

REDACTED

ATTACHMENT B

AT&T FLORIDA
FPSC DOCKET NO: 070126-TL
REQUEST FOR CONFIDENTIAL CLASSIFICATION
PAGE 1 OF 1
8/21/07

REQUEST FOR CONFIDENTIAL CLASSIFICATION TO AT&T FLORIDA'S
CONFIDENTIAL DIRECT TESTIMONY OF ELIZABETH R. A. SHIROISHI
AND EXHIBITS LB-2, LB-3, LB-4, AND LB-6 ATTACHED TO LARRY
BISHOP'S DIRECT TESTIMONY, FILED JULY 31, 2007 IN FLORIDA
DOCKET NO. 070126-TL

TWO REDACTED COPIES FOR PUBLIC DISCLOSURE

CMP 1
COM _____
CTR _____
ECR _____
GCL _____
OPC _____
RCA _____
SCR _____
SGA _____
SEC _____
OTH _____

DOCUMENT NUMBER-DATE

07440 AUG 21 05

FPSC-COMMISSION CLERK

REDACTED

- 1 • AT&T Florida believes that the “take rate” for its voice only services in
2 Avalon, Phase II will be 20% or less.
- 3 • As further stated in Mr. Bishop’s Direct Testimony, AT&T Florida has
4 requested that the Developer pay construction charges, less AT&T
5 Florida’s five times annual exchange anticipated revenue pursuant to Rule
6 25-4.067, F.A.C. and AT&T Florida’s Tariff § A5 for Avalon, Phase II.
7 As explained by Mr. Bishop, the estimated build-out cost for Avalon,
8 Phase II is \$326,819. Five times annual anticipated exchange revenue for
9 Avalon, Phase II is \$155,213.² The remaining \$171,606 is the
10 responsibility of the customer (in this case the developer) requesting
11 service. As stated by Mr. Bishop, the Developer has indicated that
12 “Avalon will not pay AT&T’s requested fee for the deployment of
13 AT&T’s facilities to provide communications services to Phase II of the
14 development.”
- 15 • On July 11, 2007, the Developer withdrew its formal objection to AT&T
16 Florida’s Petition for COLR relief.

17

18 **Q. WHY DO YOU BELIEVE THAT THESE FACTS SUPPORT AT&T**
19 **FLORIDA’S UNECONOMIC ARGUMENT?**

20

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 \$█, 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 with Area Plus, the subscriber line charge, and long distance service revenue.

BellSouth

7/11/2007

Page 1

DATE:06/21/2007 COST COMPARISON SUMMARY FOR COPPER VS. FITL DISTRIBUTION						
PLANT TYPE	NAME OF DEVELOPMENT	EWO NUMBER	LOCATION	COST	SF UNITS	SFU COST
COPPER	GOLDEN POND	53E47067N	WEST JAX			
COPPER	BROOKSHIRE	53E47156N	WEST JAX			
COPPER	CANDLEWOOD COVE	53E47171N	WEST JAX			
COPPER	ARBOR GLADE	63E31072N	NORTH ST JOHNS			
			TOTAL			
					AVERAGE	
FITL	MURABELLA PHIII	63E42007N	NORTH ST JOHNS			
FITL	HERITAGE LANDING PH3C	63E42025N	NORTH ST JOHNS			
FITL	AUSTIN PARK PH I&II	63E43168N	NOCATEE			
			TOTAL			
					AVERAGE	

Note: Austin Park Phase One and Two distribution cost of [REDACTED] SFU was used for original petition.

REDACTED

Avalon - Phase 2 Summary

COST DESCRIPTION	COST	# UNITS
LABOR	[REDACTED]	476
MATERIAL	[REDACTED]	
OVERHEAD	\$64,823	
TOTAL COST	\$326,819	
MINUS PROJECTED 5-YR REVENUE	\$155,213	
TOTAL BILLING CHARGES	\$171,606	

REDACTED

**Avalon - Phase 2 Detailed Cost Breakdown
 07/19/2007**

REDACTED

DESCRIPTION		Avalon, Phase II		
	FRC	QUANTITY	UNIT/COST	TOTAL
FITL DISTRIBUTION MATERIAL COST				
COPPER CABLE, NON-EXEMPT MATL	45C			
EXEMPT COPPER MATERIALS	45C			
SUPPLY EXPENSE @ 8%	45C			
OPTICAL NETWORK UNITS	257C			
SUPPLY EXPENSE @ 8%	257C			
COMPOSITE FIBER, HANDHOLES, CONDUIT, BURIED SERVICE WIRE & CLOSURES ROADSIDE	845C			
EXEMPT MATERIAL	845C			
SUPPLY EXPENSE @ 8%	845C			
DESCRIPTION		Avalon, Phase II		
	FRC	QUANTITY	UNIT/COST	TOTAL
FITL DISTRIBUTION LABOR COST				
TELCO LABOR (SPLICING & PLACING)	45C			
TAP FACTOR FOR TELCO LABOR	45C			
CONT LABOR CABLE & TERMINAL PLACEMENT	45C			
ENGINEERING LABOR	45C			
TELCO LABOR (SPLICING & PLACING)	257C			
TAP FACTOR FOR TELCO LABOR	257C			
CONT LABOR ONU CLOSURE PLACEMENT	257C			
ENGINEERING LABOR	257C			
TELCO LABOR (SPLICING & PLACING)	845C			
TAP FACTOR FOR TELCO LABOR	845C			
CONTRACT LABOR FOR FIBER CABLE, ROAD BORES & HANDHOLE PLACEMENT	845C			
ENGINEERING LABOR	845C			
FITL DISTRIBUTION TOTAL COST				\$261,996

REMOTE TERMINAL TOTAL COST	\$0
FITL DISTRIBUTION TOTAL COST	\$261,996
OVERHEAD	\$64,823
TOTAL COST	\$326,819
MINUS PROJECTED 5-YR REVENUE	\$155,213
TOTAL BILLING CHARGES	\$171,606

PART A, FRC 45C

OSPCM System:
GENERATED: 05/10/2007, 11:52

RQST BY: [REDACTED]

**** CONSTRUCTION DETAILS ****
OSPCM REPORT: 502, PART A

CMC: GNVC JOB: 73N62051N BILLING? N FRC: 45C
PLANT TYPE:
PRICING DATE: 05/10/2007

ITEM DESCRIPTION	MCF	FKF	QTY	UNIT COST	AMOUNT
DT2-PTX-25	[REDACTED]		[REDACTED]	Exempt	
MAG6/PTT-I	[REDACTED]		[REDACTED]	Exempt	
ANMW-25	[REDACTED]		[REDACTED]	[REDACTED]	[REDACTED]
DT2-PTX-25/4	[REDACTED]		[REDACTED]	Exempt	
WIRE-CLOSURE	[REDACTED]		[REDACTED]	Exempt	
BSW-2	[REDACTED]		[REDACTED]	Exempt	
CONT-PL-CABLE	[REDACTED]		[REDACTED]	Exempt	
EXEMPT MATERIAL SUPPLY EXPENSE	-- TELCO		[REDACTED] HRS	[REDACTED]	[REDACTED]
** TOTAL MATERIAL					[REDACTED]
PLACING LABOR			[REDACTED] HRS	[REDACTED]	[REDACTED]
SPLICING LABOR			[REDACTED] HRS	[REDACTED]	[REDACTED]
TAP FACTOR					[REDACTED]
** TOTAL LABOR					[REDACTED]
CONTRACT					[REDACTED]
** TOTAL CONTRACT					[REDACTED]
ENGINEERING			[REDACTED] HRS	[REDACTED]	[REDACTED]
** TOTAL ENGINEERING					[REDACTED]
TOTAL MATL, LABOR, CONTRACT, ENGR					[REDACTED]
** GRAND TOTAL					[REDACTED]
LABOR HRS =	[REDACTED]				
ENGR HRS =	[REDACTED]				

PART A, FRC 257C
OSPCM System:
GENERATED: 05/10/2007, 11:52

RQST BY: [REDACTED]

**** CONSTRUCTION DETAILS ****
OSPCM REPORT: 502, PART A

CMC: GNVC JOB: 73N62051N BILLING? N FRC: 257C
PLANT TYPE:
PRICING DATE: 05/10/2007

ITEM DESCRIPTION	MCF	FKF	QTY	UNIT COST	AMOUNT
-----	-----	-----	-----	-----	-----
TMONU2-12/24SF			[REDACTED]	[REDACTED]	[REDACTED]
GRD-ROD			[REDACTED]	Exempt	[REDACTED]
MCAD12-SF			[REDACTED]	[REDACTED]	[REDACTED]
					=====
EXEMPT MATERIAL	-- TELCO		[REDACTED] HRS	[REDACTED]	[REDACTED]
SUPPLY EXPENSE			[REDACTED]	[REDACTED]	[REDACTED]
					=====
** TOTAL MATERIAL					[REDACTED]
PLACING LABOR			[REDACTED] HRS	[REDACTED]	[REDACTED]
SPLICING LABOR			[REDACTED] HRS	[REDACTED]	[REDACTED]
TAP FACTOR					[REDACTED]
					=====
** TOTAL LABOR					[REDACTED]
CONTRACT					[REDACTED]
					=====
** TOTAL CONTRACT					[REDACTED]
ENGINEERING			[REDACTED] HRS	[REDACTED]	[REDACTED]
					=====
** TOTAL ENGINEERING					[REDACTED]
TOTAL MATL, LABOR, CONTRACT, ENGR					[REDACTED]
					=====
** GRAND TOTAL					[REDACTED]
LABOR HRS =		[REDACTED]			
ENGR HRS =		[REDACTED]			

PART A, FRC 845C

OSPCM System:
GENERATED: 05/10/2007, 11:52

RQST BY: [REDACTED]

**** CONSTRUCTION DETAILS ****
OSPCM REPORT: 502, PART A

CMC: GNVC JOB: 73N62051N BILLING? N FRC: 845C
PLANT TYPE:
PRICING DATE: 05/10/2007

ITEM DESCRIPTION	MCF	FKF	QTY	UNIT COST	AMOUNT
RF3492B6012AW12	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RFFBCP-2/5	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RF3492B6006AW06	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RFFBCP-2/2	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
HANDHOLE30X48	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
GRD-ROD	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
BS3492B6018AW18	[REDACTED]	[REDACTED]	[REDACTED]	Exempt	[REDACTED]
CONT-PL-CABLE	[REDACTED]	[REDACTED]	[REDACTED]	Exempt	[REDACTED]
BS3492B6012AW12	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
EXEMPT MATERIAL SUPPLY EXPENSE	-- TELCO	[REDACTED]	[REDACTED] HRS	[REDACTED]	[REDACTED]
** TOTAL MATERIAL					[REDACTED]
PLACING LABOR			[REDACTED] HRS	[REDACTED]	[REDACTED]
SPLICING LABOR			[REDACTED] HRS	[REDACTED]	[REDACTED]
TAP FACTOR					[REDACTED]
** TOTAL LABOR					[REDACTED]
CONTRACT					[REDACTED]
** TOTAL CONTRACT					[REDACTED]
ENGINEERING			[REDACTED] HRS	[REDACTED]	[REDACTED]
** TOTAL ENGINEERING					[REDACTED]
TOTAL MATL, LABOR, CONTRACT, ENGR					[REDACTED]
** GRAND TOTAL					[REDACTED]
LABOR HRS =			[REDACTED]		[REDACTED]
ENGR HRS =			[REDACTED]		[REDACTED]

PART C

OSPCM System:
GENERATED: 05/10/2007, 11:52

RQST BY: [REDACTED]

***** DETAILED PRICING SUMMARY *****
OSPCM REPORT: 502, PART C

CMC: GNVC

BILLING? N

JOB: 73N62051N
PRICING DATE: 05/10/2007

PLANT TYPE	GROSS ADDS	PLANT RETIRED	SALVAGE	COST OF REMOVAL	MAIN-TENANCE
	261995.82	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
	261995.82	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

TOTAL MCF [REDACTED]
TOTAL FKF [REDACTED]

TOTAL CONTRACT \$ [REDACTED]
TOTAL ENGINEERING \$ [REDACTED]

GROSS EXPENDITURES \$ 261995.82
NET REQUIREMENTS \$ 261995.82
NET ADDITIONS \$ 261995.82

TOTAL LABOR HOURS = [REDACTED]
TOTAL ENGR HOURS = [REDACTED]
TOTAL M DOLLARS = [REDACTED]

PART D

OSPCM System:

GENERATED: 05/10/2007, 11:52

RQST BY: [REDACTED]

***** MCF/FKF DETAIL SUMMARY *****
OSPCM REPORT: 502, PART D

CMC: GNV

BILLING? N

JOB: 73N62051N
PRICING DATE: 05/10/2007

----- MCF -----

CABLE TYPE	#PRS	QTY	PIC	PULP
ANMW-25	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RF3492B6012AW12	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RFFBCP-2/5	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RF3492B6006AW06	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
RFFBCP-2/2	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
BS3492B6018AW18	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
BS3492B6012AW12	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
TOTAL	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

FIBER TYPE	#FBRS	QTY	FKF
TOTAL	[REDACTED]	[REDACTED]	[REDACTED]


REDACTED

Docket No. 070126-TL
Exhibit LB-4
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PART E

OSPCM System:

GENERATED: 05/10/2007, 11:52

RQST BY: 

***** DETAILED PRICING ERROR LISTING *****
OSPCM REPORT: 502, PART E

CMC: GNVC

JOB: 73N62051N
BILLING? N PRICING DATE: 05/10/2007

NO ERRORS OR WARNINGS WERE GENERATED IN PRODUCING THIS REPORT

PART L

OSPCM System:

GENERATED: 05/10/2007, 11:52

RQST BY: [REDACTED]

***** LABOR RATE SUMMARY *****
OSPCM REPORT: 502, PART L

CMC: GNVC

JOB: 73N62051N
BILLING? N PRICING DATE: 05/10/2007

PAC CLASS	LABOR CLASS	RES ID	RESOURCE DESCRIPTION	LOADED LABOR		
				HOURS	RATE/HOUR	TOTAL
-	--	----	-----			
C	BS	FGDLC1	DLC CREW	[REDACTED]	[REDACTED]	[REDACTED]
C	BS	FGBKS3	PLACE&SPLICE BKVL	[REDACTED]	[REDACTED]	[REDACTED]
C	BP	FGBKS3	PLACE&SPLICE BKVL	[REDACTED]	[REDACTED]	[REDACTED]

Avalon, Phase II - 20% Take Rate

AVALON						
ARPU					Assumes Construction in three phases	
Take Rate %	20%				Phase 2B	
					Phase 2A	
					Phase 3	
						476
	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Units per Year						
1/2 Year						
Cumulative						
Revenue per year						
Cumulative Rev						155,212.80
					SN454 Costs =	\$326,819
					Net Amount Billable to Developer	\$ 171,606.20

REDACTED