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ATTACHMENT B

AT&T FLORIDA
FPSC DOCKET NO: 060822-TL
REQUEST FOR CONFIDENTIAL CLASSIFICATION
PAGE 1 OF 1
6/29/07

REQUEST FOR CONFIDENTIAL CLASSIFICATION TO AT&T FLORIDA'S
CONFIDENTIAL DIRECT TESTIMONY OF BETH SHIROISHI AND
EXHIBITS LB-10, LB-12, LB-13, AND LB-14 ATTACHED TO
LARRY BISHOP'S DIRECT TESTIMONY,
FILED JUNE 8, 2007 IN FLORIDA DOCKET NO. 060822-TL

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1 panoply of services that exist today and that will exist in the future,
2 including data and video services. Conversely, Comcast will be able to
3 offer its "triple-play" of voice, data, and video to every-single resident of
4 Nocatee.

5 • As stated in Mr. Bishop's Direct Testimony, AT&T Florida estimates that
6 it will cost approximately \$1.8M to deploy facilities to provide voice
7 service to the residents of all of the phases of Riverwood and Coastal
8 Oaks.

9 • Based on AT&T Florida's recent experience in another single-family
10 development where AT&T Florida can only provide voice service, AT&T
11 Florida believes that its "take rate" for its voice only services in
12 Riverwood and Coastal Oaks will be 20% or less.

13 • As further stated by Mr. Bishop, AT&T Florida has requested that
14 Nocatee pay construction charges, less AT&T Florida's five times annual
15 anticipated revenue pursuant to Rule 25-4.067, F.A.C. and AT&T
16 Florida's Tariff, § A5 for the first phases of Riverwood and Coastal Oaks.

17 As explained by Mr. Bishop, the estimated build-out costs for the first
18 phase of both subdivisions is \$611,601. Five times annual anticipated
19 revenue for both subdivisions amounts to \$167,666.² The remaining
20 \$443,935 is the responsibility of the customer (in this case the developer)

² As stated by Mr. Bishop, the project's five year annual exchange revenue was based upon consideration of the following factors: (1) Average Revenue per Unit ("ARPU") of \$167,666, which is based upon actual historical revenue as of September 2006 associated with residential lines in Florida, including custom calling and long distance service revenue; (2) a 20% take rate, that rationale for which Mrs. Shiroishi explains in detail; and (3) occupancy forecast based on when homes are expected to be occupied based upon developer-provided construction schedules. Regarding ARPU, AT&T Florida included the monthly recurring revenues associated with local voice service, any monthly revenue associated Area Plus, the subscriber line charge, and long distance service revenue.

RIVERWOOD PROJECTED COST												
COST DESCRIPTION	REMOTE TERMINAL	INITIAL HOMES PASS COST	INITIAL DISTRIBUTION COST	SECOND PHASE HOMES PASS COST	SECOND PHASE DISTRIBUTION COST	REMAINING HOMES PASS COST	REMAINING DISTRIBUTION COST	BUILD OUT COST				
LABOR		238		106		694						
MATERIAL												
OVERHEAD												
SUBTOTAL												
			INITIAL GRAND TOTAL			REMAINING GRAND TOTAL						
COASTAL OAKS PROJECTED COST												
COST DESCRIPTION	REMOTE TERMINAL	INITIAL HOMES PASS COST	INITIAL DISTRIBUTION COST	PHASE 2A HOMES PASS COST	PHASE 2A DISTRIBUTION COST	PHASE 2B HOMES PASS COST	PHASE 2B DISTRIBUTION COST	PHASE 3 HOMES PASS COST	PHASE 3 DISTRIBUTION COST	PHASE 4 HOMES PASS COST	PHASE 4 DISTRIBUTION COST	BUILD OUT COST
LABOR		197		61		257		154		223		
MATERIAL												
OVERHEAD												
SUBTOTAL												
			INITIAL GRAND TOTAL	PHASE 2A GRAND TOTAL		PHASE 2B GRAND TOTAL		PHASE 3 GRAND TOTAL		PHASE 4 GRAND TOTAL		
											TOTAL BUILD OUT COST	

**Contributions in Aid of Construction/Special Construction Analysis
Riverwood (Areas 1-4) and Coastal Oaks (Phases 1-2a)**

RIVERWOOD (Areas 1-4)			COASTAL OAKS (Phases 1-2a)			TOTAL COST		
COST DESCRIPTION	COST	# UNITS	COST DESCRIPTION	COST	# UNITS	COST DESCRIPTION	COST	# UNITS
LABOR		228	LABOR		260	LABOR		488
MATERIAL			MATERIAL			MATERIAL		
OVERHEAD			OVERHEAD			OVERHEAD		
AREAS 1-4 TOTAL COST			PHASE 1 & 2a TOTAL COST			TOTAL COST		
MINUS PROJECTED 3-YR REVENUE			MINUS PROJECTED 5-YR REVENUE			MINUS PROJECTED 5-YR REVENUE		
TOTAL BILLING CHARGES			TOTAL BILLING CHARGES			TOTAL BILLING CHARGES		

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COASTAL OAKS (PHASE 1-2A) DETAILED COST

DESCRIPTION	COASTAL OAKS (PHASE 1-2A)			TOTAL
	FRC	QUANTITY	UNIT/COST	
REMOTE TERMINAL MATERIAL COST				
RT CABINET MATERIAL	257C			
FIBER CABLE	845C		FEET	
EXEMPT MATERIAL	845C		HRS	
SUPPLY EXPENSE @ 8%	845C/257C			
REMOTE TERMINAL LABOR COST				
ENGINEERING LABOR				
TELCO LABOR (SPlicing & PLACING)	845C/257C		HRS	
TAP FACTOR FOR TELCO LABOR	845C/257C			
CONTRACT LABOR FOR RT/FIBER PLACEMENT	257C			
CONTRACT LABOR FOR GENERATOR PLACEMENT	257C			
CONTRACT LABOR FOR SITE PREP/FENCING	257C			
CONTRACT LABOR FOR DRIVEWAY	257C			
REMOTE TERMINAL TOTAL COST				

REMOTE TERMINAL TOTAL COST
FITL DISTRIBUTION TOTAL COST
OVERHEAD (24.742%)
TOTAL COST

DESCRIPTION	COASTAL OAKS (PHASE 1-2A)			TOTAL
	FRC	QUANTITY	UNIT/COST	
FITL DISTRIBUTION MATERIAL COST				
EXEMPT COPPER MATERIALS	45C		HRS	
SUPPLY EXPENSE @ 8%	45C			
EXEMPT MATERIAL PRE-CRT RESIDENTIAL	548C		HRS	
SUPPLY EXPENSE @ 8%	548C			
BURIED SERVICE WIRE TO HOME	548C			
OPTICAL NETWORK UNITS	257C			
SUPPLY EXPENSE @ 8%	257C			
COMPOSITE FIBER, HANDHOLES, CONDUIT,				
BURIED SERVICE WIRE & CLOSURES ROADSIDE	845C			
EXEMPT MATERIAL	845C		HRS	
SUPPLY EXPENSE @ 8%	845C			
DESCRIPTION				
FITL DISTRIBUTION LABOR COST				
TELCO LABOR (SPlicing & PLACING)	45C		HRS	
TAP FACTOR FOR TELCO LABOR	45C			
CONT LABOR CABLE & TERMINAL PLACEMENT	45C			
ENGINEERING LABOR	45C		HRS	
TELCO LABOR (SPlicing & PLACING)	257C		HRS	
TAP FACTOR FOR TELCO LABOR	257C			
CONT LABOR ONU CLOSURE PLACEMENT	257C			
ENGINEERING LABOR	257C		HRS	
TELCO LABOR (SPlicing)	548C		HRS	
BST UTILITIES LABOR DROP WIRE PLACEMENT	548C			
TAP FACTOR FOR TELCO LABOR	548C			
ENGINEERING LABOR	548C		HRS	
TELCO LABOR (SPlicing)	845C		HRS	
TAP FACTOR FOR TELCO LABOR	845C			
CONTRACT LABOR FOR FIBER CABLE,				
ROAD BORES & HANDHOLE PLACEMENT	845C			
ENGINEERING LABOR	845C		HRS	
FITL DISTRIBUTION TOTAL COST				

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RIVERWOOD (AREAS 1-4) DETAILED COST

DESCRIPTION	RIVERWOOD (AREAS 1-4)		
	FRC	QUANTITY	UNIT/COST TOTAL
REMOTE TERMINAL MATERIAL COST			
RT CABINET MATERIAL	257C		
SUPPLY EXPENSE @ 8%	257C		
FIBER CABLE	845C	FEET	
EXEMPT MATERIAL	845C	HRS	
REMOTE TERMINAL LABOR COST			
ENGINEERING LABOR	ALL	HRS	
TELCO LABOR (SPlicing & PLACING)	845C/257C	HRS	
TAP FACTOR FOR TELCO LABOR	845C/257C		
CONTRACT LABOR FOR RT/FIBER PLACEMENT	257C		
CONTRACT LABOR FOR GENERATOR PLACEMENT	257C		
CONTRACT LABOR FOR SITE PREP/ENCING	257C		
CONTRACT LABOR FOR DRIVEWAY	257C		
REMOTE TERMINAL TOTAL COST			
REMOTE TERMINAL TOTAL COST			
FITL DISTRIBUTION TOTAL COST			
OVERHEAD (24.712%)			
TOTAL COST			

DESCRIPTION	RIVERWOOD (AREAS 1-4)		
	FRC	QUANTITY	UNIT/COST TOTAL
FITL DISTRIBUTION MATERIAL COST			
EXEMPT COPPER MATERIALS	45C	HRS	
SUPPLY EXPENSE @ 8%	45C		
EXEMPT MATERIAL PREWIRE/PRE-CT MDU	68E	HRS	
SUPPLY EXPENSE @ 8%	68E		
EXEMPT MATERIAL PRE-CT RESIDENTIAL	548C	HRS	
SUPPLY EXPENSE @ 8%	548C		
BURIED SERVICE WIRE TO HOME	548C		
OPTICAL NETWORK UNITS	257C		
SUPPLY EXPENSE @ 8%	257C		
COMPOSITE FIBER, HANDHOLES, CONDUIT,			
BURIED SERVICE WIRE & CLOSURES ROADSIDE	845C		
EXEMPT MATERIAL	845C	HRS	
SUPPLY EXPENSE @ 8%	845C		
<PLUG COST ERROR>	257C		
FITL DISTRIBUTION LABOR COST			
TELCO LABOR (SPlicing & PLACING)	45C	HRS	\$68
TAP FACTOR FOR TELCO LABOR	45C		
CONT LABOR CABLE & TERMINAL PLACEMENT	45C		
ENGINEERING LABOR	45C	HRS	
TELCO LABOR (SPlicing & PLACING)	68E	HRS	
TAP FACTOR FOR TELCO LABOR	68E		
TELCO LABOR (SPlicing & PLACING)	257C	HRS	
TAP FACTOR FOR TELCO LABOR	257C		
CONT LABOR ONU CLOSURE PLACEMENT	257C		
ENGINEERING LABOR	257C		
TELCO LABOR (SPlicing)	548C	HRS	
BST UTILITIES LABOR DROP WIRE PLACEMENT	548C		
TAP FACTOR FOR TELCO LABOR	548C		
ENGINEERING LABOR	548C	HRS	
TELCO LABOR (SPlicing)	845C	HRS	
TAP FACTOR FOR TELCO LABOR	845C		
CONTRACT LABOR FOR FIBER CABLE,			
ROAD BORES & HANDHOLE PLACEMENT	845C		
ENGINEERING LABOR	845C		
FITL DISTRIBUTION TOTAL COST			

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**Contributions in Aid of Construction/Special Construction Analysis
Riverwood (Areas 1-4) and Coastal Oaks (Phases 1-2a)**

COST DESCRIPTION	COST	# UNITS	COST DESCRIPTION	COST	# UNITS	COST DESCRIPTION	COST	# UNITS
LABOR		20	LABOR		200	LABOR		20
MATERIAL			MATERIAL			MATERIAL		
OVERHEAD			OVERHEAD			OVERHEAD		
AREAS 1-4 TOTAL COST			PHASE 1 & 2a TOTAL COST			TOTAL COST		
MONTH PROJECTED 4-YR REVENUE			MONTH PROJECTED 4-YR REVENUE			MONTH PROJECTED 4-YR REVENUE		
TOTAL BILLING CHARGES			TOTAL BILLING CHARGES			TOTAL BILLING CHARGES		

GENERAL DESCRIPTION - COSTS:

Material required to place Remote Terminal cabinet includes conduit, concrete pads, fill dirt, driveways, handholes, fencing, electric hookups, gas lines and surface treatment.

Materials to activate Remote Terminal cabinet includes cabinet, electric transfer panel, gas powered back up generator and all of the associated electronics including multiplexer. Plugins are not included in the cost estimate.

Labor required for Remote Terminal sites include engineering and design, surveyor, placement contractor, electrician, fencing contractor, concrete contractor, telco labor to splice cable.

Install plug in electronics and turn up system at Remote Terminal and Central office. Also includes assessment acquisition cost for control right of way agent.

Material required to place fiber distribution facilities includes placement of composite fiber/copper cable, conduit for roads and driveways, handholes, Optical Network Units, subend copper terminals,

buried service wire closures at every lot line where a terminal is not present, buried service wire(s) from the Optical Network Unit or copper terminal to the buried service wire closures, drop wire(s)

from the wire closure to the house and an interface on the side of the house.

Labor required for fiber distribution facilities includes engineering and design, placement contractor cost, Telco labor to splice copper and fiber cables, place Optical Network Units, copper terminals.

Install plug in electronics, activate and turn up distribution systems including all required performance testing and provisioning.

GENERAL DESCRIPTION - PROJECTED 4-YR REVENUE:

Projected 4-yr revenue are determined based upon the consideration of the following three factors:

Average revenue per unit (ARPU). ARPU is based upon actual National revenue associated with residential lines in Florida. Custom calling and long distance service revenues are included.

Take rate. This is the percent of residents expected to subscribe to AT&T Florida's voice service. A 20% take rate was assumed in light of the service arrangements that the developer has made with Comcast.

Occupancy forecast. This is a projection of when dwelling units are expected to be occupied based upon developer provided construction schedule.

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ATTACHMENT 3

HITCHCOCK MARRIOTT

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Docket No. 060822-TL, Exhibit LB-13
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