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March 1, 2007

Ms. Mary Jo Kunkle  
Executive Secretary  
Michigan Public Service Commission  
PO Box 30221  
Lansing, MI 48909

Re: In the matter of the application of Pelzer Communications Corporation for a license to provide basic local exchange service throughout the State of Michigan in the zone and exchange areas served by Verizon North, Inc., Contel of the South, Inc., d/b/a Verizon North Systems, and AT&T Michigan  
MPSC Case No. U-15148

Dear Ms. Kunkle:

Enclosed for filing please find copies of the Public Exhibits of Gus Pelzer on behalf of Pelzer Communications Corporation, admitted into evidence at the evidentiary hearing in the above-captioned proceeding held on February 27, 2007. These Public exhibits consist of:

Exhibit A-1 Articles of Incorporation and Certificate to Transact Business in Michigan  
Exhibit A-2 Brief biographies of key management and technical personnel  
Exhibit A-4 Small and minority owned telecommunications business participation plan  
Exhibit A-5 Affidavit of Gus Pelzer

In addition, Exhibit A-3 consisting of Pelzer Communications Corporation's financial qualifications and supplement thereto were also admitted into evidence. Exhibit A-3 and its supplement is Confidential and was filed under seal.

Very truly yours,

CLARK HILL PLC

Haran C. Rashes

HCR:pat  
Enclosure

STATE OF MICHIGAN

BEFORE THE MICHIGAN PUBLIC SERVICE COMMISSION

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In the matter of the application of )  
Pelzer Communications Corporation for a )  
license to provide basic local exchange service )  
throughout the State of Michigan in the zone )  
and exchange areas served by Verizon North, )  
Inc., Contel of the South, Inc., d/b/a Verizon )  
North Systems, and AT&T Michigan. )

Case No. U-15148

**DIRECT TESTIMONY OF GUS PELZER**

**EXHIBIT A-1**

**ARTICLES OF INCORPORATION  
AND  
CERTIFICATE OF AUTHORIZATION TO TRANSACT BUSINESS IN MICHIGAN**

CORPORATE CHARTER APPROVAL SHEET

\*\* EXPEDITED SERVICE \*\*

\*\* KEEP WITH DOCUMENT \*\*

DOCUMENT CODE 02 BUSINESS CODE 03

# \_\_\_\_\_  
Close \_\_\_\_\_ Stock  Nonstock \_\_\_\_\_

P.A. \_\_\_\_\_ Religious \_\_\_\_\_

Merging (Transferor) \_\_\_\_\_

Surviving (Transferee) \_\_\_\_\_



44 # 007839095 ACK # 1000361989523851  
LIBER: 000627 FOLIO: 0034 PAGES: 0002  
PELZER COMMUNICATIONS CORPORATION

03/11/2004 AT 09:46 A WO # 0000861845

New Name \_\_\_\_\_

FEES REMITTED

Base Fee: 100  
Org. & Cap. Fee: 30  
Expedite Fee: 50  
Penalty: \_\_\_\_\_  
State Recordation Tax: \_\_\_\_\_  
State Transfer Tax: \_\_\_\_\_  
Certified Copies \_\_\_\_\_  
Copy Fee: \_\_\_\_\_  
/ Certificates  
Certificate of Status Fee: \_\_\_\_\_  
Personal Property Filings: \_\_\_\_\_  
Other: \_\_\_\_\_  
TOTAL FEES: 210

Change of Name \_\_\_\_\_  
Change of Principal Office \_\_\_\_\_  
Change of Resident Agent \_\_\_\_\_  
Change of Resident Agent Address \_\_\_\_\_  
Resignation of Resident Agent \_\_\_\_\_  
Designation of Resident Agent and Resident Agent's Address \_\_\_\_\_  
Change of Business Code \_\_\_\_\_  
Adoption of Assumed Name \_\_\_\_\_  
Other Change(s) \_\_\_\_\_

Credit Card \_\_\_\_\_ Check  Cash \_\_\_\_\_

Code \_\_\_\_\_

Documents on \_\_\_\_\_ Checks

Attention: \_\_\_\_\_

Approved By: 02013

Mail to Address: Augustus Pelzer

Keyed By: \_\_\_\_\_

10804 Blossom Lane

COMMENT(S):

Silver Spring MD 20903

Stamp Work Order num ...

CUST ID: 0001329625  
WORK ORDER: 0000861845  
DATE: 03-11-2004 09:46 AM  
AMT. PAID: \$210.00

*M*

# ARTICLES OF INCORPORATION FOR A STOCK CORPORATION

FIRST: The undersigned Augustus Pelzer

whose address is 10804 Blossom Lane, Silver Spring, Maryland 20903

\_\_\_\_\_ , being at least eighteen years of age, do(es) hereby form a corporation under the laws of the State of Maryland.

SECOND: The name of the corporation is Pelzer Communications Corporation

THIRD: The purposes for which the corporation is formed are as follows:

The purpose of this corporation is to provide telecommunications services, equipment ~~infrastructure and consultation services to both commercial and governmental entities.~~ In addition the company may provide billing services, as well as inside and outside ~~plant cable installation or any other services as seems appropriate by the officers of~~ the corporation

FOURTH: The street address of the principal office of the corporation in Maryland is

10804 Blossom Lane Silver Spring, MD 20903

FIFTH: The name of the resident agent of the corporation in Maryland is Augustus Pelzer

whose address is 10804 Blossom Lane, Silver Spring, Maryland 20903

SIXTH: The corporation has authority to issue 1,000 shares at \$ 1.00 par value per share.

SEVENTH: The number of directors of the corporation shall be 1 which number may be increased or decreased pursuant to the bylaws of the corporation, and so long as there are less than three (3) stockholders, the number of directors may be less than three (3) but not less than the number of stockholders, and the name(s) of the director(s) who shall act until the first meeting or until their successors are duly chosen and qualified is/are

Augustus Pelzer

IN WITNESS WHEREOF, I have signed these articles and acknowledge the same to be my act.

I hereby consent to my designation in this document as resident agent for this corporation.

SIGNATURE(S) OF INCORPORATOR(S):  
Augustus Pelzer

SIGNATURE OF RESIDENT AGENT LISTED IN FIFTH:  
Augustus Pelzer

Filing party's return address:  
Augustus Pelzer

10804 Blossom Lane  
Silver Spring, MD 20903



5. The address of its registered office in Michigan is:

712 Abbott Road East Lansing, Michigan 48823  
(Street Address) (City) (ZIP Code)

The mailing address of the registered office in Michigan if different than above is:

\_\_\_\_\_, Michigan \_\_\_\_\_  
(Street Address or P.O. Box) (City) (ZIP Code)

The name of the resident agent at the registered office is: TCS Corporate Services, Inc.

The resident agent is an agent of the corporation upon whom process against the corporation may be served.

6. The specific business or affairs which the corporation is to transact or conduct in Michigan is as follows:

**Provide Telecommunication Services**

The corporation is authorized to transact such business in the jurisdiction of its incorporation.

7. (To be completed by profit corporations only)

The total authorized shares of the corporation are: 1,000

8. If the applicant is a trust please specify any powers or privileges possessed by the trust that are not possessed by an individual or a partnership.

X Signed this 8<sup>th</sup> day of August, 2006

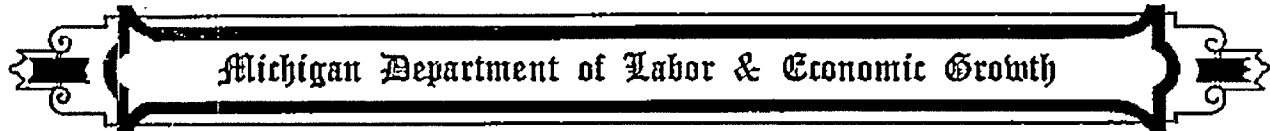
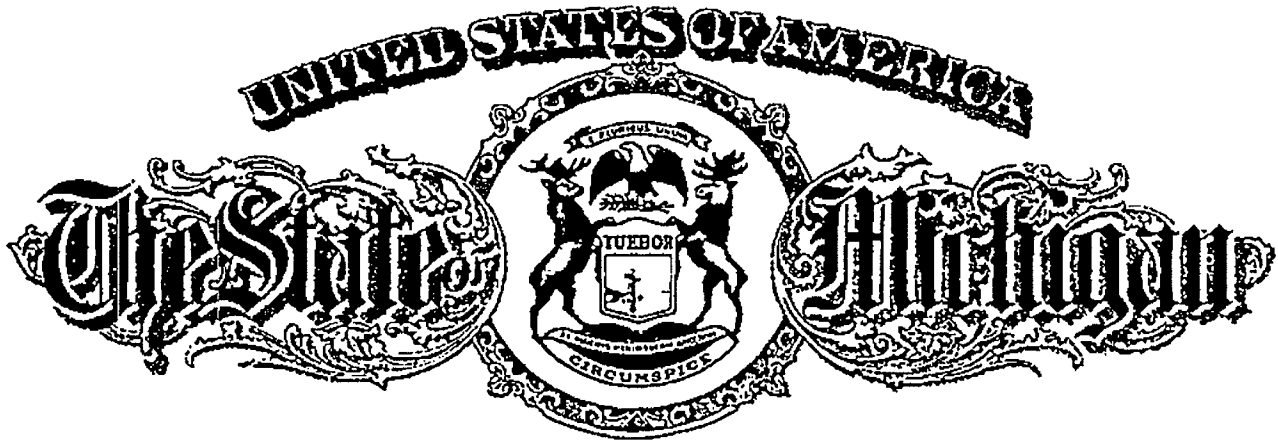
X By Gus Pelzer  
(Signature)

Gus Pelzer

President

(Type or Print Name)

(Type or Print Title)



Lansing, Michigan

*This is to Certify That*

**PELZER COMMUNICATIONS CORPORATION**

*a corporation existing under the laws of the State of MARYLAND was validly authorized to transact business in Michigan on the 11th day of September, 2006, in conformity with 1972 PA 284, as amended.*

*Said corporation is authorized to transact in this state any business of the character set forth in its application which a domestic corporation formed under this act may lawfully conduct. The authority shall continue as long as said corporation retains its authority to transact such business in the jurisdiction of its incorporation and its authority to transact business in this state has not been surrendered, suspended or revoked.*

*This certificate is in due form, made by me as the proper officer, and is entitled to have full faith and credit given it in every court and office within the United States.*

*In testimony whereof, I have hereunto set my hand, in the City of Lansing, this 11th day of September, 2006.*

 , Director

Bureau of Commercial Services

**STATE OF MARYLAND**  
*Department of Assessments and Taxation*

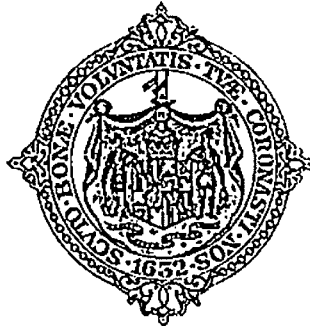
I, PAUL B. ANDERSON OF THE STATE DEPARTMENT OF ASSESSMENTS AND TAXATION OF THE STATE OF MARYLAND, DO HEREBY CERTIFY THAT THE DEPARTMENT, BY LAWS OF THE STATE, IS THE CUSTODIAN OF THE RECORDS OF THIS STATE RELATING TO THE FORFEITURE OR SUSPENSION OF CORPORATIONS, OR OF CORPORATIONS TO TRANSACT BUSINESS IN THIS STATE, AND THAT I AM THE PROPER OFFICER TO EXECUTE THIS CERTIFICATE.

I FURTHER CERTIFY THAT PELZER COMMUNICATIONS CORPORATION IS A CORPORATION DULY INCORPORATED AND EXISTING UNDER AND BY VIRTUE OF THE LAWS OF MARYLAND AND THE CORPORATION HAS FILED ALL ANNUAL REPORTS REQUIRED, HAS NO OUTSTANDING LATE FILING PENALTIES ON THOSE REPORTS, AND HAS A RESIDENT AGENT. THEREFORE, THE CORPORATION IS AT THE TIME OF THIS CERTIFICATE IN GOOD STANDING WITH THIS DEPARTMENT AND DULY AUTHORIZED TO EXERCISE ALL THE POWERS RECITED IN ITS CHARTER OR CERTIFICATE OF INCORPORATION, AND TO TRANSACT BUSINESS IN MARYLAND.

IN WITNESS WHEREOF, I HAVE HEREUNTO SUBSCRIBED MY SIGNATURE AND AFFIXED THE SEAL OF THE STATE DEPARTMENT OF ASSESSMENTS AND TAXATION OF MARYLAND AT BALTIMORE ON THIS AUGUST 31, 2006.



Paul B. Anderson  
Charter Division



301 West Preston Street, Baltimore, Maryland 21201  
Telephone Balto. Metro (410) 767-1344 / Outside Balto. Metro (888) 246-5941 0004141777  
MRS (Maryland Relay Service) (800) 735-2258 TT/Voice  
Fax (410) 333-7097

CRTGST

**STATE OF MICHIGAN**

**BEFORE THE MICHIGAN PUBLIC SERVICE COMMISSION**

\* \* \* \* \*

In the matter of the application of )  
Pelzer Communications Corporation for a )  
license to provide basic local exchange service )  
throughout the State of Michigan in the zone )  
and exchange areas served by Verizon North, )  
Inc., Contel of the South, Inc., d/b/a Verizon )  
North Systems, and AT&T Michigan. )

Case No. U-15148

**DIRECT TESTIMONY OF GUS PELZER**

**EXHIBIT A-2**

**BRIEF BIOGRAPHIES OF KEY MANAGEMENT AND TECHNICAL PERSONNEL**

# Augustus Pelzer

16827 Lehigh Drive  
Sandy Spring, MD 20860  
gpelzer@pelzercom.com

Home (301) 774-1277  
Mobile (301) 641-8818

## CAREER PROFILE:

Over the past 25 years I have honed my skills in technical, administrative, accounting and management of Telecommunications Services and Equipment. My background encompasses extensive experience in data networks, local and long distance Voices services, Internet Access as well as wide area network typology. More recently I have added Voice Over IP telephony to list of functional knowledge. My goal continues to be to build a telecommunications firm that benefits from superior knowledge of the market and technology and the glut of telecom infrastructure that currently exists by bringing to the general marketplace, telecom products, services and rates that until now are only available to the major enterprise buyer

## EXPERIENCE:

*President and CEO, Pelzer Communication, Silver Spring, MD*

**Dec 2001-Present**

AS the CEO of Pelzer Communications Corporation I spent years in planning the development and launch strategy for the company. We negotiated very aggressive contracts with the tier 1 firm, which provided us with rates that were far better than most of our competitors. We then identified a core group of potential clients which would form the foundation upon which we would build. On March 11, 2004 we launched the company with the plan of supplying one of the most needed and least offered commodities in the telecom sector, which are Customer Service and Best Value. I believed that we had reached the place where a circuits or minute of service could be purchased just about anywhere. But not many companies provided their clients with the level of customer service that was wanted. I decided to build a company that would truly get customer service done right.

*Account Executive, MCI WorldCom, Vienna VA*

**March 1997 – Oct 2001**

Lead sales representative for MCI WorldCom to the U.S. Department of Justice (CIA, FBI, DEA), Commerce Department as well as the U.S. Navy. In this capacity I was able to combine my Federal Government Contracts knowledge and technical expertise to successfully see the full range of telecommunications products and services to the Federal Government. I was responsible for the single largest Internet Access sale in the company at that time. The sale was to an 8(a) systems integrator.

*Assistant Manager, Spring Federal Systems, Herndon VA*

**Nov 1993 – March 1997**

In this capacity I was responsible for deploying telecommunications systems for the U.S. Department of Defense. My responsibilities consisted of contract negotiating with the U.S. Government to rebuild the telecommunications infrastructure in War Time Hungary and Bosnia. Another project included the sailor phone network for the U.S. Navy. Here we were tasked with deploying payphones and a calling card platform on U.S. Navy ships so that the sailors could make calls back to the U.S. I also negotiated and deployed a telephone system at the U.S. Marine/Naval Station, Guantanamo Cuba.

*Contract Administrator, Verizon Federal Systems, Silver Spring MD*

**Jan 1990 – Oct 1993**

Lead contract administrator for a Varsity of Federal Government Telecommunications Contracts. I supported account teams in proposal development, pricing, submission and presentation of RFP responses resulting in contract awards in excess of \$500,000,000.00. After award I was responsible for the implementation and management of these very technical and often mission critical telecommunications systems. As example would be the sub-marine cable plant build at the U.S. Naval Academy in Annapolis, MD.

*Administrative Marketing Specialist, IBM Corp. Washington DC*

**March 1981 – Jan 1989**

Lead a team of administrators that supported data processing account teams. Negotiated various significant commercial data network sales contracts and managed the deployment of the networks. Received various awards for outstanding service.

## EDUCATION:

University of Maryland, University College - B.S. Business Administration

Burlington County College, Pemberton NJ - A.A. Degree Business Admin.

References available upon request

# KEVIN D. MURRAY

5622 13<sup>th</sup> Street NW  
Washington, DC 20011  
K.dexter@verizon.net

Home (202) 545-8740  
Mobile (202) 607-4686

## CAREER PROFILE:

Top producing sales professional with proven business development and management experience. Possesses outstanding communication, presentation and negotiation skills with a consistent record of exceeding objectives. Highly competitive spirit with experience in, leadership, team building, problem solving and market penetration.

## EXPERIENCE:

*Vice President & Executive Secretary, Pelzer Communication, Washington, DC* **Dec 2002-Present**

- Business development and overseeing customer operations.
- Recruit, train and develop sales personal.
- Designed and implemented help desk function
- Project Manager for critical installations

*Account Manager, WorldCom Inc, Baltimore, MD* **June 2000-Nov 2002**

- Responsible for account acquisition and maintenance in the Emerging Markets business segment, including resellers, ISPs and ASPs.
- Interface with senior level management to determine new business objectives and assist with defining applications, technology and data architecture to complement their business operations and initiatives.
- Experienced in sales and design of Private Line, SONET, Frame Relay, and IP networks, as well as web hosting and collocation services.

*Executive Director, Mid Atlantic Marketing Group, New York, NY* **Feb 1997-April 2000**

- Managed sales operations for New York City, Philadelphia, PA and Annandale, VA regions.
- Executive Committee member involved in strategy sessions with the Board and CEO to establish short-, medium- and long-term goals.

*Sales Director, Capitol Marketing, Silver Spring, MD* **May 1993-Jan 1997**

- Directed day-to-day sales, operations and recruiting within the DC metropolitan area.
- Advanced sales from \$60K/month to over \$250K/month within a nine-month period.

*President & CEO, MarNamics, Inc., Washington, DC* **May 1986-April 1993**

- Managed business development initiatives, day-to-day operations, sales/marketing/promotions and technical feasibility from design to finished product.
- Recruited, trained and developed technical staff.

*Account Executive, IBM Corporation, Rockville, MD* **May 1981-April 1986**

- #1 quota producer, 1<sup>st</sup> Quarter 1983, Mid Atlantic Region
- Negotiated \$30 million contract with Marriott Corporation to network their US-based Hotels.
- Launched the IBM Personal Computer market for the Mid-Atlantic region

## EDUCATION:

Lincoln University, Oxford, PA  
B.S. Business Administration; B.S. Economics

IBM Corporation Internship Programs (4 years)

Areas of concentration: Marketing, Systems Engineering, Administration, and Customer Relations

## AFFILIATIONS:

- Kappa Alpha Psi, Inc.
- Instructor, Shaolin Wu Shu Academy
- Instructor, Smooth & EZ Swing Dance Institute

References available upon request

STATE OF MICHIGAN

BEFORE THE MICHIGAN PUBLIC SERVICE COMMISSION

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license to provide basic local exchange service )  
throughout the State of Michigan in the zone )  
and exchange areas served by Verizon North, )  
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North Systems, and AT&T Michigan. )

Case No. U-15148

**DIRECT TESTIMONY OF GUS PELZER**

**EXHIBIT A-4**

**SMALL AND MINORITY OWNED TELECOMMUNICATIONS BUSINESS  
PARTICIPATION PLAN**

SMALL AND MINORITY-OWNED  
TELECOMMUNICATIONS BUSINESS PARTICIPATION PLAN

Prepared pursuant to 1995 PA 216, Section 504

by

PELZER COMMUNICATIONS CORPORATION

STATEMENT OF PURPOSE

Pelzer Communications Corporation (“Pelzer”) as a responsible corporate resident of the State of Michigan, will seek to the maximum extent feasible to purchase goods and services from small and minority-owned telecommunications businesses, and to provide, to the maximum extent feasible, technical assistance to such businesses. The extent of Pelzer’s ability to purchase the goods and services of small minority-owned telecommunications businesses depends upon their availability in Pelzer’s service territory as well as business considerations such as pricing, inventory, quality and turnaround time on orders.

Pelzer’s goal shall be the full and equal participation of such businesses as defined by the Michigan Department of Management and Budget. Pelzer shall strive to achieve the purchase of a percentage of the total annual need for its operations of goods and/or services from small and minority-owned telecommunications businesses as defined by the Michigan Department of Management and Budget, which is equal to the percentage of small and minority-owned telecommunications suppliers doing business in the Pelzer service territory, providing such goods and/or services are offered on a market competitive basis.

This plan is a statement of objectives and is not intended to create any legal obligation of Pelzer or any of its parent companies, subsidiaries, or affiliates, to any person.

PARTICIPATION PLAN

Pelzer will advise all personnel of the existence of the plan and of the Company’s goals established in the plan.

Pelzer will designate an employee to have the responsibility of developing policies and procedures to allow for the success of Pelzer’s efforts to purchase goods and services from small and minority-owned telecommunications businesses.

Pelzer will establish targets to strive for in connection with reaching the annual goal of purchasing the established percentage of goods and services from small and minority-owned telecommunications businesses.

Pelzer will adopt a system for identification of small and minority-owned businesses, and develop a resource list of small and minority-owned businesses in Pelzer’s service territory. Specifically, Pelzer will prepare a form designed to determine the qualifications of any business with respect to their status as a small or minority-owned telecommunications business. Pelzer

will notify, to the extent practicable, such businesses of the existence of this Plan. Pelzer will invite bids, or issue requests for proposals, or otherwise solicit offers and bids from such businesses.

Pelzer will periodically review its practices under this plan and its goals established in the plan.

Pelzer will exercise diligence and sensitivity to ensure that opportunities to small and minority-owned telecommunications businesses for doing business with Pelzer are equivalent to those provided to those entities which are not small and/or minority-owned.

Pelzer has or will develop an Equal Employment Opportunity plan to achieve the same and similar goals as this plan.

Pelzer will provide technical assistance to any small or minority-owned telecommunications business requiring interconnection to any future Pelzer network, and will provide technical assistance to such businesses offering telecommunications goods and services to the extent feasible. Pelzer will inform such businesses of the availability of such assistance.

**STATE OF MICHIGAN**  
**BEFORE THE MICHIGAN PUBLIC SERVICE COMMISSION**

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In the matter of the application of Pelzer )  
Communications Corporation for a license to )  
provide basic local exchange service throughout )  
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the South, Inc., d/b/a Verizon North Systems, )  
and AT&T Michigan. )

Case No. U-15148

**AFFIDAVIT OF GUS PELZER**

STATE OF MARYLAND )  
 )ss  
MONTGOMERY COUNTY )

Gus Pelzer, being duly sworn, deposes and says that:

1. I am the President of Pelzer Communications Corporation (hereinafter "Pelzer" or "Applicant").
2. I am the person authorized by Pelzer to testify in this proceeding.
3. I have personal knowledge of the facts contained herein, except as to matters stated as being based upon information and belief, and as to those matters, I believe them to be true. If called as a witness, I can competently testify as to the matters stated herein.
4. I am the same Gus Pelzer who caused to be pre-filed with the Michigan Public Service Commission the direct testimony of Gus Pelzer on November 30, 2006, in MPSC Case No. U-15148. My direct testimony, which appears on twelve (12) numbered pages, and consists of a series of questions and answers is attached hereto.

5. I have no changes or additions to make to my pre-filed direct testimony. If asked the same questions today, my answers would be the same.

6. I caused to be prepared and pre-filed Exhibit A-1 to my direct testimony, which consists of Pelzer's Articles of Incorporation and Certificate of Authorization to Transact Business in Michigan. I have no changes or additions to propose to that Exhibit.

7. I caused to be prepared and pre-filed Exhibit A-2 to my direct testimony, which consists of Pelzer's Brief Biographies of Key Management and Technical Personnel. I have no changes or additions to propose to that Exhibit.

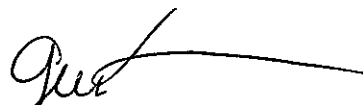
8. I caused to be prepared and pre-filed Exhibit A-3 to my direct testimony, which consists of Pelzer's Financial Qualifications. Because Pelzer is a privately held company, Pelzer requests that its financial statements be treated as confidential and has filed them under seal. I have no changes or additions to propose to that Exhibit.

9. I caused to be prepared and pre-filed Exhibit A-4 to my direct testimony, which consists of Pelzer's Small and Minority Owned Telecommunications Business Participation Plan. I have no changes or additions to propose to that Exhibit.

10. If granted a license to provide basic local exchange service throughout the State of Michigan, Pelzer agrees to comply with the standard regulatory requirements of licensed basic local exchange service providers, as specified in the Michigan Telecommunications Act and various Commission rules and orders.


11. I request that my pre-filed direct testimony be bound into the record at the evidentiary hearing scheduled for Tuesday, February 27, 2007 at 9:00 a.m. or at such other time and date as the Commission may schedule, that the Exhibits described above be received into evidence, as marked, and that this Affidavit be received into evidence.

Further Affiant sayeth not.



Gus Pelzer  
President  
Pelzer Communications Corporation

Subscribed and sworn to before me  
this 16th day of February, 2007

  
DAWN R. MOONEY  
NOTARY PUBLIC STATE OF MARYLAND  
My Commission Expires May 16, 2007  
Montgomery County, Maryland  
My Commission expires: May 16, 2007