

## New Hampshire Public Utilities Commission Staff Advocates

Docket No. 10-025

**Respondent:** John Lisciandro  
Director,  
Deloitte FAS

**Request:** One Communications Corp.  
CRC Communications of Maine, Inc.  
Bayring Communications

**Dated:** March 31, 2010

**Item: One: Staff ADV-3** Please refer to the Lisciandro Testimony at page 10, lines 4-10: In your opinion, how likely is FairPoint to meet its Voice ARPU projections? (100%? 50%?)

(a) Are there any specific known and/or anticipated events (e.g., regulatory changes, industry changes, financial changes) which could impact FairPoint's ability to meet its projections? If so, please identify and describe each such event and its likely impact on FairPoint's projections.

**Reply:** There are countless events that could impact FairPoint's ability to achieve their Voice ARPU projections. We cannot identify and describe all of these specific known and/or anticipated events. However, given that the primary component of voice ARPU is regulated, and there are no projected price increases anticipated from local regulators, it may be difficult for FairPoint to achieve a steady increase in ARPU over the projection period based on the Company's projections that sales of other types of voice bundled services will increase.