

1 My concern is to, say if a carrier now wins a
2 customer and they get the subsidy for all the connections --
3 let's say a customer moves from wired world to a wireless.
4 Today, on average, there's one point two lines per
5 household -- 20 percent of the household have two lines. My
6 concern is this thing called mobility.

7 It's a different thing than head to head
8 competition. And so what I see happening, is I see business
9 plans on the wireless side where they're selling -- and it's
10 a wonderful strategy and it's a good thing -- selling
11 multiple wireless lines to a home.

12 A couple of years ago -- I have two children --
13 we ended up -- we were on their way to college -- so we
14 ended up buying four wireless connections. How many
15 wireless connections, in that example, do you subsidize? If
16 you subsidized one, then there's, to me, no issue. If you
17 subsidize two, or however many wireless lines they take,
18 then you still have an issue.

19 And so, just to give you a perspective, if all of
20 a sudden customers move to the wireless because they like
21 their business proposition that says, you know what, I can
22 have multiple connections for everyone in the household.
23 Well, all of a sudden, instead of having on average one
24 point two connections per home, I might have two, I might
25 have two point two.

1 For every connection that you add, if there are
2 -- let's just say 10 million rural lines out there -- 60
3 percent of the households today have wireless -- all of a
4 sudden there's 3 billion dollars currently going to the
5 parties through the USF mechanism.

6 I can easily see, of that 3 billion, maybe 60
7 percent of that where they have wireless and they have
8 multiple lines. You could all of a sudden increase that
9 size of the fund by a billion and a half, a billion eight
10 dollars.

11 And so my question is, ultimately, whatever
12 decision you go down, I would hope you ask the question,
13 what is the incremental effect to the size of the fund. And
14 if you go down Verizon's path and you still allow as many
15 wireless connections, or however the business strategy is,
16 you're setting it up for the fact that they fund grows, and
17 potentially significantly.

18 With regard to the administration issue, I think
19 it was already identified that on the slick side many
20 states, many companies already have a primary versus a non-
21 primary rate. I admit there are administrative issues, but
22 they have been solved, they can continue to be solved.

23 And my final point on this is if the various
24 parties are pulling 3 billion dollars of USF and that
25 ultimately is a way -- by the way, I'm not even suggesting

1 that you change the 3 billion dollars, if it's 3 billion,
2 still continue to do it, but do it on primary lines, or the
3 one connection -- they'll find a way, if you're getting 3
4 billion dollars, I think you every incentive to figure out
5 an administratively workable way.

6 COMMISSIONER ABERNATHY: Does this problem go
7 away though if we move away from support per line to a
8 mechanism as we discussed on the previous panel, where we're
9 looking at, you come up with your costs, and to the extent
10 the costs are above a certain level, then your funded based
11 on those costs.

12 Remember we're not really looking at per -- it
13 was never per-line support anyway, until we got ATC --
14 you're really looking at, can you price at a level that's
15 reasonable for the consumers. So would this issue of having
16 to have a concern about multiple lines go away if you're
17 really looking at cost and support based on your cost?

18 MR. LUBIN: Wonderful question. I'm always
19 looking at the answers to these in questions in terms of
20 unintended consequences and economic incentives. And my
21 concern is, yes, the issue of primary/non-primary goes away.
22 You've just created another issue.

23 And the other issue is, if ETC status is granted,
24 and now you have multiple carriers coming in, and now you
25 have multiple networks who will get subsidy, and so I ask

1 the question of, okay, with that model, what are the impacts
2 on the size of the fund? And, quite candidly, I con
3 envision, with the size of the fund -- even grows
4 potentially larger.

5 My only point here is when we ask those
6 questions -- very important questions -- always be asking
7 the question, what's the consequence of the economic
8 incentive under the unintended consequences? And my fear
9 began on that one because you are, in effect, going to hand
10 out subsidy dollars for each network that's granted ETC
11 status.

12 COMMISSIONER ABERNATHY: Assuming again they
13 are -- their costs are above a certain threshold. But,
14 you're right, it still goes back to what are the economic --
15 what's the economic analysis that's going into the decision
16 about whether or not to enter a particular market? And what
17 percentage of that over all equation is the universal
18 support mechanism? How important is that and how much does
19 it come into play and then how much pressure does it put on
20 the fund.

21 MR. STAIHR: Just to kind of tag team off of
22 where Joel was, I agree that is concern for unintended
23 consequences is something we need to think about. And
24 that's part of what you get when you get to a situation of
25 designating a certain carrier as a primary type of thing,

1 because the unintended consequence is, all of a sudden the
2 universal service support becomes a marketing ploy.

3 It becomes something that people use. Sign up
4 from me, call me your primary carrier and I'll give you this
5 discount. I don't think anyone ever intended that to be
6 part of it.

7 But, again, going with the concern of the growth
8 of the fund -- and that's where I started my comments --
9 there are lots of different ways to control that. The
10 capping of the study area total is one way where you can
11 have multiple connections and you don't get into the playing
12 the support as a marketing ploy because it tends to be
13 across the entire study area, but you have addressed that
14 growth issue.

15 MR. GREGG: Mr. Staihr, are you saying that
16 carriers might actually have to compete for universal
17 service support?

18 MR. STAIHR: Well, it ends up being like dropping
19 the puck at the beginning of the hockey game, right? Here's
20 the money, you guys fight it out for it. Which is fine, but
21 you should be fighting for the customer, not for the
22 subsidy.

23 MR. GREGG: That goes with --

24 MR. ROWE: How is --

25 MR. GREGG: -- the customer. Go ahead.

1 MR. ROWE: How is the incentive different by
2 capping support for the study area on the one hand, or
3 competing directly for the primary line?

4 MR. STAIHR: Because, to use Joel's example, say
5 you have a household that has three wire line lines that all
6 get support. And they're thinking, oh, well, maybe I'll
7 move to get three wireless lines. Well, they all get
8 support.

9 If you cap the study area total, the support will
10 be the same across the technologies. It maybe less, but
11 it'll be the same. Which takes it out of the competitive
12 issue.

13 MR. LUBIN: Could I clarify? Because that's
14 another, I'll say interesting idea. And, quite candidly,
15 from where I sit -- now where do I sit here is, I'm
16 interested in controlling the growth of the fund.

17 What Brian just highlighted is a rational way of
18 controlling the fund. That certainly is fine with me. But,
19 again, I want to raise unintended consequences. And the
20 issue here -- and that's why this is a very difficult
21 problem.

22 The unintended consequences -- let's take the
23 incumbent LEC -- let's just hypothetically say the incumbent
24 LEC has 1,000 lines. And a new entrant comes in, and the
25 new entrant does not win one of those 1,000 lines. They

1 come in with a wonderful mobility package and they sell very
2 quickly 300 lines.

3 So all of a sudden, instead of 1,000 lines --
4 let's say getting a million -- kind of pick a number --
5 1,000 lines getting \$20,000. You now have a wireless
6 entity -- and I don't mean to pick on wireless, but that's
7 the business plan I see, where they're competing, but
8 they're not winning one of the 1,000 lines.

9 So they put in this package, they sell 300 new
10 wireless connections. So, as I understand what Brian is
11 saying, the \$20,000 remains fixed, but the wireless carriers
12 would get 300 over 1300, roughly 22 percent of the fixed
13 amount.

14 And so here again you have the public policy
15 question, do you want a model where a new entrant comes in,
16 the incumbent doesn't lose one line, but their USF that they
17 draw drops 22 percent.

18 Now, you know, maybe that's a good answer. It
19 certainly solves my issue of controlling the size of the
20 fund. But here again, I just want to highlight is, we have
21 two different questions.

22 One question is you're competing head to head and
23 a wireless company wins one of the 1,000 lines versus a
24 mobility question that customers want more mobility, and
25 they may want it for a lot of people in their household.

1 That's why you end up with having 30 percent growth in
2 connections.

3 So, again, there are clearly, from my point of
4 view, two different questions. And that's why we get all --
5 that's why I got confused for quite a while. And my
6 confusion is, do you use the same per-line subsidy? And I
7 say, yes, you use the per-line subsidy the same when you're
8 competing head to head for that 1,000 lines.

9 But when you're asking the public policy
10 question, should I subsidize those new 300 lines for
11 mobility, that's a different question. And I'm not saying
12 you shouldn't, but the determination -- and now where
13 Commissioner Abernathy is -- when you asked the question of
14 those 300 lines, you ought to be looking at the cost for
15 those 300 lines would benchmark for mobility.

16 Maybe it's \$30, maybe it's \$40, maybe it's 25, I
17 don't know, and compare their cost for the new mobility
18 lines. That's a different question than competing head to
19 head for the existing 1,000 lines.

20 MR. DUNLEAVY: Let me shift a little bit here.
21 Setting aside for a moment the network support versus the
22 per-line support issue. Just, arguably, assume per-line
23 support for the primary line, is there a number below which
24 or above which support for service or competition become
25 negligible? Is it one dollar? Is there an actual number?

1 Is it an absolute number?

2 MR. LaFURIA: I'm not sure I understand the
3 question, sir.

4 MR. DUNLEAVY: Well, I'm suggesting now, is there
5 a level per-line support below which its impact on universal
6 service is negligible?

7 MR. LaFURIA: I suspect that varies by areas.

8 MR. DUNLEAVY: Okay.

9 MR. LaFURIA: You know, do --

10 MR. DUNLEAVY: But there is -- that's -- there is
11 such a thing? There was a way to get there? Is that an
12 economic issue, Mr. Staihr?

13 MR. STAIHR: Yes, actually it is. I think if you
14 were to look at Sprint's local territory, which is extremely
15 rural and we get a lot of federal USF. But in some cases we
16 only get a dollar or two per line. If you were ask our, you
17 know, the people who specifically work in those areas if
18 that makes a difference, absolutely, because we're counting
19 on that money right now.

20 Now would it make a difference in terms of a new
21 investment decision? I think in varies situations it
22 absolutely could. I think there are also other areas, other
23 regions where it wouldn't. It's kind of a non-answer, but I
24 really think that's the answer.

25 COMMISSIONER ABERNATHY: But does it really go,

1 ultimately, to the over all business decision you make about
2 how much -- if I'm the next one in the market, not the first
3 in the market, there's already somebody there. So I'm the
4 second one to the market, I won't get full penetration, how
5 much can I predict?

6 And then so does it really go to the over all
7 business decision you make about how many lines and how much
8 profitability do I need to justify entering that particular
9 market?

10 MR. STAIHR: Yes, I think it would -- absolutely
11 does, yes.

12 MR. LaFURIA: Commissioner, if I could just add
13 to that? It absolutely does and it is only the per-line
14 support methodology that will properly drive those decisions
15 in an efficient manner. If carriers are paid upon their own
16 costs, I look at that as nothing short of corporate welfare
17 for both companies or both competitors in the marketplace.

18 That is, if you're going to support multiple
19 networks, and if the second network in is paid on their own
20 costs, then we set up a model and a competitor comes in and
21 they say, this is higher cost for us and we're above the
22 threshold and we need support. And they get it, and they go
23 in and they enter.

24 They're going to get dollars that permit them to
25 build a complete network throughout an area whether it's

1 appropriate to be built or not. And there is not
2 corresponding bumping of heads in the marketplace between
3 the incumbent and the new entrant, because there's no
4 incentive for that bumping of heads.

5 When you set the support at one level and say
6 it's \$10 for this area, come and get it, you force each
7 competitor in the marketplace to find a way to provide
8 service at the most efficient level.

9 MR. ROWE: Thanks. Let's stay with this
10 discussion of the difference between determinate costs on
11 the one hand and figuring out how to allocate payments on
12 the other, particularly if you're basing support on the wire
13 line network.

14 It seems to be relatively clear that the
15 incremental cost of a second line starting with the loop up
16 through the switch transport is probably not terribly
17 significant. I suppose if you're using wireless cost, it'll
18 look different. But even there, as you add customers, you
19 can give -- there's some tolerance before you have to
20 actually reinforce the upstream network function.

21 So, is that correct, and, in fact, are we not
22 talking about the cost of providing service to a second
23 line, but simply dealing with the implications of making
24 payments for multiple lines? Is that correct, as far as we
25 go?

1 MR. REIF: You know, I think that paying support
2 on a primary line basis could be properly implemented if you
3 had effective competition in a marketplace first. The way
4 the system is currently set up, if you jump to a primary
5 line payment only -- and however you define it and whatever
6 other requirements you come up with -- the competitor coming
7 into the marketplace on a per-line basis can't possibly step
8 in and construct enough network facilities to make it work
9 because they're only getting paid on a per-line basis.

10 And it goes back to the, you know, would you
11 construct this market if your return is somewhat guaranteed
12 over a reasonable period of time. ILECs have operated under
13 that system for a long time. I'm not suggesting -- and our
14 comments haven't suggested -- that wireless should be under
15 purely the same mechanism today.

16 What I am suggesting is that, if you flash cut to
17 primary lines only today in areas -- not in the town of
18 Bluefield where I described earlier, but out in the outer
19 lying areas -- there's no way to -- for -- a competitor, no
20 matter what technology they use, to jump into the
21 marketplace and say, we're going to invest hundreds of
22 thousands if not millions of dollars in this area in the
23 hope that we can win over a few customers here at the
24 outset.

25 There's not the possibility of return or the

1 substantial expectation of return that the Commission very
2 clearly said needs to be present -- I believe it was in the
3 South Dakota Preemption Order in 2000 -- and that's the
4 barrier to entry that is being erected here.

5 If we transition to this, and reached a point
6 where competitors were effectively competing with each
7 other, where a competitor takes market share away, then it
8 could work.

9 And, finally, I will say in response to Mr.
10 Lubin, I don't represent a single client, and I don't know
11 of any --

12 MR. ROWE: That's not responsive to my question,
13 though, I don't believe.

14 MR. REIF: I'm sorry.

15 MR. ROWE: And, again, going back to the
16 distinction between the cost of providing service -- the
17 incremental cost of second lines on the one hand versus how
18 you determine the basis for payment. Were the
19 assumptions -- first of all, were the assumptions behind my
20 question correct?

21 MR. STAIHR: With regard to the way support is
22 calculated now, not for rural companies and not for non-
23 rural companies, is there a difference in the cost between a
24 primary and a secondary line? For rural companies it's
25 total cost; for non-rural companies the model calculates all

1 lines. It doesn't separate out second lines.

2 So when you're talking about the cost per line in
3 an area, right now the way support's calculated, it's all
4 the same.

5 MR. ROWE: So on the payment side of that, that's
6 what we're really focusing on. How to either avoid
7 underpaying or overpaying for the network. Is that a fair
8 statement?

9 MR. STAIHR: Yes, and just to -- and I hope I'm
10 not going off track here -- the way the costs are calculated
11 right now, assume the entire economy is at scale that are
12 associated with the incumbent's network, okay? Those are
13 not necessarily the economies of scale, but can be instantly
14 replicated by any new entrant. And so in that sense, they
15 actually could very well underestimate the actual costs.

16 MR. ROWE: That's back to your point.

17 MR. REIF: Yes. That's what I was trying to get
18 to.

19 MR. ROWE: Okay. Anyone else want to respond to
20 that? Thank you.

21 COMMISSIONER ADELSTEIN: Just to try to get a
22 sense of -- a lot of us are trying to understand what the
23 scope of the savings would be from some of these different
24 proposals. And to try to get our mind around what the facts
25 are, because we talk a lot about whether it's a primary or

1 secondary line, this rise of wireless substitution.

2 But I'm wondering if we have any evidence
3 documented or any studies about what percentage of customers
4 in rural states that are going to wireless service are using
5 that as a primary line or primary connection. Are they
6 really cutting the cord, or do we have any sense what the
7 scope is of how many are primary lines and how many are just
8 additional lines in the house?

9 MR. LaFURIA: I would say -- I would only be able
10 to talk for you anecdotal evidence from the folks that I
11 work with and that is that in the towns, the primary areas
12 where they serve and where we contend support may not be
13 necessary, there is a level of substitution which is
14 equivalent to or even greater than what you see in urban
15 areas today. And we have every reason to believe it's going
16 to increase.

17 These carriers are providing offerings out in the
18 more remote areas where it is higher cost, but they are not
19 finding the same level of uptake out there in substitution
20 simply because consumers out there, at this date, do not
21 have the ability to look at that phone and say, gee, I can
22 use this phone everywhere I live, work and play. I can use
23 it in my community, I can depend on it for 911 when I leave
24 the house.

25 So therefore it's a complimentary service. When

1 I'm on the road, when I go to town, and maybe when I'm in my
2 home. It is that gap which I contend we need to fill.

3 MR. LUBIN: The only empirical data that I have
4 is what I referred to early on whereby the wireless lines
5 went from 45 million to 141 million at the same time we see
6 that the households went -- that have telephony -- went from
7 101 to 109 at the same time where the penetration of
8 telephony also grows.

9 So the empirical data suggests that wired lines
10 are increasing at the same time wireless lines have -- went
11 up by more than factor three. The intersection, though,
12 here is that, if a customer -- from my point of view -- if a
13 customer is substituting the service -- meaning they are
14 dropping a wired line to get a wireless line -- then they
15 should get the same subsidy per-line that the incumbent gets
16 because it's head to head competition.

17 The second question of, do I want to subsidize
18 mobility in and of itself -- which, by the way, is a very
19 legitimate questions -- should I upgrade the infrastructure
20 in rural America to be that of urban America? That's a
21 legitimate question.

22 All I'm saying is, I think we need to literally
23 evaluate that stand alone, and when you're evaluating that,
24 then all of a sudden the subsidy per line that you're
25 getting when you substituted is different for all the

1 reasons that have previously been said.

2 COMMISSIONER ABERNATHY: -- another carrier for
3 the wireless, are you then suggesting that they get support
4 for both of those lines because it was somehow -- there's
5 head to head competition when it's wireless for wireless
6 or -- is that what you were suggesting?

7 MR. LUBIN: No. What I'm suggesting -- I missed
8 the first part of what you said, so I'm sorry if I's
9 repeating --

10 COMMISSIONER ABERNATHY: Well, you very carefully
11 distinguished in your comments, head to head competition --

12 MR. LUBIN: Yes.

13 COMMISSIONER ABERNATHY: -- and stated that's
14 only when it's appropriate for the support to be, but what
15 if a customer has wireless and wire line support from an
16 incumbent, and then they switch just the wireless part of
17 what they purchased. Should they then receive support for
18 both of those services because there's head to head
19 competition wireless to wireless?

20 MR. LUBIN: From where I am is there should be --
21 when you're looking at a primary line -- and maybe the
22 question is, who decides the primary line, and I would say
23 the customer decides the primary line -- but there should be
24 one line which should get the subsidy and that could be a
25 wired or wireless.

1 So there's only one connection in a household
2 that gets the subsidy, it's wired or wireless, the customer
3 makes the decision based on the package that each party
4 presents to them.

5 COMMISSIONER ABERNATHY: Okay.

6 MR. LUBIN: I'm not saying that we shouldn't
7 subsidize more mobility lines, what I am saying is that's a
8 separate question. And when you analyze that question, the
9 subsidy per line that one should be looking at is very
10 different than when you're competing head to head.

11 And that's -- and so what I find myself is -- I
12 agree with the incumbent LECs on a lot of the issues. I
13 agree with the wireless carriers on a lot of the issues.

14 COMMISSIONER ABERNATHY: Uh, huh.

15 MR. LUBIN: Okay, but what I'm saying to you is,
16 for me these issues get confused because they're not
17 uncoupled.

18 COMMISSIONER ABERNATHY: When you're talking
19 about competing head to head, do you mean that once an
20 entity comes in, seeks ETC status, takes on the obligations
21 associated with being an ETC, that's competing head to head?
22 Is that what you would say?

23 MR. LUBIN: Yes, with one other constraint, which
24 is you're competing head to head for the primary line. See,
25 once you say competing for multiple lines, the whole -- it

1 just becomes thoroughly confusing.

2 COMMISSIONER ABERNATHY: And so --

3 MR. LUBIN: The reason --

4 COMMISSIONER ABERNATHY: And so then you -- would
5 you say select a carrier or select a line?

6 Administratively, what do you think --

7 MR. LUBIN: For me it's select a line and a
8 carrier. And the reason I say that is you're only going to
9 subsidize one.

10 COMMISSIONER ABERNATHY: Right.

11 MR. LUBIN: You're not going to subsidize two.
12 However, when I say that, I want to be clear as I do believe
13 you need to have a separate review as a good public policy
14 on the mobility in and of itself to upgrade that
15 infrastructure for mobility. That's a different question of
16 what USF is for.

17 COMMISSIONER ABERNATHY: But --

18 MR. LUBIN: And the answer might be -- yes, the
19 answer might be no.

20 COMMISSIONER ABERNATHY: But that question was
21 solved -- I thought addressed a long time about -- ago -- by
22 the FCC when, fundamentally, it awarded all these licenses
23 for rural America and did not provide any support and the
24 business models either supported investment or didn't
25 support investment.

1 But that's kind of different than when a wireless
2 carrier comes to the table and says, I now want to enter the
3 world of being a carrier of last resort and being authorized
4 to be classified as an ETC.

5 MR. GREGG: On the issue that was partially
6 raised by Commissioner Adelstein on the impact on the size
7 of the fund from limiting support only to single lines, to
8 primary lines, Mr. Reif, NASUCA estimated at page 2 of its
9 reply comments that limiting support to primary lines would
10 reduce the fund by 336 million dollars.

11 First off, is that correct? And do any of the
12 other parties have any other estimates of the impact? And I
13 would like to hear from Mr. Lubin concerning the impact of
14 his rebasing proposal for rural carriers, of limiting it
15 primary lines.

16 MR. REIF: You remember the comments very well.
17 That is a precise recollection.

18 MR. LUBIN: To me they're two issues. One is
19 the -- what's the incremental size of the fund? And, quite
20 candidly, for me the issue is not what the incremental size
21 of the fund would be today, I'm worried about once you
22 create a clear and bright rule such that the economic
23 incentives are going to be very clear and all of a sudden,
24 if it's for every line or connection, then I can see easily
25 that wireless would have a good business strategy to enter

1 very aggressively.

2 And what you see today is not what you're going
3 to see two years from now. And I can easily see -- based on
4 the fact that, you know, people want mobility -- I can see
5 easily the size of the fund easily growing by more than a
6 billion dollars.

7 The second question that has been raised, if I
8 understand it correctly, is what -- how much money would be
9 saved if we went to primary line. There are two ways of
10 implementing that -- I'm sure there's more than two ways --
11 but if you did that, I would estimate, since there's roughly
12 20 percent of the line -- households have second lines, we
13 haven't been able to figure out the business aspect because
14 that would also be another contributing factor -- but, just
15 rough justice, you would decrease it by roughly 20 percent.

16 But -- here's my but -- I've raised unintended
17 consequences on other issues, and let me talk about
18 unintended consequences on what I've described -- is that
19 what AT&T has suggested to minimize disruption that you can
20 keep the size of the fund where it is and just spread it
21 over primary lines, such that you are not disruptive in the
22 marketplace. The alternative is, roughly, rough justice,
23 lower than 20 percent.

24 Realizing -- and it was raised earlier -- if you
25 only support the primary line, there are 20 percent of the

1 households who have a second line. What do you do about
2 that? And you have to, I think, be prepared to say, okay,
3 I'm not going to give a subsidy to those second lines.

4 And it's not so much a day one issue, but it is a
5 going forward issue. Am I going to allow the rate for the
6 second lines to rise by virtue of the subsidy that they
7 otherwise would have gotten? In other words, it's one thing
8 to say, I'm going to subsidize the primary and not the other
9 lines, but if I do that, then, you know, if their costs are
10 high, you're going to have to give rate flexibility on that
11 second line.

12 So, what I'm just trying to highlight to you is,
13 you know, on each solution one has to look at the
14 consequences and that's one of the consequences that I see.
15 Obviously, there's many variations of what I'm talking
16 about, but that -- those are the kinds of things that we
17 have highlighted.

18 MR. GREGG: And that would be a state issue, what
19 carrier's charge in those particular states would be up to
20 each state.

21 MR. LUBIN: Again, multiple -- one answer is yes.
22 When it comes to -- I'm trying to be forthright with you.

23 MR. ROWE: Are you a lawyer or an economist?

24 MR. LUBIN: I am neither. Is that -- yes, on the
25 local side it could be a state issue, but, you know, I have

1 interstate slicks. I mean I don't know where the various
2 parties would come from. I mean some parties might say,
3 hey, it's in the interstate jurisdiction, if you're going to
4 do this I want flexibility on my interstate slicks. I don't
5 know. But I can see that as another option.

6 COMMISSIONER ABERNATHY: Although, don't you also
7 have to factor in -- I don't know, but I think that second
8 lines are generally priced well above the cost of actually
9 having a second line anyway, so then you have to factor all
10 that in.

11 MR. LUBIN: Yes. Now, yet that's a fair point.
12 And now the issue is really just how complicated do you want
13 to get. But I think that's a very valid point.

14 MR. LaFURIA: Mr. Gregg, if I might -- go ahead.
15 I'll follow you.

16 MS. GUYER: I think Joel raises a lot of dilemmas
17 that we had considered and that's why, ultimately, our
18 proposal was meant to reflect a measured, I guess, step
19 towards trying to contain the growth of the fund by going to
20 the issue of capturing the customer and then leaving the
21 multiple lines covered. It was a measured step, trying to
22 avoid a lot of these dilemmas.

23 Let me also mention that in the data that we had
24 looked at, it wasn't at 20 percent, I think it was closer to
25 15 percent. Perhaps we had different data that we rely on

1 in terms of customers who have multiple lines.

2 MR. LaFURIA: I think the testimony here thus far
3 that I've observed is that we are looking at a lot of
4 potentially unintended consequences, and it seems to me that
5 the first order of business should be to select the easiest
6 to implement and the most competitively neutral alternatives
7 to grow -- control growth of the fund.

8 And if moving ILECs to forward-looking economic
9 costs, implementing full portability, and capping support
10 and disaggregating support do the trick in the short term to
11 permit this transition period to occur that Mr. Wood talked
12 about, then we can avoid a number of the administrative
13 problems and potentially severe unintended consequences that
14 everyone here has talked about.

15 COMMISSIONER ABERNATHY: Go ahead.

16 MR. STAIHR: I was just going to add real
17 quickly -- and I just wanted to ask -- I understand
18 everything, Joel, you talked about, but how -- I don't
19 understand how your situation works with the situation I
20 described earlier with two people in the same house, each
21 with a primary line.

22 MR. LUBIN: I'll be glad to answer it -- I've got
23 two answers. One, legitimate issue. The issue exists today
24 when you have primary and non-primary slicks --

25 MR. STAIHR: Oh, they both paid the primary

1 slick.

2 MR. LUBIN: Okay, you know, then that -- if
3 that's a reasonable convention, then follow that reasonable
4 convention and develop a record and the records probably
5 there because you can say, hey, that's already the way it
6 works.

7 Now my point here is, there's over 3 billion
8 dollars that the companies are receiving and you need to
9 figure out a way to constrain the growth and if this is a
10 rational way to do that, then people who are receiving 3
11 billion are going to figure out rational ways and the most
12 economic way to administer it.

13 MR. ROWE: I'd like to change the topic if I
14 could and would appreciate hearing all of you fight about
15 the billing address question for a minute or two. Is that a
16 big issue or not? If it is an issue, is it appropriate to
17 require something and if so, what should that be and what
18 kind of verification should be required? Assuming there
19 will be a couple of different strongly held opinions on this
20 one.

21 MR. LaFURIA: Well, the wireless carrier -- I
22 guess maybe I should go first on this one. I'm -- whatever
23 method you select should be similar, if not the billing
24 address. That is, the billing address is administratively
25 simple, it's easily verifiable and auditable and it does the

1 job.

2 I believe this is a complete non-issue that has
3 been raised in the comments with respect to wireless
4 carriers. The most important thing is to ensure that
5 wireless carriers, or any other competitive carrier that
6 enters a high-cost market, spend those dollars where they
7 belong.

8 When you target a customer's billing address --
9 or residence address, whatever you use -- to a spot, and
10 that customer buys some enhanced package of service that
11 allows them to roam in New York, it's been alleged that,
12 well they're using a supported phone to have service in New
13 York. And that is simply not true.

14 Consumers who purchase services that allow them
15 to have nationwide functionality pay for that service out of
16 their own pocket. They pay incremental revenue. It would
17 be vertical services in the wire line parlance. So those
18 dollars coming in are not being used improperly.

19 They are only used improperly if a carrier takes
20 revenue dollars that are support and spends them in an
21 improper fashion. So as long as the dollars are being spent
22 in the targeted high-cost areas, then the purpose of the
23 program is being accomplished.

24 MR. GREGG: Mr. LaFuria, just to follow up over
25 on you. Would it be proper for a wireless carrier to serve

1 a customer with multiple locations throughout his service
2 territory, like an insurance company, and to have all those
3 bills delivered to a P.O. Box in a high-cost wire center,
4 and thus receive excessive high-cost support because of that
5 billing address?

6 MR. LaFURIA: Absolutely inappropriate. No
7 question about it. If that insurance company has an address
8 that is their primary billing address and that's what they
9 give a carrier, that's what should be used. Any carrier
10 that goes to a customer and says, if you use a P.O. Box over
11 here, I can get more support, that's absolutely
12 inappropriate.

13 And I -- you know, there's -- given what most of
14 these wireless carriers have at stake, I would think it
15 would be the kind of a risk and the kind of an activity that
16 would be extremely unlikely to occur.

17 MR. GREGG: Okay. Thank you, sir.

18 MR. STAIHR: If I could just follow up, it's just
19 as often that it happens the other way. If you've got
20 parents in Kansas City and their kid goes to school in
21 Tarkio, Missouri -- a little bitty town up in northwest
22 Missouri, which is a high-cost area -- the billing address
23 is in Kansas City -- not a high-cost area -- they get no
24 support for the phone, even though the phone is operated in
25 and using the facilities in a high-cost area.

1 So the billing address discrepancy works both
2 ways. I don't know if, on average, it tends to even itself
3 out, but I don't have any reason to believe one way or the
4 other.

5 COMMISSIONER ABERNATHY: Okay. Any last
6 questions? We're doing great, then. This is great. We'll
7 finish up -- this panel up -- a little bit early. That
8 allows a little bit more time for folks to get out and get
9 some lunch. The next panel starts again, I believe, at
10 1:30 --

11 MS. THOMPSON: One fifteen.

12 COMMISSIONER ABERNATHY: One fifteen? Oh, I
13 lied. One fifteen. So if the last panel could be back here
14 in the room at 1:15, we will start it. And I want to again
15 thank everyone for coming.

16 (Whereupon, at 12:00 p.m., the meeting was
17 recessed.)

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