORIDA

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100443-TX

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 one copy of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission
Office of Commission Clerk
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 Regulatory Analysis
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

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

Initials of person who forwarded check



COM _____
APA _____
ECR _____
GCL _____
RAD I
SSC _____
ADM _____
OPC _____
CLK Brant

FORM PSC/RAD 8 (5/08)
Commission Rule Nos. 25-24.810,
and 25-24.815

Note: To complete this interactive form Required
by using your computer, use the tab key to
navigate between data entry fields.

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: Miami-Dade Broadband Coalition, Inc.

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

Miami-Dade Broadband Coalition, Inc.

4. Official mailing address:

Street/Post Office Box: 100 S. Biscayne Blvd, Suite 915
City: Miami
State: FL
Zip: 33131

5. Florida address:

Street/Post Office Box: 100 S. Biscayne Blvd, Suite 915
City: Miami
State: FL
Zip: 33131

6. Structure of organization:

Individual
 Foreign Corporation
 General Partnership
 Other,

Corporation
 Foreign Partnership
 Limited Partnership

14. Provide **F.E.I. Number**(if applicable): 270407368

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

(a) The application:

Name: James E. Osteen, Jr.
Title: Executive Director
Street name & number: 100 S Biscayne Blvd, Suite 915
Post office box:
City: Miami
State: FL
Zip: 33131
Telephone No.: (305) 371-0340
Fax No.: (305) 371-0341
E-Mail Address: jeosteen@miamibroadband.org
Website Address: www.miamibroadband.org

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

Name: James E. Osteen, Jr
Title: Executive Director
Street name & number: 100 S Biscayne Blvd, Suite 915
Post office box:
City: Miami
State: FL
Zip: 33131
Telephone No.: (305) 371-0340
Fax No.: (305) 371-0341
E-Mail Address: jeosteen@miamibroadband.org
Website Address: www.miamibroadband.org

(c) Complaints/Inquiries from customers:

Name: James E. Osteen, Jr.
Title: Executive Director
Street/Post Office Box: 100 S Biscayne Blvd, Suite 915
City: Miami
State: FL
Zip: 33131
Telephone No.: (305) 371-0340
Fax No.: (305) 371-0341
E-Mail Address: jeosteen@miamibroadband.org
Website Address: www.miamibroadband.org

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: N09000004432

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

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:

16. List the states in which the applicant:

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

n/a

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

Florida - this application

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

n/a

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

n/a

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

n/a

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

n/a

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.

n/a

(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.

n/a

(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.

n/a

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: Peter Korinis
Title: Chair, Miami-Dade Broadband Coalition, Inc.
Telephone No.: (305) 297-5979
E-Mail Address: korinis@earthlink.net

Signature:  _____

Date: 11-2-10

CERTIFICATE SALE, TRANSFER,
OR
ASSIGNMENT STATEMENT

As current holder of Florida Public Service Commission Certificate Number _____, I have reviewed this application and join in the petitioner's request for a

sale

transfer

assignment

of the certificate.

Company Owner or Officer

Print Name:

Title:

Street/Post Office Box:

City:

State:

Zip:

Telephone No.:

Fax No.:

E-Mail Address:

Signature: _____

Date: _____

Attachments - RESUMES

(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.

Peter Korinis has been the Chief Information Officer for the City of Miami, Florida since 2002. The City is undergoing the most complete modernization in its history; technology initiatives include major new system implementations, e.g., ERP, 911 Public Safety dispatch and records, 311 Call Center, GIS & Land Management systems, and infrastructure upgrades.

A former Chief Information Officer for Fairfax County, Virginia, and Senior Manager with *PricewaterhouseCoopers LLP*, Mr. Korinis has founded two information technology firms to provide business software data and services to local governments. A retired Naval Security Group Officer, he has more than 30 years of operational and management experience in the comprehensive application of information technology solutions to business problems, particularly in government and K-12 education.

Mr. Korinis was recently elected Chairman of the Board of the Miami-Dade Broadband Coalition, a not-for-profit corporation seeking to expand employment opportunities and digital literacy by deploying high speed broadband infrastructure and programs throughout the region.

Mr. Korinis holds an M.S. in Information System Technology from The George Washington University and a B.S.E. (Mechanical Engineering) from the University of Michigan.

Jacqueline M. Zelman

3536 Saint Gaudens Road • Miami, Florida 33133

Phone: (305) 443-5018

Email: jzelman@bellsouth.net

30 Years of IT & Management Experience

*Leadership * Professional Technical Education * Strategic and Business Continuity Planning*

Excellent interpersonal and technical communication skills

Strong background in IT business, human resources, budget and legal issues

PROFESSIONAL EXPERIENCE:

2005-

UNIVERSITY OF MIAMI, Coral Gables, FL

Director, Executive Information & Technology Institute (UMEiti)

- Directs all Institute activities
- Provisions professional training, consulting services, seminars and leadership courses for C-level executives, their direct reports and staff
- Delivers Business Continuity Management and Leadership best practices presentations for local, regional and national groups
- Coordinates Institute marketing materials and guides
- Directs , local, national and international marketing efforts

2006-

UNIVERSITY OF MIAMI, Coral Gables, FL

Director, Johnson A. Edosomwan Leadership Institute (JAELI)

- Coordinates institute's activities which include programs, conferences, seminars, publications and events, as well as promoting nationally recognized *Leadership Competency Certificate* training programs for developing managers in Government and LATAM
- Develops customized curriculum
- Responds to requests for information, proposals, etc.

1998 – 2005

MIAMI DADE COLLGE, Miami, FL

Vice Provost and College Chief Information Officer

- Responsible for college-wide computing and telecommunications: network, telephony, wireless, video and related disaster preparedness/business continuity, strategic and operational planning
- Supervised 125 fulltime professionals and staff; administered a budget of \$12+M; coordinated overall college IT budget of \$23M

- Responsible for OC12 ATM MDCnet, linking 8 campuses and 2 centers over leased fiber with connections to the NAP of the Americas and Internet2
- Coordinated various councils that set college-wide standards for desktops, software, media, network acquisitions and strategic directions
- Responsible for centralized services such as Email, network administration, disaster recovery/business continuity and security
- Implemented ERP suite and responsible for on-going enhancement cycle and strategic direction
- Introduced web-based orientation, admissions, registration, financial aid, advising and portal technologies
- Enhanced network security to include Active Directory for student authentication, layered firewalls, VPN access, virus protection as well as spam and intrusion detection and protection
- Implemented college-wide imaging, access and ID carding systems

1990 – 1998

FLORIDA INTERNATIONAL UNIVERSITY, Miami, FL

Director of University Computer Services

- Responsible for both academic and administrative computing
- Supervised over 50 full-time and 60 temporary staff/student assistants, budget of over \$3M for: Applications (Software) Systems, User Services Support, North Miami Campus Computer Services, and Faculty/Staff Instructional Technology Center
- Managed FIU Computer Store, instructional labs and Sun/UNIX, Novell, NT and PATHWORKS networks as well as Internet and Email support
- Coordinated user support with telecommunications and regional data center operations
- Coordinated strategic and disaster preparedness planning, security and new systems implementation with vendors, staff and the University Community
- Project manager for the FIU Digital Library, web-based course registration and associated asynchronous course development
- Responsible for the initial development and subsequent enhancement of the Public Safety decal and parking system and online instructional/research personnel activity system
- Created University-wide Networked Information Systems (UNIS) group responsible for enrollment kiosks, interactive voice response, smart card and Web services development for the University

1983 – 1990

FLORIDA INTERNATIONAL UNIVERSITY, Miami, FL

Assistant Director of Libraries for Systems

- Responsible for planning, implementing and administering all computer-based systems for the FIU Libraries

- Supervised the Cataloging Department and Systems Office staff, 30+ people; budget over \$500,000
- Project Manager for the Florida Statewide University System implementation of NOTIS/LUIS library management system
- Related duties included site preparation at both campus libraries, telecommunications planning and installation, writing bibliographic database load specifications, ordering equipment and furniture in support of system/user requirements, creating catalog authority control load and maintenance procedures, as well as the conversion of the CLSI circulation item and patron data bases for use in LUIS
- Introduced microcomputers to the FIU Libraries and developed the Libraries' initial software collection
- Implemented the FIU Data Archive and related services
- Liaison to: OCLC (international online bibliographic cataloging and interlibrary loan network), Research Library Information Network (data base searching and interlibrary loan requests), Florida Center for Library Automation (NOTIS/LUIS governance and support), Southeast Library Information Network (implementation of regional fax network and shared online catalog) and FIU/IRM (mainframe computing, maintenance, microcomputer support/training, data communications issues and strategic planning)
- Served as Acting Head of the University Park Circulation Department

1976 - 1983

FLORIDA INTERNATIONAL UNIVERSITY LIBRARIES, Miami, FL

Head, Cataloging Department

- Responsible for planning, organizing and coordinating all cataloging/classification functions; automated processing of library materials including computer software, microforms and audiovisual materials for both campus libraries
- Supervised 21 staff
- Responsible for CLSI Library Circulation Management System software and hardware support (PDP 1134)
- Responsible for OCLC and local CLSI data bases; including maintenance procedures and overall quality control; responsible for OCLC hardware, software and telecommunications network
- Responsible for the introduction of remote online citation database searching using DIALOG (Lockheed) and Orbit (SDC) systems

EDUCATION:

Douglass College, Rutgers University, New Brunswick, NJ
Bachelor of Arts, 1972

Simmons College, Boston, MA
Master of Science, 1973

Florida International University, Miami, FL
Master of Public Administration, 1980

SELECTED PROFESSIONAL ACTIVITIES:

Miami-Dade Broadband Coalition, Vice Chair Executive Board, 2009-

Society for Information Management, Program Chair, 2006-

Enterprise Development Corp. of South Florida Board, 2005-2009

City of Miami Community Technology Advisory Board, 2005-

IT Service Management Forum USA (itSMF USA), 2005-

ITWomen, Inc., Advisory Board, 2004-

American Library Association, 1975-

So. Florida Instructional Television Board, 2001-2005, President, 2003-2005

Florida Community College CIO Council, 2000-2005, Chairperson, 2003

Florida Center for Advising and Academic Support, Executive Board, 1999-2005

Dell Computers, CIO Platinum Council, 1998-2005

WLRN, Friends of, Board of Directors, 1998-2003

IBM Digital Library Renaissance Consortium, 1997-1998

Coalition for Networked Information, 1993-1995

Miami Dade College, Executive Committee, 1998-2005

Miami Dade College, Council of Learning Resources, Chairperson, 1998-2005

Miami Dade College, College Technology Committee, Chairperson, 1999-2005

SELECTED PRESENTATIONS:

"Miami-Dade Broadband Coalition: The Role of Digital Literacy and Community Connectivity as Engines for Economic Development and Job Creation", Fried on Business, WZAB The Biz 880 AM Radio, September 16, 2010, Miami, Florida

"Future Trends in Technology: Using Students to Predict the Future", SIMposium, October 8, 2007, Memphis, Tennessee.

"Future Trends in Technology: Using Students to Predict the Future", LOMA, February 9, 2007, San Antonio, Texas.

"Winning for All the Right Reasons: Leadership Makes the Difference," ITSMF, November 9, 2006, Miami, Florida.

LINDA SLOTE QUICK

Summary of Experience and Expertise

For over thirty years, Ms. Quick's work has required familiarity with all aspects of South Florida's health and human services systems. Ms Quick has been involved with different initiatives in the South Florida community from neonatal intensive care to developments in hospice care, from hospital based psychiatric service to alternatives to hospitalization, from community-based health policy planning to coordination efforts that have required study and analysis of the full range and scope of health facilitates. In her current position, President of the South Florida Hospital & Healthcare Association (SFHHA), she oversees activities working with over 50 hospitals and 100 additional members in Broward, Dade, Monroe, Palm Beach and St. Lucie counties, providing advocacy at the local, state and national levels and educational programs for members. On behalf of the Association, she has consulted with the Robert Wood Johnson Foundation, the Commonwealth Fund, the Center for Study of Health System Change, and the National Health Policy Forum as they study South Florida's health care market. Ms. Quick is also the President of the South Florida Hospital Research and Education Foundation where she raises funds to support an annual seminar on contemporary healthcare issues. During her career, Ms. Quick has assisted the Florida Agency for Health Care Administration, the Florida Department of Children & Families (formerly Health and Rehabilitative Services) and the Florida Department of Elder Affairs with special projects at the state, regional and district levels. She has consulted with Dade, Broward and Monroe County Commissioners and the Palm Beach County Health Care District on the impact of state and federal legislation and provided input to numerous Governors' Task Forces on everything from Disaster Preparedness to Southeast Florida, 2025. She has sat on a number of the American Hospital Association's work groups and is currently on the PR Workgroup of the Florida Agency for Health Care Administration. Her work on and with Boards, committees and task forces has required interaction with the community's, state's and the country's leading providers and consumers of health and social services. Ms. Quick is now on the Board of Directors of the Greater Miami Chamber of Commerce and Chairs its Health & Bioscience Committee, and sits on the Executive Board of Community Blood Services of South Florida. She also sits on the Broward Workforce Development Board, the Economic Council of Palm Beach County, and the Broward Alliance Board of Directors.

Brian A. George

Tel: (305) 299-0812

Email: bgeorge@calas.us

Controller / Senior Accountant

With comprehensive experience in

Organizational Re-Engineering
Financial Management / Analysis
Planning / Scheduling
Budget Preparation
Fluent in Spanish

General Accounting
Staff Management
Business Analysis
GAAP
Securities Trading

Cash Management
Reporting / Documentation
Taxation
Investment Analysis
Certified Financial Manager

Education:

Bachelors in International Business, American University, Washington DC
Bachelors in Finance, American University, Washington DC
Certificate in Operations Management, Universitaris Nebrisencis, Madrid, Spain
Masters in Business Administration, Nova Southeastern University, Miami, Florida
Miami Dade College, *Associates in Science - Accounting Technology*
University of Phoenix pursuing a *Doctorate in Economics*

Professional Licenses and Designations:

Registered Investment Advisor
HIPPA Privacy and Securities, Life Insurance, State of Florida
Annuities, State of Florida, New York
Certified Financial Manager (CFM)
Certified QuickBooks Specialist

Published Articles:

Miami Times, Miami FL – College Saving : Pay now or Pay later
Invertir USA Magazine – Debt In America
The Hub/ City of Doral, Florida – Where Does the Gas Money Go?
Proyecto Magazine – Featured writer

Military History:

2LT US Army Reserves – Alpha Company 377th Military Intelligence Battalion

Employment History:

Adjunct Professor

2001-Present

American University, Washington DC
DeVry University, Miramar & Miami
Millennium Atlantic University, Doral
Miami Dade College – Wolfson / Kendall Campus
Center for Financial Training – Wolfson Campus

- College/ University Courses taught – Marketing Financial Services, Principals of Banking, Personal Finance, Advanced Stocks, Bonds and Investments, Marketing Financial Services, Introduction to Corporate Finance, NASD Series 7, 63, 24 and 65

Senior Accountant

2008-Present

University of Miami

- Responsible for the preparation and distribution of monthly financial reports, including variance analysis, inventory accounting
- Responsible for the monitoring of monthly account activity including revenue and expenditure forecasts
- Prepared monthly, interim and year-end reports, debt service schedules
- Assisted with the preparation of the Information Technology budget (\$50MM) and re-forecasts, financial modeling for rates and projects, year-end closing and project cost tracking.
- Interfaced with the Controller's Office on financial reporting issues.
- On a daily bases prepared journal entries, interfaces with outside vendors and customers relating to financial matters.
- Provided the Information Technology staff with account and object code usage, budget guidance and the opening/closing of accounts

Branch Manager

2007 – 2008

H&R Block

- Managed corporate branch office consisting of 25 employees, \$900k in revenue
- Supervised all process relating to tax due diligence, planning, compliance and research
- Illustrated practical approach to identifying and resolving tax issues
- Review factual backgrounds, investigate filing positions, asses potential risks, quantify tax exposures, and recommend course of action to address issues raised as part of due diligence process
- Prepared tax models for asset and share transactions to compare the benefits associated with each alternative and provide negotiating price ranges.
- Identified issues to address during negotiations, suggest organizational structures to minimize the use of tax losses.
- Conducted in-house audits for corporate clients, with emphasis on budget control and planning

Controller –South American Operations

Residential Branch Manager

2003 – 2007

BrookStreet Securities Corporation

- In charge of local branch office and 10 overseas locations
- Duties covered all accounting functions of division – cost accounting, budgeting and forecasting, accounting methods and procedures, taxes and internal auditing
- Supervise the structuring and managing of Government Agency Bond Portfolios for affluent high net worth clients and institutional clientele
- Preparation of financial statements for state, federal, and the Securities Exchange Commission
- Substantially reduced significant audit adjustments through better financial controls
- Devised a strategy to lower accounts receivables to a 45 day turnover
- Revised the 10K format in compliance with segment reporting requirements and other recent GAAP pronouncements
- Analyze financial performance of private equity fund holdings
- Executed credit and financial analyses of sub-project equity investments across various sectors
- Produce annual credit reviews of funds and conduct financial agreement compliance reviews of funds
- Evaluate business plans' viability, capital structure, and compliance with U.S. statutory requirements
- Develop rapport with clients interested in investment opportunities in emerging markets, including Africa, the Caribbean, the Middle East, the Pacific Islands, and Southeastern Europe
- Directed a centralized mortgage-backed securities trading desk – 2.8 billion in transactions 2005
- Individually manage customer assets totaling \$120 million, total production of \$1.5 million

Second Vice President – Investments

2002-2003

Salomon Smith Barney / Citigroup

- Successfully migrated \$200 million in client assets from former employer
- Clients consisting of both domestic and international individuals and institutions
- Managed a six-figure diversified portfolio that has experienced at least 20% annual growth

- Conducted company research and analyzed profiles, identifying a number of startups that have yielded significant returns. Monitored account activity online.
- Expanded firm's product line by developing marketing research report on U.S. Hispanic market
- Assembled economic and demographic data into consumer demand/market penetration model
- Co-authored final report focusing on top 10 urban markets for Hispanics
- Closed over \$5 million in colateralized loans
- Unique expertise in asset protection strategies
- Co-authored investment strategy portfolio used in practice
- Supervised 6 employees

Senior Financial Consultant

1993-2002

Merrill Lynch, Pierce, Fenner, and Smith

Former branch offices – Vienna, VA, Washington DC, Boston, MA, New York, NY, Madrid, Spain

- Managed \$200 million in client assets; consisting of domestic and International individuals and institutions
- Prepared investment analyses for clients, including several with more than \$500M in total assets under management. Communicated with sell-side analysts and company management. Assessed economic trends. Selected and monitored investments in bonds, banks, automotives, and biotech.
- Researched and analyzed financial news and market conjectures
- Exposure to large number of investing and trading strategies
- Knowledgeable in Financial Planning, Retirement issues and Estate Planning, Commercial Lending
- Supervised mortgage and credit specialists which resulted in \$40 million in recorded loans
- Involved in employee stock options for Fortune 500 companies such as Nortel Networks, Microsoft, Office Depot, Lucent Technology, Marex.com, Citrix
- Responsible for branch office internship program

Awards / Recognitions

Strathmore's Who's Who 2000-2001

Take Stock in Children Mentorship Award 2000

Delta Chi Fraternity Vice President 1993

Porsche Club of America – Public Service Award 1997

Miami Dade College Business Expo Speaker 2005 & 2007

US Army Reserve HHC841st Combat Engineer Battalion – Above and Beyond Award 2007

JAMES E. OSTEEN, JR

8240 SW 89th Ave
Miami FL 33173-4150

Telephone: 305-586-7050

Email: jeosteen@msn.com

Senior IT Executive with a proven track record in the design and delivery of cost-effective, high-performance technology solutions which provide optimal results from available resources. Customer-centric with the ability to quickly and creatively establish and nurture mutually profitable relationships with internal and external business partners. Accomplished in all phases of Information Technology management including infrastructure planning and management, software application development, project life cycle management, budgeting, process automation, contract management, procurement and systems integration. Focused on business challenges and use of technology to address those challenges. Areas of expertise and experience include:

- Enterprise wide IT vision/strategy planning
- Creative team/partner building
- Business & Technology Linkage Planning
- Technology Architecture & Integration
- IT Infrastructure Design & Implementation
- Diverse team management
- Emerging Technologies implementation
- Capital Planning & Investment Control

Professional Experience

Miami-Dade Broadband Coalition, Inc. , Miami, Florida

08/2010 - Present

Executive Director, 08/2010 – Present

Contracted to perform the role of Executive Director for the Miami Dade Broadband Coalition. Working to establish the Coalition as a viable not-for-profit corporation, implementing the Coalition business operations including acquisition of new grant funding (e.g. , ARRA BTOP Stimulus grant) and accomplishing the goals of the Knight Center of Digital Excellence pilot grant. Work as a team leader of the Coalition, as directed by the Coalition Board. Assist in the facilitation of a broad and engaged community process, creating local plans, local investment and local ownership for program planning, execution and impact. Primary focus of this position is the development of a strategy to address the digital divide issue in Miami-Dade County, the implementation of all start-up activities needed by the Miami Dade Broadband Coalition, implementation of the Knight Center of Digital Excellence pilot grant and pursuit of the federal stimulus and other funding on behalf of the Coalition.

Responsibilities included:

- Establish the Coalitions core function of creating a sustainable revenue stream to fund various community efforts (Elevate Miami, Miami-Dade Public Schools Rites of Passage/Links to Learning programs, South Florida Workforce Digital Readiness efforts, etc.) which focus on bridging the digital divide in Miami-Dade County, especially amongst the underserved, and encourage the adoption of high-speed broadband and technology throughout our community thereby creating new economic, educational and social opportunities for all.
- Establish Coalition business operations, implement the Knight Digital Challenge pilot grant, and pursue federal stimulus and other funding opportunities.
- Pursue additional funding sources/acquire funding for Coalition operations and projects for 2010 and beyond.
- Manage the pilot grant activities and funds to achieve the goals of the Knight grant within budget.
- Establish the business activities, e.g., office, legal and financial support, contractual services, etc.
- Develop and implement a system of aggregated services that produces a recurring revenue stream to support “digital divide” elimination efforts, serves and attracts members and supports ongoing operations of the Coalition
- Provide budgetary and financial management of the Coalition
- Perform Community Outreach and Program Development activities including:
 - Identifying additional community stakeholders that can contribute to the Coalition goals;
 - Developing relationships with stakeholders across community sectors including government, education, healthcare, business, community-based organizations and philanthropic agencies.
 - Facilitating discussions and consensus around community objectives and broadband possibilities;
 - Building local value propositions, business models and technology plans that address the above;

JAMES E. OSTEEN, JR.

Page 2

Miami-Dade Broadband Coalition, Inc., Miami, Florida (continued)

08/2010 - Present

Responsibilities included (continued):

- Perform Community Outreach and Program Development activities including: (continued)
 - Aligning Coalition plans with local and regional funding and investment partnerships that will sustain the program and drive benefit;
 - On-going program management of all Coalition activities; and
 - Representing the Coalition as required at external events and conferences.
- Other duties and special projects as assigned by the Board.

City of Miami, Miami, Florida

1982-06/2010

Assistant Director, Systems & Programming Div., 09/2009 – 06/2010

Directed, managed and prioritized the activities of the Applications Development Division for the City of Miami. Efforts included the development of new Land Management application, development of new citizen centric web services, and migration of City of Miami's mainframe environment to a .NET, SQL, Windows based environment.

- Coordinating migration of all mainframe legacy applications to Windows Server, .NET and SQL environment.
- Implemented new "cloud computing" GIS 311 solution using Microsoft Azure platform.
- Development of new comprehensive Land Management application suite
- Coordinated ARRA grant applications for City of Miami's Sustainable Broadband Adoption and Public Computing Center grants.
- Managed City's Elevate Miami program (digital empowerment/digital inclusion)

Assistant Director, Technical Services Division, 12/2000 – 09/2009

Directed, managed and prioritized the activities and personnel of the Technical Services Division of the Information Technology Department. The Technical Services Division provides: planning, design, operation and administration services of the City's: data communications network (LAN/WAN); disaster recovery planning/implementation; hardware and software deployment and support; Internet/Intranet development and administration; 24x7x365 mainframe operations support and production scheduling; systems software testing, planning and deployment; help desk support; training support; policies and standards development; email support; implementation management; software and services acquisitions; and, hardware and software evaluations.

- Developed and implemented Information Technology infrastructure vision/strategy.
- Developed concept and implemented agreement to provide exchange of data center space with the City of Coral Springs which will allow development and staging servers to be hosted remotely and act as Disaster Recovery Platform for City of Miami (greatly reduced time to recover using virtualization and produced annual budgetary savings in excess of \$100,000 annually).
- Integral role in the development of the City of Miami's "digital inclusion/digital empowerment" program named Elevate Miami (www.elevatemiami.com). Conceptualized, implemented and managed program since inception. Between 2004 and 2009, implemented 37 technology learning centers at eParks and eSeniors locations with City of Miami boundaries. Program currently expanding to include partnership with Miami-Dade County to include 20 Miami-Dade County locations. Program awarded Major Cities Livability Award by US Conference of Mayors in June 2007. Program has received in excess of \$1.5 million in grants/awards during period 2007 – 2009.
- Directed Internet Development efforts responsible for increasing City of Miami's ranking in the Digital Cities Survey for major municipalities from number 27 in 2001 to number 2 in 2009.
 - Implemented City's IT Disaster Recovery architecture and processes.
- Migrated City enterprise backup platform from tape to disk based with remote replication to DR site (Coral Springs).
- Managed annual technology refresh programs for desktops, servers and networking equipment - \$1M+ annually.
- Managed software licensing agreements - \$1M+ annually.
- Established CityNet, the City's intranet site, a communications resource for City of Miami employees.

JAMES E. OSTEEN, JR.

Page 3

Project Analyst

Responsibilities include: time/cost estimates; functional definition, systems design, priority determination, personnel supervision (internal staff and contract personnel); contract negotiations; hardware and software evaluations; technology and application research; system implementation planning; telecommunication and network design; hardware, software and services acquisitions. Systems include all processing environments: online, mobile, batch, Internet and Intranet. Provided applications solutions in mainframe, PC and Internet/Intranet environments

Project Analyst, Public Safety (Police/Fire)/ Internet/Intranet, 1985 - 2000

- Coordinated **Enterprise wide** Y2K IT application remediation efforts.
- Managed total automation needs for 30 major Public Safety (Police/Fire) applications
- Integral role in the development of the City's "mobile office strategy" (information processing for field personnel), including the procurement of wireless communications services. Served as primary ITD resource in the design and implementation of Police Mobile Data Project. Assisted in grant development and efficiency cost savings analysis for project. Efficiency savings projected to recover total development costs of over \$9 million within first two years.
- Implemented one of the first touch screen, field-based Fire incident reporting systems using GRiDPad laptops, integrating field entry with mainframe based system, 1992. City recovered entire development costs (\$100,000) through product royalties paid by selected vendor.
- Developed automated subpoena dissemination system with an automatic subpoena transfer interface from the Dade County Court System – saving the equivalent of three full time positions. Negotiated to have required software interface done by County IT staff at no cost to the City.

Project Analyst, Financial Systems, 1984 - 1985

- Managed automated information systems for: Payroll, Personnel, Pension, General Services Administration, FAMIS (General Ledger and Accounts Payable System) and Police Time Accounting.
- Developed the citywide payroll system into a Personnel Management System, complete with automated employee history files, benefits statements, and enhanced security.
- Responsible for project management of automated information systems for: Payroll, Personnel, Pension, General Services Administration, FAMIS (General Ledger and Accounts Payable System) and Police Time Accounting.

Senior Systems Analyst, Solid Waste Billing and Liens Systems, 1982 - 1984

- Responsible for design and programming efforts for these applications.

Unisys Corporation (formerly Burroughs Corporation), Miami, Florida

1977-1982

Project Analyst, Small Business Systems

Responsibilities included: project management, product design and development, feasibility studies, marketing research, product evaluations, functional definition, documentation development and product release coordination. Development role included applications for small businesses: order entry, invoicing, accounts receivable, inventory and Latin American Drafts.

- Completion of Order Entry System for B20 project two months ahead of schedule, this system became the focal point of national marketing campaign for B20 product.
- Managed the development of a Latin American Drafts Module.

EDUCATION:

Florida International University, Miami, Florida (1980-1983)
Masters in Business Administration, 1983 Honors Graduate

Murray State University, Murray, Kentucky (1975-1977)
Bachelor of Science in Economics, 1977 Honors Graduate

Hopkinsville Community College, Hopkinsville, Kentucky (1973-1975)
University of Kentucky's Community College System
Associate in Arts, 1975

JAMES E. OSTEEN, JR.

Page 4

Other Professional Activities:

2007–current	President, South Florida Chapter Society for Information Management
01/2010 – current	Programs Development Chair for Miami-Dade Broadband Coalition.
09/2009-current	Vice President of Miami-Dade County Academy of Information Technology (AOIT) Advisory Board
10/21/2009	Customer Speaker at Windows 7 Launch Event – Miami's experience with Windows 7 and the Early Adopters Program
10/14/2009	Welcome Address, 6 th Annual International Computer Refurbishers Summit – Elevate Miami – Prospering in Recessionary Times
10/06/2009	Speaker at Microsoft LATAM CIO Forum – Saving Money with Windows 7 and the Optimized Desktop
11/28/2009	Speaker at Microsoft Workforce Town Hall Forum – Elevate Miami Program
2007	Completed City of Miami's Excellence in Management Fast Track Management Program
2002	Completed Florida International University's Academy for Strategic Management in Excellence and Ethics in Management Program
2008 – 2009	Received FEMA National Incident Management System Certification for courses 100, 200, 300, 400, 700 and 800

Assisted with development of the Following Microsoft written and video case studies:

06/2010	City Increases Employee Productivity, Enhances Security, with Browser Upgrade (I.E. 8.0)
2/24/2010	City Government Improves Service Offerings, Cuts Costs with "Cloud" Services Solution
12/9/2009	City Government Trims Costs, Enhances Services with New Operating System
11/10/2009	City of Miami Uses Windows 7 to Improve City Services with Less Budget
10/9/2009	City of Miami Upgrades PCs to Improve Security, Reliability, Productivity, and Costs - Vista
11/7/2008	City's Digital Literacy Initiative Empowers Citizens with Knowledge and Access
3/24/2008	City of Miami Connects to Services with Enhanced Visualization Technology

REFERENCES: Professional references provided upon request.

Sidhartha Ibargoyen

Career Summary

Trilingual manager and network specialist. Strong results-oriented, team leadership capacity in managing ongoing operations. Deep telecommunications, data, voice and networking industry background, with special expertise and proven experience in the USA, as well as Caribbean and Latin America region. Known for excellent communication, problem solving and analytical skills combined with creative, innovative solutions for rapidly changing business and technical environments. Expert in establishing long term customer relationships, customer satisfaction and revenue generation. Broad understanding of cultural sensitivities and business protocols in USA, the Caribbean, Central and Latin America.

Areas of Expertise

Consulting – Network and telecommunications consultant, including application and processes, network, datacenter, telecommunications, disaster recovery, business continuity and data backup consultant.

Project Management – Certified Project Manager, PMI standards based, offering outstanding talents in resource loading and leveling, team building and consensus, budget management, developing project scope, customer relationship, strong analysis, change control, task management, time management, risk identification and project documentation skills.

Application and processes – Billing, pre/post paid platforms, CRM, call center oriented – process and metrics-, debit/credit card industry (PCI Security and SAS 70 compliant), HRMS, SaaS

Networking - Data internetworking (ATM, TDM, Frame Relay, ISDN, HDLC, X.25, SNA, TCP/IP, IPX, VPN, IPv4/v6, TCP, UDP, HTTP, ICMP, FTP, TFTP, DHCP, BootP, etc.), data access, Layer 2-7 Switching, routing protocols (RIP, OSPF, BGP).

Network Security – UTM security, anti-spam/e-mail security, policies management and reporting. Client-to-site VPN (IPsec, L2TP, PPTP, SSL). Security and encryption over VPN and web based networks including AAA, RADIUS over different firewall platforms.

Network Management – OSS/BSS, layer 1 through 7 OSI model network management solutions expert. From base platforms including SunNet Manager, HP OpenView and Netrac to applications such as Optivity and open source. SLA and QoS compliance for data, voice, multimedia and cellular networks using CDMA/TDMA, GSM/GPRS technologies. Network analysis with SNMP and RMON.

Voice Technology - Voice compression, VoP, VoFR, VoIP (gateways, gatekeeper, H.323/SIP/IAX), PBX (open source and branded –Avaya, Nortel, etc.). Signaling on SS#7 networks.

Wireless Technology – Wi-Fi, WiMAX and DECT. Wireless network design, implementation and integration.

- Professional Experience**
- February/2007 – Present SLAS Consulting Weston, FL
Vice President
- Main responsible for telecommunication consulting and project management
 - Projects related to telecommunications, IT, VoIP, security, data backup/restore, data center and virtualization
- July/2003 – January/2007 Techno-Management Coral Gables, FL
Senior Project Manager
- Responsible for project management on projects related to Telecommunications, IT and Security, in USA, the Caribbean and Latin America
 - Provide an integrated framework for initiating, planning, executing, controlling and closing projects, as well as organization, strategic planning, account development, project teams, directing technical/support personnel
 - Project expertise center on project integration, project scope, project time, project cost, project quality, project human resources, project communications, project risk management and project procurement.
 - Proposal creation and delivery, marketing material. Coordination of resources involved in pre/post-sales, operation and finances under budget and schedule.
- April/2003 – July/2003 Techno-Management Coral Gables, FL
Computer Security Specialist
- Coordinate and implementation security measures for information systems to regulate access to computer data files and prevent unauthorized modification, destruction, or disclosure of information
 - Develops, plans to safeguard computer files
 - Inspection services for company in network and telecom technologies
- May/2001 – April/2003 TTI Telecom Plantation, FL
Account Manager – Latin America
- Managed accounts of mayor carriers in Latin America and Caribbean, exceeding targets, developing and expanded relationships and sales to F500 customers including: AT&T Latin America, BellSouth, BCP, Cable & Wireless, CODETEL (Verizon), CTC, Pegaso, Telefónica, TCO, Telmex, Tricom, TSTT and Unefon
 - Identification of new business opportunities for existing and new carrier operators in the Caribbean and Latin America, trough strategic alliances with companies like Nortel Networks, NOKIA and Ericsson. Launched new channel development
 - Responsible for regional sales funnel development and revenue forecasts, along with strategic planning and account development leadership as well for in-country account and project teams, recruiting and directing technical/support personnel
 - Proposal creation and delivery. Coordination of all the resources involved in pre/post-sales, operation, finances, letters of credit, performance bond, payment and legal.
 - Interfaced with all product lines to develop NMS/BSS business, including Wireless (CDMA, TDMA, GSM/GPRS), Wireline (voice/VoIP, data –FR, ATM, IP- and optical), SS#7 signaling with services and software solutions related, including RFC, SLA and ROI

April/1999 – April/2001

ECI Telecom Americas

Fort Lauderdale, FL

Sales Manager – Latin America VoIP Technologies

- Responsible for ground up establishment of telecom and channel sales operations in the DCME/VoIP market, as well as for bringing organization to market by introducing to and opening contacts in the telecom sector such as; incumbent and new entry Wireless & Wireline Operators, ISP's, public/private enterprises and government organizations, directly and through in-country channels
- Sold over US\$ 5.5 Million exceeding quota of VoIP/DCME solutions in the Latin American and Caribbean region to major voice/data Wireless and Wireline carriers, including AT&T Latin America, BellSouth, Cable & Wireless, CANTV, CODETEL (Verizon), Telefónica, Telmex, TIM, Tricom and others
- Coordinated sales, marketing, seminars, shows and technical activities for the chain of distributors and agents related to VoIP in Latin America and Caribbean
- Managed, developed, participated and/or implemented customer business models for new technology offers such as; VoIP, IP/FR/ATM/T1/E1 interfaces, LMDS, Wireless Local Loop, xDSL access, SS#7 signaling, NMS/Billing and ISP/ASP solutions, customer care, and Bandwidth Management so as quantity final added value and related ROI model
- Provided technical assistance and updates on ECI Telecom products and solutions

December/1994 – November/1998

Alcatel (Tecnocom)

Montevideo, Uruguay

Account Manager

- Conducted and negotiated data network solutions based on Nortel Networks, Motorola, Newbridge, within other providers
- Charged with voice compression and fraud solutions of ECI Telecom
- Mastered in network management, LAN/WAN connectivity and security
- Designed and implemented data networking and cabling solutions

November/1990 – December/1994

CONATEL

Montevideo, Uruguay

Headed Technical Department of the Hewlett-Packard Division

- Headed and managed the HP Technical/Support Department as well as all HP product lines (business servers, computers, peripherals, networks, calculators and instruments)
- Created and handled all the infrastructure and logistics related to service contracts with very short response time for critical customers
- Handled all HP technical/administrative personnel

June/1981–February/1991

ANTEL

Montevideo, Uruguay

Data Networks Engineer

- Programmed, installed, operated and maintained Telex and X.25 network switches
- Compiled rates, billing rules, routing and traffic reports of the network
- Charged with technical personnel direction and supervision

Courses and Lectures Given Professor in ORT University, 1982-1998
 Courses about communications, internetworking and network management
 Lecturer and exhibitor in congresses, workshops and seminars

Training Courses Multiple certificated courses and training in project management, technical education and technical training
 Company sponsored official courses and certifications in products and services including ECI Telecom, Hewlett-Packard, Motorola, Nortel, Newbridge, TTI Telecom

Other activities IEEE member

Uruguayan American Chamber of Commerce (Florida) Miami, FL

- President, elected on July/2004 – January/2007
- Director, elected on June/2003

Publications "Control de Instrumentos por Computadora" (co-author), IEEE

Education Industrial Engineer, Electronic option - University of Uruguay (BSI)

Languages Native Spanish and Portuguese, proficient English

Attachments - Financial Capability

(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.

3:11 PM
10/26/10
Accrual Basis

Miami Dade Broadband Coalition, Inc.
Balance Sheet
As of September 30, 2010

	<u>Sep 30, 10</u>
ASSETS	
Current Assets	
Checking/Savings	
Dade Community Foundation Funds	171,338.76
Great Florida Bank - 663	23,506.88
Great Florida Bank "620"	21,659.56
Total Checking/Savings	<u>216,505.20</u>
Accounts Receivable	
11000 - Accounts Receivable	10,153.00
Total Accounts Receivable	<u>10,153.00</u>
Total Current Assets	<u>226,658.20</u>
Fixed Assets	
15000 - Furniture and Equipment	87,862.00
Total Fixed Assets	<u>87,862.00</u>
TOTAL ASSETS	<u><u>314,520.20</u></u>
LIABILITIES & EQUITY	
Equity	
32000 - Unrestricted Net Assets	904,165.33
Net Income	-589,645.13
Total Equity	<u>314,520.20</u>
TOTAL LIABILITIES & EQUITY	<u><u>314,520.20</u></u>

*Believed to be true
& correct.*

J. Treas.

3:11 PM
10/26/10
Accrual Basis

Miami Dade Broadband Coalition, Inc.
Balance Sheet
As of December 31, 2009

	<u>Dec 31, 09</u>
ASSETS	
Current Assets	
Checking/Savings	
Dade Community Foundation Funds	900,000.00
Great Florida Bank - 563	4,165.33
Total Checking/Savings	<u>904,165.33</u>
Total Current Assets	<u>904,165.33</u>
TOTAL ASSETS	<u>904,165.33</u>
LIABILITIES & EQUITY	
Equity	
Net Income	904,165.33
Total Equity	<u>904,165.33</u>
TOTAL LIABILITIES & EQUITY	<u>904,165.33</u>

*Balance to be
true & correct.*

*JF
Treasurer.*

3:11 PM
 10/26/10
 Accrual Basis

Miami Dade Broadband Coalition, Inc.
Profit & Loss
 January through September 2010

	Jan - Sep 10
Income	
40000 · Internet Access Orders	4,403.00
43000 · Other Types of Income	
43100 · Miscellaneous Revenue	50,000.00
Total 43000 · Other Types of Income	50,000.00
44000 · Program Income	
44100 · Membership Dues	10,500.00
Total 44000 · Program Income	10,500.00
Total Income	64,903.00
Cost of Goods Sold	
50000 · Outside Contract Services	
50100 · Outside Contractors - Admin	256,503.44
51000 · Programs - Subgrantee	68,423.20
50000 · Outside Contract Services - Other	190,159.75
Total 50000 · Outside Contract Services	515,086.39
Total COGS	515,086.39
Gross Profit	-450,183.39
Expense	
60000 · Operations	
60100 · Advertising and Promotion	616.13
60200 · Bank Service Charge	27.00
60300 · Business Licenses and Permits	267.00
62500 · Dues and Subscriptions	295.00
62700 · Insurance Expense	
62702 · General Liability Insurance	993.00
Total 62700 · Insurance Expense	993.00
62800 · Office Supplies	2,282.38
62950 · Professional Fees	
62951 · Accounting Fees	2,106.00
62955 · Fund Administration Fees	18,000.00
Total 62950 · Professional Fees	20,106.00
65000 · Repairs and Maintenance	102,430.09
66000 · Rent Expense	2,067.24
68320 · Travel	4,227.56
69000 · Other Costs	6,150.34
Total 60000 · Operations	139,461.74
Total Expense	139,461.74
Net Income	-589,645.13

*Believed to be true
& correct.*

JF treasurer

3:10 PM
10/26/10
Accrual Basis

Miami Dade Broadband Coalition, Inc.
Profit & Loss
January through December 2009

	Jan - Dec 09
Income	
41000 · Direct Public Support	
41100 · Corporate Contributions	910,000.00
Total 41000 · Direct Public Support	<u>910,000.00</u>
Total Income	<u>910,000.00</u>
Gross Profit	910,000.00
Expense	
60000 · Operations	
62700 · Insurance Expense	
62702 · General Liability Insurance	1,801.00
Total 62700 · Insurance Expense	1,801.00
62800 · Office Supplies	83.04
62950 · Professional Fees	
62952 · Legal Fees	1,500.00
Total 62950 · Professional Fees	1,500.00
69000 · Other Costs	2,450.63
Total 60000 · Operations	<u>5,834.67</u>
Total Expense	<u>5,834.67</u>
Net Income	<u><u>904,165.33</u></u>

*Believed to be
true & correct.*


Treasurer

Miami-Dade Broadband Coalition
100 South Biscayne Boulevard Suite
Miami, Florida 33133



Office
Commissioner
Clerk

2010 NOV 16 AM 10:47
DIVISION OF
REGULATORY COMPLIANCE

Florida Public Service Commission
~~Division of Regulatory Affairs~~
2540 SHUMARD OAK BLVD
TALLAHASSEE FL



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