

FairPoint Communications, Inc.
State of New Hampshire
Docket No. DT 07-011

Respondent: William E. King
Title: President, JSI Capital Advisors,
LLC and JSI Transaction
Advisors, LLC

REQUEST: One Communications - Rebuttal

DATED: September 1, 2007

ITEM: 20 In his rebuttal testimony, Mr. King indicates that Alaska Communications Systems, CenturyTel, Citizens, Consolidated, Iowa Telecom, Valor Communications and Windstream are "guideline companies" whose historical performance can help to indicate FairPoint's future performance in Maine, New Hampshire and Vermont and to serve as useful comparisons in terms of dividends, market capitalization and debt.

- (a) Is Mr. King aware of what percentage of those companies' local access lines are used by CLECs to provide services to end users compared to the percentage of lines that Verizon currently provides to CLECs in New Hampshire?
- (b) If, post-closing, FairPoint would provide a higher percentage of its local access lines to CLECs in New Hampshire than those companies do in their operating territories, would that change Mr. King's analysis or conclusions with respect to FairPoint's financial viability post-closing?

REPLY:

- a. As of December 31, 2006, Alaska Communications Systems provided service to 252,667 total voice connections, of which 46,626 were unbundled loops and 11,226 were wholesale access lines. Mr. King is not aware of the percentage of local access lines provided by the other companies CLECLs.
- b. Mr. King does not believe the fact that FairPoint provides a higher percentage of its local access lines to CLECLs in New Hampshire, in of itself, would affect his conclusion with

respect to the FairPoint's post-closing financial viability. Mr. King's assessment, however, might change depending on the definition of a "higher percentage".