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THE PUBLIC UTILITIES COMMISSION

AUG 0 6 2003

OF THE STATE OF SOUTH DAKOTA

SOUTH DAKOTA PUBLIC UTILITIES COMMISSION

IN THE MATTER OF THE APPLICATION
OF QWEST CORPORATION TO RECLASSIFY
LOCAL EXCHANGE SERVICES AS FULLY
COMPETITIVE

TC03-057



Transcript of Proceedings
August 4, 2003

BEFORE THE PUBLIC UTILITIES COMMISSION,
ROBERT SAHR, CHAIRMAN
GARY HANSON, VICE CHAIRMAN (by telephone)

COMMISSION STAFF

Rolayne Ailts Wiest
John J. Smith
Karen Cremer
Kelly Frazier
Greg Rislov
Harlan Best
Keith Senger
Dave Jacobson
Michele Farris
Tina Douglas
Bonnie Bjork
Pam Bonrud

APPEARANCES

Brett Koenecke Darla Rogers

Reported By Cheri McComsey Wittler, RPR

PRECISION REPORTING L I M I T E D

THE PUBLIC UTILITIES COMMISSION		3
OF THE STATE OF SOUTH DAKOTA	1	CHAIRMAN SAHR: TC03-057, In the
	2	Matter of the Application of Owest Corporation to
		, ,
IN THE MATTER OF THE APPLICATION	3	Reclassify Local Exchange Services as Fully
OF QWEST CORPORATION TO RECLASSIFY TC03-057 LOCAL EXCHANGE SERVICES AS FULLY	4	Competitive. And the question today is shall the
COMPETITIVE	5	Commission grant Qwest's motion to strike and
	6	exclude testimony?
	7	Mr. Welk.
Transcript of Proceedings	,	
August 4, 2003	8	MR. WELK: Mr. Goodwin is going to
= = = = = = = = = = = = = = = = = = = =	9	argue the motion, Mr. Chairman.
BEFORE THE PUBLIC UTILITIES COMMISSION,	10	CHAIRMAN SAHR: Mr. Goodwin.
ROBERT SAHR, CHAIRMAN GARY HANSON, VICE CHAIRMAN (by telephone)	11	MR. GOODWIN: Thank you,
COMMISSION STAFF	12	Mr. Chairman. I don't think I announced my
Rolayne Ailts Wiest	13	attendance on the call earlier so I certainly
John J. Smith Karen Cremer		
Kelly Frazier	14	understand.
Greg Rislov Harlan Best	15	CHAIRMAN SAHR: It may have been
Keith Senger Dave Jacobson	16	hard to get a word in edgewise.
Michele Farris	17	MR. GOODWIN: There were a few
Tina Douglas Bonnie Bjork	18	
Pam Bonrud		opportunities. Be that as it may, I will proceed.
APPEARANCES	19	I won't go over each witness with each
Brett Koenecke	20	testimony in connection with the motion that we've
Darla Rogers	21	filed. I'll leave that for the Commission to
	22	review.
Reported By Cheri McComsey Wittler, RPR		
	23	Also we have received only two responses to
	24	our motion, and that is from Black Hills and also
	25	from WorldCom or MCI. Neither of those responses
2		
APPEARANCES BY TELEPHONE		
David Saville		actually contested, at least with respect to what I
Susan Travis Tom Welk	2	would call the irrelevant testimony or what they
Larry Toll Ben Dickens	3	have called the public interest testimony. They
Matthew McCaulley	4	have not argued that the testimony that we have
Cindy Grosvenor Wendell Aanerud	5	identified in the motion actually applies to
Mary Lohnes Tom Simmons	6	statutory criteria. They just say it's relevant
John Coleman	1 7	
Kyle White Doug Eidahl	/	anyway.
Christi Dewitt John Burke	8	So we'll address the principle of the motion
Tim Goodwin	9	rather than the specifics because there's no
	10	specific testimony that they've pointed out that
	111	this is relevant for this reason because it applies
=======================================		filly 19 (cicadiff for filly legger) because it abblics
The following is a TRANSCRIPT OF PROCEEDINGS,	1	
	12	to this statutory criteria.
held in the above-entitled matter, at the South Dakota	1	
	12 13	to this statutory criteria. What their responses were focused on in terms
held in the above-entitled matter, at the South Dakota	12 13 14	to this statutory criteria. What their responses were focused on in terms of the substantive identification of the testimony
held in the above-entitled matter, at the South Dakota State Capitol, Room 412, 500 East Capitol Avenue,	12 13 14 15	to this statutory criteria. What their responses were focused on in terms of the substantive identification of the testimony is on our price squeeze issue, and I'll address
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Commission in determining how telecommunication service is to be classified "shall consider" and then the five factors are listed. There's no additional criteria or an option for additional criteria to be listed.

Moreover, the statute does not permit any conditions to be placed on the granting of a certificate -- or, excuse me, of the application for fully competitive service.

What it does say in the first sentence of 49-31-3.2, it says, "The Commission, after Notice of Hearing shall waive," and again that's mandatory language, "eliminate, or modify any of its rules or orders affecting telecommunications services if it finds that a telecommunication service is a fully competitive service."

That can only mean one thing if you give effect to every word of that statute, and that is that after an application such as Qwest in this proceeding is acted upon and granted, if that's the end result, then there is a mandatory set of actions that the Commission must take then to make sure that its orders are consistent with its classification as fully competitive. It does not permit, as WorldCom's response would seem to

suggest, that there can be additional orders or additional conditions or additional modifications in a forward looking manner to any order of the Commission.

Now that has relevance in terms of the price squeeze in that that is the recommended solution by Mr. Stacey who testifies on behalf of several of the interveners in this case. And to a certain extent Mr. Best, who has testified on behalf of that.

They argue that, well, there should be a condition placed on Qwest in that it should not be allowed to price below a certain floor. Mr. Stacey articulates this is a price squeeze. We've gone through this and submitted discovery to find out, well, what is the revenue part of this. Because the price squeeze is how much does the wholesale unit of services, whether that's true UNEs or UNE-Ps or some combination of UNEs and facilities, whether that cost that Qwest charges is greater than the revenue that could be generated from the purchase of those services by CLECs.

Now in Black Hills' response it's very telling because they simplify it down to just Qwest's wholesale price versus Owest's retail price. And

they said that's how the price squeeze would exist, and they say on the second page of their response this is because CLECs could not set a competitive retail rate without losing money on each customer.

I think it's fairly axiomatic whether they lose money on each customer is dependent upon their whole revenue picture. And, indeed, there is no single rate equivalent on the retail side to the wholesale products of UNE, whether those are aggregated in the limited portion or whether you have the UNE-P platform.

I mean, at the initial level you have a choice of whether you supply using those UNE products, either 1.FR or 1.FB type services. In addition, once those are purchased and once those network elements are purchased and a CLEC has a retail customer, they get access revenue. That's both originating and terminating access.

In addition, they can sell features associated with the switching, such as custom calling, call forwarding, call return, caller ID. Moreover, it provides a platform, if you will, for the CLEC to sell additional services that aren't necessarily local exchange services, but they have a greater opportunity in platform to sell those, like voice

mail and toll, if it's associated -- if the CLEC is associated with an interexchange carrier.

Like, for example, MCI -- one of the interveners is WorldCom -- does have a toll provider so they have the opportunity to gain that revenue as well. So you can't line it up one for another. And that's why when the witnesses talk about price squeeze testimony the revenue question is so important.

And we've been through this on the discovery side. WorldCom's response is, well, we've responded to all the discovery. Now that's a little bit disingenuous, and part of that is because, I think, of mistake of mind. And, that is, we never sent WorldCom that precise and disputed discovery request on the price squeeze issues that we dealt with the last time we were before the Commission on this matter.

That doesn't change - the fact that they didn't get those discovery requests and didn't object to them is really of no moment because the reason we object to that testimony on price squeeze is because there is no foundation for it because we don't have this additional evidence of any of the revenue side of the price squeeze argument.

if it's associated ... if the CLEC is

WorldCom.

MS. TRAVIS: This is Susan Travis

and Tom Dixon couldn't be here today so I kind of

disagree with what Owest is saying. Owest and

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solely upon their ability to market and attract

customers for services that have already been

including with -- (Inaudible) -- access services,

defined fully competitive by the Commission today

go for Darla, and I think we have Matt McCaulley on the line as well. At this point I would give either one of you the chance to respond.

MR. MCCAULLEY: Mr. Chairman, this is Matt McCaulley. If I could have just a brief moment or two.

CHAIRMAN SAHR: Yes. Go ahead.
MR. MCCAULLEY: Prairie Wave did not submit a brief. We feel this issue has been adequately briefed by Black Hills and MCI WorldCom so we'd just like to join in the arguments they set forth in those briefs. And just one -- as I see it, one of the core issues here as staff has pointed out is whether or not the Commission is solely limited to those five factors set forth in the Subsection 3.2.

I'll just point out, Mr. Chairman, members of the Commission, the statute says "shall consider" but it does not say shall only consider or shall exclusively consider, and if I believe the legislature wanted the Commission to only consider those five factors, exclusive of everything else, the legislature would have said so.

So I think interpreting or looking at 3.2 in the whole scheme of the regulatory authority given

limiting and restrictive that the Commission can only consider those factors is the correct reading of this statute at all.

And, finally, I think the Commission should and will give the testimony that's sought to be stricken here the weight which it deserves. The question goes more to weight than relevancy. The weight is there. It's been offered substantially, and we think that the testimony sought to be stricken here should be considered for those reasons. Thank you.

CHAIRMAN SAHR: Thank you.

Ms. Rogers.

MS. ROGERS: Thank you, Chairman Sahr. I concur with the comments that already have been made. I too do not construe 49-31-3.2 to be as limiting as Qwest is arguing in this case.

The Public Utilities Commission is a public body charged with looking after the public interest of all the citizens of South Dakota. And I think that you can never turn your back on that duty, and I don't think that the list in that particular statutory section would ever take away your ability to always consider public interest.

I would also concur that I think you have the

to the Public Utilities Commission, certainly the public interest can be considered, and I think at least as to Prairie Wave and the testimony that Qwest seeks to strike certainly is relevant under the public interest part of the analysis of this.

So Prairie Wave would also ask that Qwest's motion to strike be denied as to Prairie Wave. Thank you, Mr. Chairman.

CHAIRMAN SAHR: Thank you.

Ms. Rogers or Mr. Koenecke.

MR. KOENECKE: Thank you, Mr. Chairman. I should respond on behalf of Midcontinent as well as perhaps WorldCom. Midcontinent is one of the targets of this motion as well.

I'm a little bit struck here. I feel like

Qwest is like the guy who runs an ad in the paper
saying I was liabled in last week's paper and half
of the people who didn't see it the first time now
have seen it the second time. We've spent perhaps
an inordinate amount of time on this testimony.

I think the Commission not only should consider, as Mr. McCaulley said, but I think it has to consider the public interest. I don't think that the description of the five factors as being

full ability to give the testimony as it comes in the weight that it deserves, and if you believe it does not go to any of the issues in the docket, you can certainly disregard it. But I think you have that discretion, and I think that Qwest's motion should be denied. Thank you.

CHAIRMAN SAHR: Thank you. Did I miss anybody else? Thank you.

Mr. Goodwin, I just have a couple of questions for you. And the first one would be what some of the other parties have raised is a question of "shall consider" under 49:31-3.2.

What makes you think that that's an exclusive list and that the Commission could not consider other factors, and particularly in light of the fact that there are three categories where service could be classified, noncompetitive, emerging, and fully competitive?

MR. GOODWIN: Certainly. I think that the other two categories -- or, I guess, the emerging competitive is really combined into 3.2, but the noncompetitive criteria are not before no application to have this service classified as noncompetitive.

Moreover, specifically looking at the

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somewhat in play. However, I think we have to deal

considered statute and a scheme considered by the

with the statute as it is sitting before us. And

the statute that's sitting before us is a well

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at a later date.

VICE CHAIR HANSON: Chairman Sahr.

my inclination -- I will certainly second that. My

inclination right now, and I'll reflect with you on

think there should be anything that should affect

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Case Co	ompress
1	STATE OF SOUTH DAKOTA)
2	:SS CERTIFICATE
3	COUNTY OF HUGHES)
4	
5	1, CHERI MCCOMSEY WITTLER, a Registered
6	Professional Reporter and Notary Public in and for the
7	State of South Dakota:
8	DO HEREBY CERTIFY that as the duly-appointed
9	shorthand reporter, I took in shorthand the proceedings
10	had in the above-entitled matter on the 4th day of
11	August 2003, and that the attached is a true and
12	correct transcription of the proceedings so taken.
13	Dated at Pierre, South Dakota this 6th day
14	of August 2003.
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18	Cheri McComsey Wittler, Notary Public and
19	Registered Professional Reporter
20 21	
22	
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1	STATE OF SOUTH DAKOTA)
2	:SS CERTIFICATE
3	COUNTY OF HUGHES)
4	
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14	of August 2003.
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18	Cheri McComsey Witter, Notary Public and
19	Registered Professional Reporter
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