

**Verizon New England Inc.
d/b/a Verizon New Hampshire**

State of New Hampshire

Docket No. DT 07-011

Respondent: Stephen E. Smith
Title: Vice President – Business
Development

REQUEST: Public Utilities Commission Staff, Group I Set #1

DATED: April 6, 2007

ITEM: Staff 1-34 Please describe in detail how Verizon proposes that New Hampshire customers retain the value of directory contribution following the transfer to FairPoint. If no such measures are contemplated, please provide a detailed justification for not taking them.

**SUPPLEMENTAL
REPLY:** Objection. Please see Verizon's reply to Staff 1-31. Subject to and without waiving its objection, Verizon responds as follows:

The Commission determined in its Order No. 24,345 that revenue imputation was an appropriate means by which to address the issue of revenues derived from the publication of yellow pages directories, i.e., the "value of directory contribution." That order was affirmed by the New Hampshire Supreme Court. Verizon continues to impute yellow pages revenues for state regulatory purposes in New Hampshire in accordance with Commission Order No. 24,345. It is Verizon's understanding that FairPoint has agreed to be bound (on consummation of the transaction that is the subject of this proceeding) by all orders that are binding on Verizon New Hampshire, including Order No. 24,345, until or unless the Commission or a court of competent jurisdiction orders otherwise.

VZ # 450

Verizon New England Inc.
d/b/a Verizon

State of New Hampshire

Docket No. DT 07-011

Respondent: Stephen E. Smith
Title: Vice President – Business
Development

REQUEST: Public Utilities Commission Staff, Group V, Set 1

DATED: May 4, 2007

ITEM: Staff GV 1-1
Walter Leach, in his testimony on page 18, lines 1-12, describes the designation by Verizon of up to six of the nine initial directors of FairPoint. To the extent candidates have been identified for any of the Verizon-determined directors, please provide resumes for the persons identified.

ERRATA
REPLY: *Verizon is correcting this response to indicate that the information is not proprietary.*

Verizon has named Jane E. Newman. Please see Proprietary Attachment Staff GV 1-1. Verizon has agreed not to name more than five nominees if Mr. Hauser is reelected to the Board of Directors of FairPoint and continues to serve at the time of the closing of the transaction. Verizon will not name other nominees until the fourth quarter of 2007.

VZ # 642 E

JANE E. "BONNIE" NEWMAN

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34a Ocean Blvd., North Hampton, NH 03862

Office 603-964-1917
Home 603-964-8163

EXECUTIVE LEADERSHIP/PUBLIC AND PRIVATE BOARDS

Twenty years of outstanding leadership serving on both public and private corporate boards across multiple industries and nonprofit institutions. Extensive experience managing complex organizations in business, government and higher education. Recognized as an accomplished leader with a national and international perspective and a reputation for integrity, strategic vision, financial acumen, human relations skills and achieving results.

CAREER HIGHLIGHTS

Executive Roles: UNIVERSITY OF NEW HAMPSHIRE, *Interim President; Interim Dean, Whittemore School of Business and Economics*; JOHN F. KENNEDY SCHOOL OF GOVERNMENT, HARVARD UNIVERSITY, *Executive Dean*; EXETER TRUST COMPANY, *Director and Executive Vice President*; COASTAL BROADCASTING CORPORATION, *President*; THE WHITE HOUSE, *Assistant to the President, Office of Management and Administration*; THE NEW ENGLAND COUNCIL, *President*.

Current Boards: CITIZENS ADVISORS, *Director and Member, Compensation Committee*; UNITED STATES NAVAL ACADEMY, *Director and Chairman, Board of Visitors*; LUMINA FOUNDATION, *Director and Member, Compensation Committee and Program Policy Committee*; NH CHARITABLE FOUNDATION, *Director*; LPGA COMMISSIONER'S ADVISORY COUNCIL, *Member*.

Past Public Boards: PERINI CORPORATION, *Director and Member Audit Committees*; PUBLIC SERVICE COMPANY OF NH, *Director and Member, Audit Committee*; CONSUMERS WATER COMPANY, *Director and Chair, Audit Committee*; NYNEX TELECOMMUNICATIONS, *Director and Member, Audit Committee*; FLEET BANK OF NEW HAMPSHIRE, *Director*; NEW ENGLAND TELEPHONE, *Director*; INDIAN HEAD BANKS, *Director*; Sallie Mae Corporation, *Director and Member, Audit Committee*.

Past Private Boards: MARKEM CORPORATION, *Director and Chair, Compensation and Audit Committees*; NELLIE MAE FOUNDATION, *Director and Member, Audit Committee*; EXETER TRUST COMPANY, *Director*; NEW HAMPSHIRE PUBLIC TELEVISION, *Chair, Board of Governors*; CROTCHED MOUNTAIN REHABILITATION CENTER, *Trustee*; STRAWBERRY BANKE MUSEUM, *Director*; NEW HAMPSHIRE INDUSTRIAL DEVELOPMENT AUTHORITY, *Director*.

PROFESSIONAL EXPERIENCE

UNIVERSITY OF NEW HAMPSHIRE, DURHAM, NH

2006-Present

Interim President

Founded in 1866, the University of New Hampshire is New Hampshire's public flagship university serving approximately 14,000 undergraduate and graduate students. The University is known for a nationally recognized faculty dedicated to teaching, research and public service. One of the nation's few comprehensive land, sea, and space-grant universities, UNH offers more than 100 programs of study. The University has 1113 faculty, 2017 staff, 113,985 alumni, a \$216M endowment and a \$435M operating budget.

JOHN F. KENNEDY SCHOOL OF GOVERNMENT, HARVARD UNIVERSITY, Cambridge, MA

2000-2005

Doctor of Humane Letters

KEENE STATE COLLEGE, Keene, NH

1987

Doctor of Humane Letters

NOTRE DAME COLLEGE, Manchester, NH

1984

Doctor of Laws

RIVIER COLLEGE, Nashua, NH

1983

Doctor of Humane Letters

AWARDS

2005 Alumni Fellow, by Pennsylvania State University

2005 Abigail Adams Award, by Massachusetts Women's Political Caucus

2003 Lifetime Achievement Award, by Business and Industry Association of New Hampshire

1999 Yankee Award, by Public Relations Society of America

1996 Granite State Award, by University of New Hampshire

1993 Leadership Award, by New England Council

1990 Distinguished Citizen Award, by Boy Scouts of America

1988 Profile of Service Award, by University of New Hampshire Alumni Association

1984 Outstanding Alumna, by Saint Joseph's College

DIRECTORSHIPS

CURRENT:

CITIZENS ADVISORS, Portsmouth, NH

Director and Member, Compensation Committee

UNITED STATES NAVAL ACADEMY, Annapolis, MD

Director and Chairman, Board of Visitors

LUMINA FOUNDATION, Indianapolis, IN

Director and Member, Compensation Committee and Program Policy Committee

NH CHARITABLE FOUNDATION, Concord, NH

Director

LPGA COMMISSIONER'S ADVISORY COUNCIL, Daytona Beach, FL

Member

PAST:

MARKEM CORPORATION, Keene, NH

Director and Chair, Compensation and Audit Committees

PERINI CORPORATION, Framingham, MA

Director and Member, Audit Committee

NELLIE MAE FOUNDATION, Braintree, MA

Director and Member, Audit Committee

PUBLIC SERVICE COMPANY OF NH, Manchester, NH

Director and Member, Audit Committee

EXETER TRUST COMPANY, Portsmouth, NH

Director

CONSUMERS WATER COMPANY, Portland, ME
Director and Chair, Audit Committee

NYNEX TELECOMMUNICATIONS, New York, NY
Director and Member, Audit Committee

FLEET BANK OF NEW HAMPSHIRE, Nashua, NH
Director

NEW ENGLAND TELEPHONE, Boston, MA
Director

(DIRECTORSHIPS, PAST, continued)

SALLIE MAE CORPORATION, RESTON, VA
Director and Member, Audit Committee

NEW HAMPSHIRE PUBLIC TELEVISION, Durham, NH
Chair, Board of Governors

INDIAN HEAD BANKS, Nashua, NH
Director

CROTCHED MOUNTAIN REHABILITATION CENTER, Greenfield, NH
Trustee

STRAWBERRY BANKE MUSEUM, Portsmouth, NH
Director

NEW HAMPSHIRE INDUSTRIAL DEVELOPMENT AUTHORITY, Concord, NH
Director

SOCIETY FOR THE PROTECTION OF NH FORESTS, Concord, NH
Director

OTHER PAST AFFILIATIONS

DEFENSE ADVISORY COMMITTEE ON WOMEN IN THE SERVICES, Arlington, VA
Member

PRESIDENT'S EXPORT COUNCIL, Washington, DC
Member

NEW ENGLAND ASSOCIATION OF SCHOOLS AND COLLEGES, Boston, MA
Member, Accreditation Team

STATE OF NEW HAMPSHIRE, Manchester, NH
Member, Ethics Committee

SWIFT WATER GIRL SCOUT COUNCIL, Manchester, NH
Chair, Capital Fund Campaign

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State of New Hampshire

Docket No. DT 07-011

Respondent: Stephen E. Smith
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Development

REQUEST: Public Utilities Commission Staff, Group V, Set 1

DATED: May 4, 2007

ITEM: Staff GV 1-2 To the extent candidates for the Verizon-determined directorships have not yet been identified, please describe the process for selecting them. Please also discuss and list the skills and experience sets considered important for identifying and assessing the candidates.

REPLY: Verizon is selecting nominees to be directors of FairPoint who are not employees of Verizon and who Verizon believes have familiarity with the telecommunications business generally or other qualifications to serve as directors of FairPoint. Verizon is also evaluating whether such nominees are “independent” of Verizon (and FairPoint) within the standards of the rules of the New York Stock Exchange.

VZ # 643

Executive Dean

Senior administrative officer, with responsibility for a \$115M operating budget and a \$769M endowment. Oversaw an administrative restructuring and resolved a \$5.9M operating deficit, resulting in a \$3.6M surplus.

The Kennedy School offers graduate degrees in Public Policy, Public Administration and International Development and has a 125-member faculty, 900 graduate students, 450 staff, 12 research centers, and 2,000 annual participants in 40 different executive education programs.

UNIVERSITY OF NEW HAMPSHIRE, Durham, NH

1998-1999

Interim Dean, Whittemore School of Business and Economics

Served as principal administrator. Led the establishment of a distance learning program, secured external funding for a Manufacturing Assistance Center, oversaw the rehabilitation and technology upgrade of McConnell Hall, expanded the Holloway Entrepreneurial Competition, developed a distinguished speakers series and initiated a faculty workload policy. The AACSB-accredited Whittemore School offers undergraduate and graduate degrees in Economics, Business Administration and Hospitality Management. The School has a 105-member faculty and a student enrollment of 1,500.

EXETER TRUST COMPANY, Portsmouth, NH

1995-1998

Director and Executive Vice President

Officer and Director of this New Hampshire-based affiliate of Manning and Napier Advisors, Inc., of Rochester, NY. Exeter Trust offers a full line of investment, trustee, and custodial services, managing assets in excess of \$1B.

COASTAL BROADCASTING CORPORATION, Hampton, NH

1991-1995

President

Founder and CEO of this licensee of WZEA-FM radio. Acquired a license from the Federal Communications Commission to establish a new FM radio signal, and directed the financing, construction, staffing, marketing, development and eventual sale of this successful broadcasting company.

THE WHITE HOUSE, Washington, DC

1989-1991

Assistant to the President, Office of Management and Administration

Senior aide to the President of the United States, with oversight responsibility for all administrative operations for The White House and the Executive Office of the President during the transition and administration of President George H. W. Bush. Responsibilities included security, facilities, travel, telecommunications, human resources, management information systems, photographic and video services, military and medical support. Managed a \$150M budget, the largest staff component supporting the Presidency, and held operational responsibility for the 18.3 acre White House complex, Camp David, the summer White House in Kennebunkport, Maine, and related worldwide support systems during Presidential travel.

THE NEW ENGLAND COUNCIL, Boston, MA and Washington, DC

1988

President

President and CEO of the nation's oldest regional business association. The New England Council is comprised of businesses and institutions dedicated to improving the economic vitality and overall quality of life in the six-state New England region through effective public policy participation.

BUSINESS AND INDUSTRY ASSOCIATION OF NEW HAMPSHIRE, Concord, NH

1985-1988

President

President and CEO of New Hampshire's statewide business association. The Business and Industry Association is a privately funded, nonpartisan organization composed of members from the manufacturing, technology, hospitality, professional and academic sectors of the state's business community. Restructured the organization to include substantive member participation in policy formulation and developed a highly respected economic research team, thereby positioning the Association as the premier public policy resource in the state.

U.S. DEPARTMENT OF COMMERCE, Washington, DC

1984-1985

Assistant Secretary, Economic Development Administration

Appointed by President Reagan and confirmed by the U.S. Senate to head the Economic Development Administration, serving with Secretary Malcolm Baldrige. With a budget of \$300M, a \$150M loan guarantee authority, management responsibility for a \$1.2B loan portfolio and a staff of 500, the EDA provided financial and technical assistance to promote economic growth in the country's economically distressed communities.

THE WHITE HOUSE, Washington, DC

1982-1984

Associate Director, Office of Presidential Personnel

Responsible for the identification, review, and recommendation to the President of individuals to serve in Presidential Appointments within federal departments and agencies including: Department of Defense, Department of Labor, Office of Management and Budget, National Labor Relations Board, Federal Labor Relations Authority, National Mediation Board, Federal Mediation and Conciliation Service, National Aeronautics and Space Administration, Federal Emergency Management Agency, Peace Corps, Small Business Administration, National Endowment for the Arts and the National Endowment for the Humanities.

U.S. HOUSE OF REPRESENTATIVES, Washington, DC

1981-1982

Administrative Assistant

Chief of Staff for Representative Judd Gregg (R-NH) with management responsibility for all aspects of four Congressional offices including staff, budget, constituent service, legislation, policy development, and liaison with private, state, and federal agencies.

JUDD GREGG FOR CONGRESS COMMITTEE, Nashua, NH

1980

Chairman

Campaign manager for Judd Gregg, candidate for Congress in New Hampshire's second district. Responsibilities included strategy development, fundraising, media, advertising, and coordination with staff and supporters.

FORUM ON NEW HAMPSHIRE'S FUTURE, Concord, NH

1978-1980

Executive Director

Administered this privately funded nonprofit, established to address the state's rapid population and industrial growth through statewide citizen participation programs. Responsible for budget, fundraising, video productions, media relations, and coordination with private and public agencies.

UNIVERSITY OF NEW HAMPSHIRE, Durham, NH

1969-1971 and 1972-1978

Dean of Students**Assistant Dean of Students**

A principal officer of the University responsible for the management of programs and staff for a student population of 11,000.

EDUCATION

THE PENNSYLVANIA STATE UNIVERSITY, University Park, PA

M.Ed., Higher Education Administration

1969

SAINT JOSEPH'S COLLEGE, Standish, ME

B.A., Social Science

1967

ASPEN INSTITUTE, Queenstown, MD

Aspen Executive Seminar

1990

HONORARY DEGREES

NEW HAMPSHIRE COLLEGE, Manchester, NH

Doctor of Humane Letters

2003

SAINT JOSEPH'S COLLEGE, Standish, ME

1990