

**Exhibit A**

**LexiSoft Declaration**

**DECLARATION OF ALEX SOYA  
ON BEHALF OF LEXISOFT, INC.**

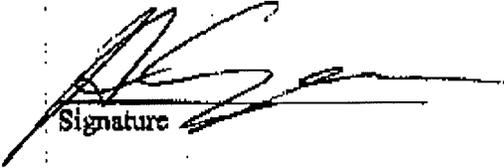
I, Alex Soya, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Alex Soya. I am the President of Lexisoft, Inc.. My business address is 2312 South Babcock Street, Melbourne, FL 32901.
2. As President of LexiSoft Inc. I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 70% small business, 25% medium business, and 5% residential customers.
7. Our company explored providing broadband ISP services through both the CableCo and Satellite company offering ISP services in our market. Our request for access to the CableCo's platform was completely ignored and we have received no cooperation from the Satellite provider.
8. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Alex Soya, the President Lexisoft, Inc., do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.



Signature

Alex Soya, President, LexiSoft, Inc.

December 18, 2004

Date

**Exhibit B**  
**CSSLA Declaration**

**DECLARATION OF Cliff LeBoeuf ON BEHALF OF Computer Sales & Services, Inc.**

I, Cliff LeBoeuf, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Cliff LeBoeuf. I am President of Computer Sales & Services, Inc. My business address is 1162 Barrow Street, Houma, LA 70360.
2. As President of Computer Sales & Services, Inc. I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.
4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or

*Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.

5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 30% residential, 60% small business, and 10% medium business customers.
7. Our company explored providing broadband ISP services through Time Warner and Charter, the two CableCos offering ISP service in our market. Our company initiated negotiations with these CableCos and negotiations went nowhere. Both CableCos flat out refused to allow us access to their platforms.
8. Our company has also experienced anti-competitive marketplace pricing by BellSouth, our wholesaler/competitor. Our current wholesale price for a DSL line exceeds BellSouth's retail prices for the same service. In addition, BellSouth provides installation and essential equipment to its DSL customers at costs lower than those charged to us. Our company simply cannot compete on a level playing field with our wholesaler/competitor, ultimately making our services less attractive to prospective customers.
9. Our company has also experienced BellSouth's anti-competitive marketplace practices, including what we would describe as "DSL slamming." For instance, at least 8-10 of our DSL customers have been contacted by BellSouth representatives in relation to

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telephone services, but our customers ended up having their DSL service solicited by BellSouth. We have only been successful in recapturing one of these "slammed" customers.

10. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Cliff LeBoeuf the President of Computer Sales & Services, Inc., do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
Signature

Cliff LeBoeuf  
Printed Name

President  
Title

Computer Sales & Services, Inc.  
Name of Company

12-17-04  
Date

**Exhibit C**

**SiteStar Declaration**

**DECLARATION OF JOSEPH ALBANESE  
ON BEHALF OF SITESTAR.NET, INC.**

I, Joseph Albanese, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Joseph Albanese. I am Executive Vice President of Sitestar.net, Inc. My business address is 29 W. Main Street, Martinsville, VA 24112.
2. As Executive Vice President of Sitestar.net, Inc. I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("LEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.

3. Based on this first-hand knowledge, the following information and experiences are described.
  4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
  5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
  6. The demographics of our company's ISP services are: 60% rural customers, 10% of which are small businesses and 90% are residential.
  7. Our company explored providing broadband ISP services through Adelphia, the predominant CableCo serving our market. We received no cooperation from Adelphia and negotiations were not fruitful. Adelphia completely ignored our company's request for access.
  8. Our company also explored providing broadband ISP services through iSat, a Satellite company offering ISP service in our market. Our company began offering iSat services but due to problems encountered with installation and reliability, most customers who signed up for the service have cancelled. Currently, our company serves less than 10 customers via iSat. In the final equation, the technology utilized by iSat was not the equivalent of our existing ILEC wholesale supplier.
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9. Our company has also experienced anti-competitive marketplace pricing by our ILEC wholesaler/competitor. Our company happily signed up as an ISP partner when our ILEC wholesaler/competitor launched its wholesale DSL program. However, over time our ILEC wholesaler/competitor reduced the retail price of its own DSL service to within \$10 and now \$5 of our company's wholesale costs. These pricing tactics result in a price squeeze, which if sustained over time will force our company, and others like it, out of business.

10. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Paul Allen the CEO of  
Name Title  
Sitelstar Int'l Inc.  
Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

Paul Allen  
Signature

Paul Allen  
Printed Name

CEO  
Title

Name of Company

12/23/04

Date

**Exhibit D**

**WebKorner Declaration**

**DECLARATION OF Jeffrey Scott Huffman  
ON BEHALF OF WebKorner Internet Services**

I, Jeffrey Scott Huffman, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Jeffrey Scott Huffman. I am Owner/President of WebKorner Internet Services. My business address is 1412-B East Blvd, No.171, Charlotte, NC 28203.
2. As Owner/President of WebKorner Internet Services I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 65% residential rural and low income, 20% small business, 5% small government township customers.
7. Our company explored providing broadband ISP services through Time Warner, the CableCo offering ISP service in our market. Our request for access to Time Warner's platform was ignored.
8. Our company investigated the possibility of providing service via Satellite. After investigation, we determined that Satellite service is not technologically comparable to landline broadband due to latency and inadequate upload/download speeds.
9. Our company has also explored obtaining DSL service from Alltel, a CLEC conducting business in our market (which is primarily BellSouth region). Unfortunately, Alltel serves a limited area within our market and therefore service is either unavailable or prohibitively priced. CLEC supplied DSL is not an option in our market.
10. Bottom line is that, in the markets we serve, there are no alternatives to BellSouth.

11. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, JEFFREY SCOTT HUFFMAN, the Owner/President of  
Name Title  
WEBKORNER INTERNET SERVICES,  
Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
Signature

JEFFREY SCOTT HUFFMAN  
Printed Name

Owner/President  
Title

WEBKORNER INTERNET SERVICES  
Name of Company

12/18/04  
Date

**Exhibit E**

**WTS Online Declaration**

**DECLARATION OF J. LARRY SUMMERS  
ON BEHALF OF WTS ONLINE, INC.**

I, J. Larry Summers, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is J. Larry Summers. I am the General Manager and Co-Owner of WTS Online, Inc. (“WTS Online”). My business address is 517 West Commerce, Brownwood, TX 76801. WTS Online is a small Internet Service Provider (ISP) serving rural Texas.
2. As the General Manager and Co-Owner of WTS Online I have first-hand knowledge of:
  - a. the company’s experiences in the competitive marketplace for its services;
  - b. the company’s service area and customer demographics;
  - c. the company’s experiences dealing with Verizon and other incumbent Local Exchange Carrier (“ILEC”) suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company’s experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers (“CLECs”) and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of Verizon and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.
4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer*

*Inquiry* requirements to obtain access to Verizon and/or other ILEC wholesale transmission services which are essential to provide broadband ISP and PRI services to our existing and prospective customers.

5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to Verizon and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. Currently there are two methods of delivering broadband to consumers; one is via cable modem and the other through telephone wires (DSL). Yes, there is limited service available via fixed wireless using regulated and unregulated bandwidth, but that methodology has a very limited footprint. And yes, there are all sorts of possible new sources to include distribution via power lines and through G3 technology, but neither is likely to have much of an impact for years. Moreover, it should be noted that the two largest wireless providers are Verizon and SBC/BellSouth. 802.11 as a delivery method has limited availability and suffers from reliance on unregulated spectrum and conflicts between providers. Satellite, as a delivery medium, suffers from the need for high price and issues with transmitters. Moreover, cable is not ubiquitous. Rather, it is telephone wires that ARE ubiquitous.
7. Our experiences with Verizon lead us to believe that Verizon has successfully embarked on a course to restore its monopoly powers and stranglehold on wire line telecommunications within its geographical territories.
8. Today, Verizon is attempting to take over as much of the Internet Service business as possible while killing off as much other competition as possible. Verizon's Petition is its

latest attempt to control 100% of the data that moves over "their" wires in the form of broadband DSL or such other services, as they deem appropriate and profitable.

9. Verizon's Petition, if granted, will guarantee the demise of rural Internet providers within Verizon's territory. This means the reduction in the availability of general computer technology in rural areas, higher prices for consumers and less choice. We view Verizon's Petition as a request to the FCC to officially "bless" Verizon's take over of the final 10% of the business they do not yet completely own.
10. Already, Verizon is willing to sell at retail below its cost of doing business. In such an environment, competitors have no hope of competing. In fact, Verizon's business practices and predatory pricing has caused my company to lose 20% of its business base and cash flow over the course of the past year.
11. The examples of monopolistic anti-competitive behavior are plentiful. Verizon has retail and wholesale contracts with independent providers at a cost that is higher than their lowest priced "retail" bundled price and an unbundled price little more than the wholesale price. The result is that over 90% of DSL customers have chosen to save money by taking the lower price from the unregulated subsidiary instead of an independent.
12. Today, Verizon has an unregulated subsidiary that competes in the open market with companies that have a wholesale (or retail) contract with Verizon for the same service. The Verizon subsidiary, Verizon Online (and only Verizon Online), enjoys the following:
  - a. Each caller to the business office of the phone company hears a pitch for DSL and referrals ONLY go to Verizon Online. It doesn't matter if you are calling for new service, to pay a bill, or whatever, you will hear a pitch for Verizon Online through music-on-hold or from the representative with whom you speak.

- b. Verizon field personnel receive credits for referrals that result in the installation of DSL, but only in areas where Verizon Online operates and only if the customer subscribes to Verizon Online. Some field personnel are quick to allege that repairs will be more prompt and successful if the subscriber switched to Verizon Online - this is done during repair procedures advanced by wholesale contractors.
- c. Verizon.com features prominent mention of DSL on its home pages - and links to Verizon Online exclusively.
- d. Verizon offers "bundles" that include VOL DSL service at a discount. I understand this is not illegal or against regulations - but should be if true competition is to work. In most rural areas, there are no VIOP alternatives to Verizon's ability to bundle.
- e. Verizon telemarketers, presumably under contract with Verizon Online, contact each Verizon retail customer, including those currently serviced by another company under a Verizon LEC DSL contract and, when they discover that one of "Their competitors" is furnishing service, offer discounts if the customer will switch. By "Their competitors," I mean those of us with a wholesale or retail contract with Verizon.
- f. Verizon Online can turn in an order to switch a Verizon DSL customer from another provider to themselves without challenge.
- g. Many Verizon LEC repair personnel have a DSL modem as part of their issued equipment. Sometimes, the same modem is left at a customer premise when a VOL customer's modem has failed.
- h. Verizon Online calls each new customer WTS Online turns in with a lower price offer. One of my customers received 52 calls in a single month.
- i. All of the above practices are limited to Verizon Online.

13. And that isn't the only area where it would appear that Verizon Online benefits from its relationship with Verizon in ways that unaffiliated ISPs do not. We have no way of knowing when, or if, Verizon will turn on a given location for DSL until that location suddenly gets a response in the database. Typically, we find out that a new area is now open because a customer will call reporting that Verizon has attempted to sell them DSL.
14. Verizon also delays provisioning service for non-affiliated ISPs in order to allow Verizon Online to launch first. This type of activity resulted in the loss of numerous customers to Verizon Online.
15. Verizon does offer wholesale contracts, but the price exceeds the lowest retail cost provided by Verizon Online through bundled and unbundled arrangements. Verizon now offers a very low price for some business customers, \$39.95, and allows the first three months FREE with no installation charge. A wholesale customer of Verizon cannot compete with those prices unless they are willing to sell below cost indefinitely.
16. Through business practices and predatory pricing, it would appear that Verizon is determined to eliminate as much competition as they possibly can and in fact, Verizon Online controls 90% of DSL business done through Verizon at this time. While Verizon says that wholesale customers are good for business, it takes steps to insure that no wholesale customer can compete with the prices charged by Verizon's owned subsidiary. Actions speak louder than words, and what Verizon does is far more convincing than what Verizon says.
17. Verizon has also slammed our customers. In one case, we initiated an order for residential DSL service to the owner of a company we service as a business DSL customer. In due course, we received notification that the order was complete. It didn't work. Repeated calls

to Verizon for repair went nowhere. We thought the problem was associated with an extremely old demark box on the side of the house. A Verizon field tech told the customer that if they had been on Verizon Online, their problem would have been solved a long time ago. He gave her a number to call. The Verizon Online representative, who identified himself or herself as "Verizon," promised to fix the problem with the customer's permission. A few days later, the customer gets a modem and I get an email notifying me of the customer's change in service. In another case, a customer's grandson supposedly authorized a change to VOL. The customer was seriously irate with VOL because of that and he immediately cancelled the change and reported the problem to me when he found out through the receipt of an email from VOL.

18. Verizon is well aware of the situation and is doing absolutely nothing to stop it. I have been told that nothing can be done about the vast number of complaints on this subject.
19. When one of Verizon Online's customers has a problem with her system other than connectivity, Verizon will often recommend that the customer take the computer to a local repair shop. In rural areas, more often as not, the local ISP is the local computer shop. I should note that most national providers will not provide a high level of computer help and that doesn't matter much in urban areas. It does matter in rural locations where computer repair shops are few and far between.
20. As more and more rural providers go bankrupt because they are unable to compete, consumers have fewer options for computer service. In urban areas, there is always going to be plentiful computer help at some pricing level. But as rural Internet providers are killed off due to a lack of ability to compete, the same level of computer help just isn't going to be available.

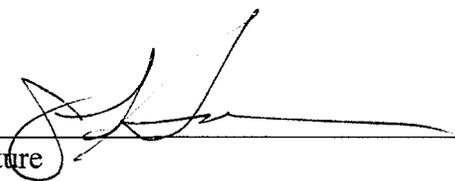
21. When Verizon Online started offering DSL at a rate that I could not match, they have been able to convert roughly 20% of my customer base to their service. Reductions in staff and expenses (including health insurance) have allowed me to survive for a little while longer. But as more and more customers migrate to what I believe to be the temporarily low rates of Verizon Online, I will be under more and more bankruptcy pressure. As a result, rates for computer repair will rise. As a combined business, we are able to spread our overhead over both the Internet business and computer repair. As just a computer repair shop, we would have to charge about 80% more on average for repairs to stay in business – assuming consumers could afford the rates. Simply put, a lot of people need the one-on-one attention that an independent ISP can provide, attention that is simply not available from large, national providers like Verizon. As market share for those small, independent companies is reduced because of several factors, not the least of which is predatory pricing by Verizon, the ability of the independent to provide service is not only eroded, but is reduced to the point where they cannot survive.
22. I was able to compete on a level playing field with Verizon Online's prices, until they reduced their prices to the point where I cannot compete because I pay Verizon more than Verizon Online charges for ISP service in some cases, and in other cases, the four or nine dollar margin isn't enough to even provide bandwidth due to the cost of bandwidth in rural areas plus Verizon's charges for connecting that bandwidth to their DSL "Cloud."
23. If past Verizon behavior is any indication, the ISP industry, as we know it, will be history.
24. Verizon has adopted business practices calculated to destroy their wholesale customer base, which runs counter to the Communications Act and the directives of the Commission.

25. It seems likely that broadband services will eventually become a duopoly with cable companies on the one hand and Local Exchange Carriers on the other. Scattered pockets of 802.11 competition and some regulated spectrum cell phone operators will attempt to compete plus expensive satellite service will have some few customers, but mainly most consumers and business will be forced to look to the offerings of cable or Telco for broadband Internet access. Given the fact that cable is NOT ubiquitous and that telephone wires ARE, a very large group of consumers will be left with no choice except the local telephone company.
26. As independent Internet providers continue the current rate of business failure in rural areas, customer service will be reduced, consumers will have fewer choices and prices will go up for basic computer service, if available at any price.
27. Without question, competition has created innovation. Forbearance will stifle what competition still exists in the face of Verizon's predatory pricing and anti-competitive business practices.
28. Innovation, customer service and the cost of product is best served by competition.
29. I submit that Verizon's petition for Forbearance is not in the public interest.
30. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by Verizon.

**[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]**

I, J. Larry Summers, the General Manager and Co-Owner of WTS Online, Inc., do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
\_\_\_\_\_  
Signature

J. L. Summers  
\_\_\_\_\_  
Printed Name

General Manager  
\_\_\_\_\_  
Title

WTS ONLINE, INC  
\_\_\_\_\_  
Name of Company

FEB 7 2004  
\_\_\_\_\_  
Date

**Exhibit F**

**Kinex Declaration**

**DECLARATION OF James Robert Garrett  
ON BEHALF OF Kinex Networking Solutions, Inc.**

I, James Robert Garrett being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is James Robert Garrett. I am the President of Kinex Networking Solutions. My business address is 110 Fourth Street, Farmville, Virginia 23901
2. As President of Kinex Networking Solutions, Inc., I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 53% residential and 47% small business. At present, there is no cable access to the vast majority of the small business segment of the market our company serves.
7. Our company explored providing broadband ISP services through Charter, the CableCo offering ISP service in our market. Our company initiated negotiations with Charter sales personnel and these negotiations went nowhere. Charter absolutely refused to allow our company any access to its platform.
8. Our company attempted to provide DSL through a CLEC subsidiary. However, with the disappearance of line-splitting and the cost of line-sharing reaching nearly \$40 per loop in our market, the CLEC option has not been profitable.
9. Our company has researched the availability of Broadband over Power Lines ("BPL"). However, the local utility company rolling out BPL is only in the testing stages and is not interested in providing wholesale services at this time.

10. Our company has also experienced anti-competitive marketplace pricing by our ILEC wholesaler/competitor. Our current wholesale price for a DSL line exceeds the \$24.95 retail price of our ILEC wholesaler/competitor's DSL service by over \$10 per line. In addition, our ILEC wholesaler/competitor provides its customers with free modems. Our company cannot offer our customers the same deal, ultimately making our services less attractive to prospective customers.
11. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, James R. Garrett, the President of Kinex Networking Solutiouons, Inc.,

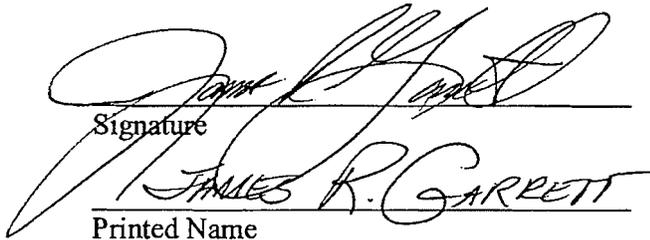
Name

Title

Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
Signature

JAMES R. GARRETT  
Printed Name

PRESIDENT  
Title

KINEX NETWORKING SOLUTIONS, INC.  
Name of Company

12/16/04  
Date

**Exhibit G**  
**Bayou Declaration**

**DECLARATION OF Paul Vingiello  
ON BEHALF OF Bayou Internet**

I, Paul Vingiello, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Paul Vingiello. I am the Operations Manager of Bayou Internet Inc.. My business address is 1109 Hudson Lane, Monroe, LA 71203.
2. As Operations Manager of Bayou Internet I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 50% rural, 30% small business and 20% residential (Ouachita Parish) customers.
7. Our company explored providing broadband ISP services through Time Warner, the CableCo offering ISP service in our market. Our company initiated negotiations with Time Warner and I personally met with Time Warner's regional manager. My request for access to Time Warner's platform was referred to management, but no one ever responded and therefore negotiations went nowhere. Even if my inquiry was returned, I have heard from other sources that Time Warner is not interested in partnering with any more independent ISPs, regardless of the terms.
8. Our company currently provides broadband ISP services to appx. 50 customers via a Satellite company that offers ISP service in our market. Our experiences selling our ISP services through Satellite over the past one and a half years have been poor. First, the upfront equipment costs the Satellite company requires customers to pay are unattractive and, second, the technology utilized is not the equivalent of our existing

ILEC wholesale supplier. In other words, the upload/download speeds simply were not comparable and is not satisfactory to our existing or prospective customers.

9. Our company has explored obtaining DSL service from CenturyTel, which is the only CLEC conducting business in our market. CenturyTel obtains DSL at the same prices our company does because it, too, must purchase from BellSouth. We found that providing our services through CenturyTel was not feasible for two reasons: First, CenturyTel refused to provide security control unless the customer account was in CenturyTel's name and, second, because CenturyTel did not provide service to the rural communities our company serves.
10. Bottom line is that in the markets we serve, there are no alternatives to BellSouth.
11. Our company has also experienced BellSouth's anti-competitive marketplace tactics. As one example of many situations, BellSouth disconnected our DSL customer without cause or reason. BellSouth then contacted our DSL customer and informed him that BellSouth could restore service within 24 hours if the customer switched to BellSouth.net, but if they remained with our company it would take up to five (5) days to restore service. This is just one of many examples of BellSouth's anti-competitive acts our company has experienced.
12. Our company provides services to our Internet customers that BellSouth does not offer such as programming and installing routers and firewalls. Our rural business customers do not have personnel with the expertise to handle such technical issues. The customers I am referring to include many banks, several rural hospitals, doctor's offices, farmers and others that are a vital part of our rural economy. Being able to provide Internet

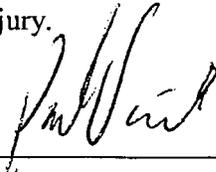
service is the backbone of our business model. Without the ability to provide Internet services, we would not be able to stay in business to provide the other services.

13. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Paul Vingiello, the Operations Manager of Bayou Internet Inc.

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.



\_\_\_\_\_  
Signature

Paul Vingiello  
Printed Name

Operations Manager  
Title

Bayou Internet Inc.  
Name of Company

12/16/04  
Date

**Exhibit H**

**GoldCoast Declaration**

**DECLARATION OF Bill Heinz  
ON BEHALF OF TampaBay DSL, Inc. and GoldCoast DSL, Inc.**

I, Bill Heinz, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Bill Heinz. I am Vice President of TampaBay DSL, Inc. and GoldCoast DSL, Inc. My business address is 5151 W. Rio Vista Ave, Tampa, FL 33634.
2. As Vice President of TampaBay DSL, Inc. and GoldCoast DSL, Inc. I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 65% small business, 5% medium business and 30% residential customers.
7. Our company explored providing broadband ISP services through Time Warner, the CableCo offering ISP service in our market. Our company initiated negotiations with Time Warner shortly after the company merged with AOL. Our request for access to Time Warner's platform was met with the following response: AOL/Time Warner is only interested in allowing 1 regional ISP and 1 national ISP access to its platform to satisfy the FCC's requirements, we have met these requirements and we are not interested in any more inquiries from independent ISPs.
8. Our company investigated Broadband over Power Lines and Satellite. Our research concluded that BPL is not available in our market and that Satellite service is not technologically comparable to landline broadband due to latency and inadequate upload/download speeds. Our core target audience is businesses. There is virtually no

way to serve businesses with satellite, especially in downtown areas, where there is no line of sight. There is also a very small penetration of cable internet into business areas.

9. Our company has also explored obtaining DSL service from CLECs conducting business in our market. Due to the prohibitive cost of building a facilities based DSL offering, they only cover a very small fraction of our serviceable area. Unfortunately, due to pricing CLECs must pay to access BellSouth's network, providing our ISP services through CLEC supplied DSL is not price competitive. It is therefore not a viable option in our market.
10. Bottom line is that, in the markets we serve, there are no alternatives to BellSouth or Verizon.
11. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Bill Heinz, the Vice President of  
Gold Coast DSL and Tampa Bay DSL,  
Name Title Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
Signature

Bill Heinz  
Printed Name

Vice President  
Title

Gold Coast DSL and Tampa Bay DSL  
Name of Company

12-17-04  
Date

**Exhibit I**  
**ECSIS Declaration**

**DECLARATION OF ROBERT E. MAYFIELD  
ON BEHALF OF ECSIS.NET, LLC**

I, Robert E. Mayfield, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

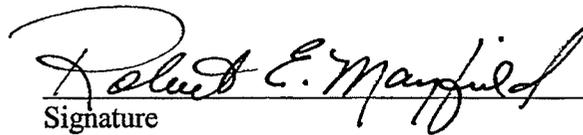
1. My name is Robert E. Mayfield. I am Managing Partner of ECSIS.NET, LLC. My business address is 640I Hwy. 51 Bypass E; Dyersburg, Tennessee 38024.
2. As Managing Partner of ECSIS.NET, I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 15% city/county government, 35% small business, 10% medium business, and 40% rural/residential customers.
7. Our company explored providing broadband ISP services through CableOne, the CableCo offering ISP service in our market. Our company initiated negotiations with the CableOne and these negotiations went nowhere. CableOne absolutely refused to allow our company any access to its platform.
8. Our company has also experienced anti-competitive marketplace practices by our ILEC wholesaler/competitor. On numerous occasions, our company has experienced what we would describe as "slamming." For instance, BellSouth service representatives "solicit" Internet/DSL business from our customers when one of our customers calls BellSouth regarding problems with their telephone service.
9. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Robert E. Mayfield, the Managing Partner of ECSIS.NET, LLC,  
Name Title Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.



Signature

Robert E. Mayfield  
Printed Name

Managing Partner  
Title

ECSIS.NET, LLC  
Name of Company

December 16, 2004  
Date

**Exhibit J**  
**COL Declaration**

**DECLARATION OF GARY CARR  
ON BEHALF OF COL NETWORKS, INC.**

I, Gary Carr, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Gary Carr. I am President of COL Networks, Inc.. My business address is 705A Wesley Pines Rd, Lumberton, NC 28358.
2. As President of COL Networks, Inc. I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 60% rural and low income residential and 40% small business customers.
7. Our company explored providing broadband ISP services through Time Warner, the CableCo offering ISP service in our market. Our company initiated negotiations with the Time Warner and these negotiations went nowhere. Time Warner never so much as responded to our request for access to its platform.
8. Our company also explored providing broadband ISP services through a Satellite company offering ISP service in our market. Our exploration concluded abruptly when we determined that the technology used by the Satellite company was not technologically comparable to landline service. In other words, the upload/download speeds simply were not comparable and would not be satisfactory to our existing or prospective customers.
9. Our company has also experienced anti-competitive marketplace pricing by our ILEC wholesaler/competitors. Our current wholesale price for a DSL line is nearly three

times BellSouth's "DSL Lite" service, which retails for \$9.95 per month. Both Sprint and BellSouth wholesale pricing far exceeds the retail pricing available to their own customers. Our company cannot offer our customers the same deals, ultimately making our services less attractive to prospective customers.

10. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Gary Carr, the President of COL Networks, Inc,

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
\_\_\_\_\_  
Signature

Gary Carr  
\_\_\_\_\_  
Printed Name

President  
\_\_\_\_\_  
Title

COL Networks, Inc.  
\_\_\_\_\_  
Name of Company

12/15/2004  
\_\_\_\_\_  
Date

**Exhibit K**

**Supernova Declaration**

**DECLARATION OF TERRY L. MILLER  
ON BEHALF OF SUPERNOVA SYSTEMS, INC.**

I, Terry L. Miller, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Terry L. Miller. I am President of Supernova Systems, Inc. My business address is 360 N. Main Ste G, Bluffton, IN 46714.
2. As President of Supernova Systems, Inc. I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 50% medium sized businesses and 50% rural residential customers.
7. Our company explored providing broadband ISP services through the CableCo offering ISP service in our market. Our company initiated negotiations with the CableCo and these negotiations went nowhere. The CableCo summarily rejected our request for access to its platform.
8. Our company has also experienced anti-competitive marketplace pricing by our ILEC wholesalers/competitors. Our ILEC wholesalers/competitors sell retail DSL services below what it costs our company to purchase the same services at wholesale.
9. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Terry L. Miller, the President of  
Name Title  
Supernova Systems, Inc.  
Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
\_\_\_\_\_  
Signature

Terry L Miller  
\_\_\_\_\_  
Printed Name

President  
\_\_\_\_\_  
Title

Supernova Systems, Inc  
\_\_\_\_\_  
Name of Company

12/16/04  
\_\_\_\_\_  
Date

**Exhibit L**

**Computer Office Solutions Declaration**

**DECLARATION OF Faisal Imtiaz ON BEHALF OF Computer Office Solutions, Inc.**

I, Faisal Imtiaz, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Faisal Imtiaz. I am President and Founder of Computer Office Solutions, Inc. My business address is 7266 S.W. 48 Street, Miami, Florida, 33155.
2. As the President of Computer Office Solutions, Inc., I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.
4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or

*Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.

5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 80% residential or small business, 15% medium sized business, and 5% large business.
7. Our company explored providing broadband ISP services by purchasing wholesale transmission services from the predominant CLEC in our market. We received no cooperation from the CLEC and negotiations were not fruitful. The CLEC felt no obligation nor was it compelled, either by regulation or competitive forces, to "share" with our company.
8. Our company does currently maintain some line sharing arrangements with a limited number of CLECs. These relationships arose as a result of the *Triennial Review Order*. Our company's experiences show that non-facilities based CLECs have been more cooperative and interested in working with us to provide services to end users than facilities-based CLECs. Our company is therefore very concerned that any reduction in the ability of non-facilities based CLECs to access ILEC networks at just, reasonable and non-discriminatory rates, terms and conditions will harm its ability to continue providing ISP services to our customers.

9. Our company has also experienced anti-competitive marketplace pricing by our ILEC wholesaler/competitor. BellSouth's aggressive discounts from the retail prices, purchase of bundled service and long term contracts (3 years) allows for very little differential between these discounted prices and our company's wholesale costs. As such, BellSouth's pricing tactics create a tremendous amount of business pressure on our company simply to sustain our customer base and maintain the existence of our company.
10. From our perspective, it appears very easy for the BOCs to sustain heavy losses in one division and yet offset them from profits made from another division (e.g., sustained losses from the DSL/Broadband Division are offset from the profits gained from their Local, Long Distance, and Business Data Divisions). Due to this ability to cross-subsidize, we believe BellSouth is able to maintain artificial market pressure (engage in price squeeze) on smaller competitors such as independent ISPs, including our company.
11. The medium term effects of these anti-competitive pricing tactics are clearly visible, i.e., large ISPs are exiting the BroadBand Business: Direct TV exited Broadband in 4Q/2002, MSN exited Broadband in Q1/Q2/2003, and AOL is exiting by Q1/2005. The longer term effects, if not addressed, will force smaller ISPs out of business as well. Granting BellSouth's Petition will only accelerate the demise of small independent ISPs.
12. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Faisal Imtiaz, the President of Computer Office Solutions, Inc.,  
Name Title Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

Faisal Imtiaz  
Signature

FAISAL IMTIAZ  
Printed Name

PRESIDENT  
Title

COMPUTER OFFICE SOLUTIONS, INC  
Name of Company

16<sup>th</sup> DEC, 2004  
Date

**Exhibit M**

**Mecklenburg Communications Declaration**

**DECLARATION OF PAULA WILBOURNE  
ON BEHALF OF MECKLENBURG COMMUNICATIONS SERVICES**

I, Paula Wilbourne, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Paula Wilbourne. I am ISP Coord. [INSERT TITLE] of Mecklenburg Communications Services. My business address is 11633 Hwy 92 Chase City VA 23929 [INSERT ADDRESS].
2. As ISP Coord. [INSERT TITLE] of Mecklenburg Communications Services I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with Verizon and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of Verizon and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to Verizon and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to Verizon and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 85% rural, 10% small business and 5% medium business.
7. Our company explored providing broadband ISP services through a Satellite company offering ISP service and a utility company offering Broadband over Power Lines in our market. Through such exploration our company concluded that providing service via either the Satellite or utility company would be cost-prohibitive, particularly in the rural areas served by our company. Negotiations for access therefore failed to result in any agreements.
8. Our company has also experienced anti-competitive marketplace practices by Verizon, our ILEC wholesaler/competitor. We've experienced everything from below wholesale cost pricing to intentionally slow installations. When Verizon wins a customer from us, installation is complete in a matter of days. When we request Verizon installation for one of our customers, it can take over 30 days. All of these practices make our services less attractive to prospective customers than Verizon's.

9. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by Verizon.

I, Paula Wilbourne, the ISP Coord. of Mecklenburg Communication Services Inc.

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

Paula Wilbourne  
Signature

Paula Wilbourne  
Printed Name

ISP Coord.  
Title

Mecklenburg Communication Services Inc  
Name of Company

2-4-05  
Date

**Exhibit N**

**WCK Declaration**

**DECLARATION OF Philip M. Decker  
ON BEHALF OF World of Computers of Kinston, Inc.**

I, Philip M. Decker, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Philip M. Decker. I am President of World of Computers of Kinston, Inc. My business address is 1685 Highway 258 North, Kinston NC 28504
2. As President of World of Computers of Kinston, Inc., I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 70% low income residential, 20% middle income residential and 10% small business.
7. Our company explored providing broadband ISP services through the Satellite company offering ISP service in our market. This exploration did not progress very far because of two reasons: First, the wholesale pricing offered by the Satellite company was unattractive and, second, the technology utilized was not the equivalent of our existing ILEC wholesale supplier. In other words, the upload/download speeds simply were not comparable and would not be satisfactory to our existing or prospective customers.
8. Our company has also experienced anti-competitive marketplace pricing by our ILEC wholesaler/competitor. Our current wholesale price of \$25.00 for a DSL line exceeds the \$24.95 retail price of our ILEC wholesaler/competitor's DSL service. In addition, our ILEC wholesaler/competitor provides its customers with free modems. Our company cannot offer our customers the same deal, ultimately making our services less attractive to prospective customers.

9. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, PHILIP M. DECKER, the PRESIDENT of WORLD OF COMPUTERS OF KINSTON, INC.

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

Philip M. Decker  
Signature

PHILIP M. DECKER  
Printed Name

PRESIDENT  
Title

WORLD OF COMPUTERS OF KINSTON INC.  
Name of Company

12/20/04  
Date

**Exhibit O**

**C-N-S Declaration**

**DECLARATION OF TROY BOURQUE  
ON BEHALF OF Computers-N-Service Internet, Inc.**

I, TROY BOURQUE, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is TROY BOURQUE. I am President of Computers-N-Service Internet, Inc.. My business address is 314 Chennault St. Morgan City, LA 70380.
2. As President of Computers-N-Service Internet, Inc. I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.
4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or

*Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.

5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 1% large business DSL, 30% small business DSL, and 69% residential. 100% of our customers live in rural Louisiana and 95% of these customer live or work in economically depressed areas. We serve BellSouth area codes 985, 504 and 337.
7. Our company has experienced anti-competitive marketplace tactics and pricing of BellSouth, our ILEC wholesaler/competitor, for example:
  - a. Hanging of "Fast Access" door hangers by the BellSouth technician installing a DSL circuit for us;
  - b. Calling our customers telling them their "Fast access" service is ready and they can connect the modem they received in the mail. This practice devalues us in the eyes of customer. It also causes confusion and frustration on the customer side since these calls would happen before we were notified that the service was complete;
  - c. Bundling and packaging DSL below wholesale cost and leveraging other services, like local dial-tone and long distance to win DSL business;

- d. BellSouth stopped deployment of additional service speeds on the PVC in an effort to focus on the EUA products which are of more benefit to the large ISP because this uses RADIUS verses sub-interfaces on routing equipment and particularly their on own DSL offering. The PVC product could be delivered at a higher speed with less load on the Bellsouth infrastructure, but it is sold to ISP at the highest cost per delivery rate and only one delivery speed;
  - e. BellSouth leverages its customer service personnel and engages in "slamming." When an end user calls for problem with their phone line, not a DSL problem, BellSouth's representatives pitch Bellsouth "Fast Access" DSL. If the end user mentions that the telephone line problem is affecting their DSL service, they are often told that switching to "Fast Access" will solve the problem.
8. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.



**DECLARATION OF BRETT TAMBLING  
ON BEHALF OF ACCELERATED DATA WORKS, INC.  
dba ACCELERATION**

I, Brett Tambling, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Brett Tambling. I am President of Acceleration. My business address is 2831-B NW 41<sup>st</sup> Street Gainesville, Florida 32606.
2. As President of Acceleration, I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with BellSouth and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of BellSouth and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.
4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or

- Computer Inquiry* requirements to obtain access to BellSouth and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to BellSouth and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
  6. The demographics of our company's ISP services are: 25% large business, 70% small business, and 5% residential.
  7. Our company explored providing broadband ISP services through Cox Communications, the CableCo offering ISP service in our market. But no progress has been made towards obtaining access to Cox's platform. According to Cox and due to "technical limitations", only resale of their retail product was made available to us and with very thin margins. In other words, Cox would not agree to provide access to their infrastructure as part of an interconnection agreement. They only wanted us to sell their retail product for them and in essence, become sales agents for them.
  8. Our company has also investigated Broadband over Power Line technology. Currently, BPL is experimental and not deployed or commercially available in our service area.
  9. Our company purchases service from several CLECs, including Covad Communications, New Edge Networks, GRUCom, Progress Telecom, and Choice One. These relationships arose primarily as a result of the *Triennial Review Order* and FCC decisions regarding unbundled network elements (UNEs), "line sharing" and "line splitting." Our access to provide ISP service to our customers is dependent on our

CLEC partners' ability to sustain affordable access to essential ILEC facilities.

Therefore, our company is very concerned that any reduction in the ability CLECs to access ILEC networks at just, reasonable and non-discriminatory rates, terms and conditions will harm our ability to continue providing ISP services to our customers.

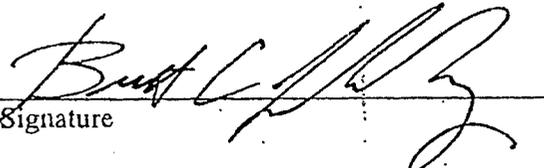
10. Our company has also experienced anti-competitive marketplace tactics and pricing of our ILEC wholesaler/competitor:

- a. Retail pricing of shared-line ADSL service has dropped so low, it's difficult to use the wholesale pricing model and be competitive. The ILEC's have continued to drop their retail pricing, while maintaining wholesale pricing at the same rates. In some cases, retail pricing is currently lower than wholesale pricing!
- b. We would like to consider building out as a facilities-based CLEC, co-locating and purchasing "shared line" and "UNE" access for significantly reduced pricing. However, the constant changes to telecom regulations in favor of "the Bells" the past two-years has made that a very risky (and prohibitively expensive) business model. We feel we are always one regulations change away from having access to the ILEC facilities taken away, whether that be some form of "line sharing", "line splitting", "UNEs", or other services specified in tariff. This makes it impossible to develop a solid business plan and justify investment of capital where access to these facilities is not guaranteed and could change at any time. I feel these constant changes to telecom regulations are purposeful in nature, keeping independent ISP's and CLEC's in a 'waiting mode', afraid to invest in any significant network deployments or technical innovations that might otherwise allow them to be more competitive with the ILEC's.

11. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by BellSouth.

I, Brett Tambling, the President of Acceleration, do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.



Signature

Brett Tambling  
Printed Name

President  
Title

Accelerated Data Works, Inc. dba Acceleration  
Name of Company

12/17/04  
Date

**Exhibit Q**

**Internet Junction Declaration**

**DECLARATION OF Mary Rickert  
ON BEHALF OF INTERNET JUNCTION**

I, Mary Rickert, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Mary Rickert. I am Vice President of Marketing & Sales of Internet Junction. My business address is 12807 W. Hillsborough Ave. Tampa, FL 33635
2. As of Internet Junction I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with Verizon and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of Verizon and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to Verizon and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to Verizon and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 60% residential and 40% business. Of the business customers, about 70%% are small businesses and 30% medium businesses.
7. Our company was one of the few small independent ISPs that was able to establish a relationship with Time Warner pursuant to the Time Warner/AOL merger, thus allowing us to provide cable Internet access through their network. We were approved by the FTC and have been offering cable Internet access since 2002. While we were successful, we are the exception to the general rule – the vast majority of our counterparts in the industry were unable to obtain such access in 2002. Moreover, our success is not attributed to marketplace forces, but instead is directly linked to the FTC Conditions that were attached to the AOL/Time Warner merger approval. Today, over three years removed from the merger, our company believes that the arrangement we have with Time Warner is still extremely rare.

8. Despite our access to Time Warner's network, our company still relies on Verizon and, like other ISPs, we have experienced Verizon's anti-competitive marketplace pricing. Verizon sells DSL to their retail customers for less than the wholesale cost offered to us, even with volume pricing plans. We have great difficulty in maintaining any profit margins and have an inability to compete with the bundled packages that phone companies are able to offer.
9. In addition, many of our customers have experienced slamming. While we were actively working with Verizon to convert customers from retail to wholesale plans (in order to save them money), some of our customers were unknowingly, and without customer permission, switched over to Verizon DSL service by Verizon.
10. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by Verizon.

I, Mary Rickert, the Vice President of Marketing & Sales of  
Name Title  
 Internet Junction Corporation \_\_\_\_\_,  
Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

Mary Rickert  
 Signature  
MARY RICKERT

Printed Name

VP. OF MARKETING & SALES

Title

INTERNET JUNCTION CORPORATION

Name of Company

2/7/05

Date

**Exhibit R**

**Intelligence Network Declaration**

**DECLARATION OF SUZANNA PILAT  
ON BEHALF OF INTELLIGENCE NETWORK ONLINE**

I, SUZANNA PILAT, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is SUZANNA PILAT. I am VICE PRESIDENT of Intelligence Network Online. My business address is 1224 ROGERS ST., CLEARWATER, FL 33756.
2. As VICE PRESIDENT of Intelligence Network Online I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with Verizon and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of Verizon and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.
4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or

*Computer Inquiry* requirements to obtain access to Verizon and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.

5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to Verizon and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 30% residential and 70% small businesses.
7. Our company explored providing broadband ISP services through Time Warner (now Bright House) the CableCo offering ISP service in our market. Our company initiated negotiations with Time Warner, but these negotiations went nowhere. Time Warner would not permit us to access its platform to provide our services.
8. We also investigated providing service over Broadband Power Lines (BPL). However, after contacting the power company serving our area, we were informed that they have no plans to deploy BPL at this time.
9. Our company has also experienced anti-competitive marketplace pricing by Verizon, our ILEC wholesaler/competitor. Verizon sells DSL, frame relay and point-to-point circuit pricing to their retail customers for less than the wholesale cost offered to us. Also, by packaging "deals" that include internet and voice services, it becomes cost-prohibitive for us to compete. Our company cannot offer our customers the same deals, ultimately making our services less attractive to prospective customers. In addition, their resale "minimums" are so high that there is no way that anyone could ever commit

to them. Verizon has also contacted many of our customers, repeatedly, in an attempt to have them switch their service.

10. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by Verizon.

I, Suzanna Pilat, the Vice President of Intelligence Network Online,  
Name Title Company Name

do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

  
Signature

Suzanna Pilat  
Printed Name

Vice President  
Title

Intelligence Network Online  
Name of Company

Feb. 7, 2005  
Date

**Exhibit S**

**EWOL Declaration**

**DECLARATION OF Gregory Wanner  
ON BEHALF OF EWOL**

I, Gregory Wanner, being of lawful age, and being lawfully sworn upon my oath, do hereby state as follows:

1. My name is Gregory Wanner. I am President/Owner of EWOL. My business address is 350 S Indiana Ave, Englewood, FL 34223.
2. As President/Owner of EWOL I have first-hand knowledge of:
  - a. the company's experiences in the competitive marketplace for its services;
  - b. the company's service area and customer demographics;
  - c. the company's experiences dealing with Verizon and other incumbent Local Exchange Carrier ("ILEC") suppliers of wholesale services the company requires to provide broadband ISP services to its customers;
  - d. the company's experiences dealing and negotiating with Cable Companies, Satellite Companies, utilities offering Broadband Power Line service, competitive Local Exchange Carriers ("CLECs") and/or other potential suppliers of wholesale services the company requires to provide broadband ISP services to its customers which are identical, similar or equivalent to the services currently provided through essential facilities purchased from the tariffs of Verizon and/or other ILECs.
3. Based on this first-hand knowledge, the following information and experiences are described.

4. Due to existing conditions in the markets in which our company provides ISP services, our company remains highly, if not entirely, dependent on existing Title II and/or *Computer Inquiry* requirements to obtain access to Verizon and/or other ILEC wholesale transmission services which are essential to provide broadband ISP services to our existing and prospective customers.
5. The existing marketplace lacks competitively priced, technologically-equivalent and commercially-available alternatives to Verizon and/or other ILEC wholesale transmission services which are essential for our company to provide broadband ISP services to our existing and prospective customers.
6. The demographics of our company's ISP services are: 5% medium business, 45% small business and 50% residential.
7. Our company explored providing broadband ISP services through the CableCo offering ISP service in our market. Our company initiated negotiations with the CableCo and these negotiations went nowhere. The CableCo never so much as responded to our request for access to its platform.
8. Our company also explored providing broadband ISP services through a Satellite company offering ISP service in our market. Our exploration concluded abruptly when we determined that the technology used by the Satellite company was not technologically comparable to landline service. In other words, the upload/download speeds simply were not comparable and would not be satisfactory to our existing or prospective customers.
9. Our company has also experienced anti-competitive marketplace pricing by Verizon, our ILEC wholesaler/competitor. Our current wholesale price for a DSL line exceeds

the retail pricing available to their own customers. In addition, Verizon includes free CPE and usually between one (1) to three (3) months free. Our company cannot offer our customers the same deals, ultimately making our services less attractive to prospective customers. On numerous occasions our customers have been “slammed” to their network when a customer calls to add/change service and it becomes a nightmare to get the customer back to our service, if we even are able to do so.

10. Either directly or indirectly, our company, our customers and the communities we serve will be harmed if the Commission grants the relief requested by Verizon.

I, Gregory Wanner, the President/Owner of EWOL.com, do hereby state and affirm that as a member of the Federation of Internet Solution Providers of the Americas ("FISPA"), I was asked to describe the experiences of my company in attempting to provide ISP services to the public. I did this by responding to a list of questions contained in a survey sponsored by FISPA and by adding additional information specific to my company's experiences. The information I provided is restated in this Declaration, all of which is true and correct.

This Declaration is provided under penalty of perjury.

Gregory Paul Wanner, President  
Signature

Gregory Paul Wanner  
Printed Name

President  
Title

EWOL.com  
Name of Company

2/7/2005  
Date