

MARY K. KEYER
General Attorney

BellSouth Telecommunications, Inc.
150 South Monroe Street
Room 400
Tallahassee, Florida 32301
(404) 335-0770

RECEIVED-FPSC

50 AUG 13 PM 4:31

ORIGINAL

August 13, 1998

RECEIVED AND
REPORTING

Mrs. Blanca S. Bayó
Director, Division of Records and Reporting
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

Re: Docket No. 980733-TL
Special Project No. 980000A-SP

Dear Ms. Bayó:

Enclosed are an original and 15 copies of BellSouth Telecommunications, Inc.'s Revised Responses to Data Requests 1(a)(c)(g)(i), 4(a)(c), and 5(c)(d) and (e), served by the Public Service Commission's Division of Communications regarding 980000A-Undocketed Special Project, which we ask that you file in the captioned matter.

The revisions made by BellSouth for Data Requests 1(a)(c)(g) and (i) are in the headings under the "non-recurring" sections of the documents attached. There were no changes or revisions to the content or data itself. The "Call Return" line on Page 4 of the Attachment to Data Requests 4(a)(c) was revised. Only the responses to 5(c)(d) and (e) were revised, but the documents produced remain the same.

A copy of this letter is enclosed. Please mark it to indicate that the original was filed and return the copy to me. Copies have been served to the parties shown on the attached Certificate of Service.

Sincerely,

Mary K. Keyer
Mary K. Keyer

RECEIVED & FILED

FPSC-BUREAU OF RECORDS

ACK 6
AF: 6
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CFC _____
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EAG _____ Enclosures
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RCH 2
SEC 1
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cc: Walter D'Haeseleer
All parties of record
A. M. Lombardo
R. G. Beatty
William J. Ellenberg II (w/o enclosures)

DOCUMENT NUMBER-DATE

08646 AUG 13 98

FPSC-RECORDS/REPORTING

**CERTIFICATE OF SERVICE
Special Project No. 980000A-SP**

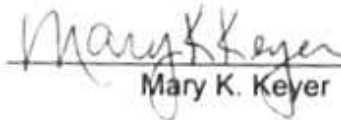
ORIGINAL

I HEREBY CERTIFY that a true and correct copy of the foregoing was served via Hand-Delivery this 13th day of August, 1998, to the following:

Division of Auditing and Financial Analysis
Tim Devlin - Director
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

Division of Communications
Walter D'Haeseleer
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

Jack Shreve
Public Counsel
Charles J. Beck
Deputy Public Counsel
Office of Public Counsel
c/o The Florida Legislature
111 West Madison Street
Room 812
Tallahassee, FL 32399-1400


Mary K. Keyer

DOCUMENT NUMBER-DATE

08646 AUG 13 1998

FPSC-RECORDS/REPORTING

BellSouth Telecommunications, Inc.
Undocketed Special Project 980000A-SP
FPSC Staff's 1st Data Requests
Division of Communications
June 19, 1998
Item No. 1 REVISED (8/13/98)
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- REQUEST:
- (a) Please provide a contribution analysis for "voice-grade, flat-rate residential local exchange service," as this term is used in Section 364.02(2), F.S.
 - (b) Please provide the cost study and all associated work papers and related documentation, that results in the contribution analysis in (a).
 - (c) Please provide a contribution analysis for "voice-grade, flat-rate single-line business local exchange service," as this term is used in Section 364.02(2), F.S.
 - (d) Please provide the cost study and all associated work papers and related documentation, that results in the contribution analysis in (c).
 - (e) Please provide a contribution analysis for ESSX/Centrex service.
 - (f) Please provide the cost study and all associated work papers and related documentation, that results in the contribution analysis in (e).
 - (g) Please provide a contribution analysis for PBX trunk service.
 - (h) Please provide the cost study and all associated work papers and related documentation, that results in the contribution analysis in (g).
 - (i) Please provide a contribution analysis for all multi-line circuit-switched business services other than those indicated in (e) and (g).
 - (j) Please provide the cost study and all associated work papers and related documentation, that results in the contribution analysis in (i).

BellSouth Telecommunications, Inc.
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- RESPONSE:
- (a) Attached is the analysis requested based on current revenues and current rates for the recurring portion of the service and 12 month accumulated revenues and current rates for the non-recurring portion of the service.
 - (b) See attached documents, which are proprietary confidential business information and should not be publicly disclosed and are being produced subject to BellSouth's Notice of Intent.
 - (c) Attached is the analysis requested based on current revenues and current rates for the recurring portion of the service and 12-month accumulated revenues and current rates for the non-recurring portion of the service. The non-recurring revenues in the attached response are allocated out of the total Flat Business (1FB) non-recurring revenues based on the demand for single-line business lines.
 - (d) See response to Item (b) above.
 - (e) The requested analysis is attached and is proprietary confidential business information which should not be publicly disclosed and is being produced subject to BellSouth's Notice of Intent.
 - (f) See attached documents, which are proprietary confidential business information and should not be publicly disclosed and are being produced subject to BellSouth's Notice of Intent.
 - (g) Attached is the analysis requested based on current revenues and current rates for the recurring portion of the service and 12-month accumulated revenues and current rates for the non-recurring portion of the service.
 - (h) See response to Item (b) above.

BellSouth Telecommunications, Inc.
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RESPONSE (Cont'd):

- (i) Attached is the analysis requested based on current revenues and current rates for the recurring portion of the service and 12 month accumulated revenues and current rates for the non-recurring portion of the service. The non-recurring revenues in the attached response are allocated out of the total Flat Business (1FB) non-recurring revenues based on the demand for multi-line (with and without Hunting) Business lines.
- (j) See response to Item (b) above.

INFORMATION PROVIDED BY:

Margaret Thompson, Director
Daonne Caldwell, Director
Steve Bigelow, Director

Flat Residence Lines (IFR)

Recurring

Rate Group	Inservice Quantity	Monthly Rate	Monthly Cost per/unit	Monthly Contribution per/unit	Annual Revenue	Annual Cost	Annual Contribution	Percent Contribution
1	675	\$ 7.30	\$ 47.79	\$ (40.49)	\$ 59,092	\$ 386,849	\$ (327,757)	-85%
2	4,599	\$ 7.70	\$ 58.47	\$ (50.77)	\$ 424,970	\$ 3,227,011	\$ (2,802,041)	-87%
3	65,890	\$ 8.10	\$ 39.63	\$ (31.53)	\$ 6,404,503	\$ 31,334,622	\$ (24,930,119)	-80%
4	121,034	\$ 8.40	\$ 33.51	\$ (25.11)	\$ 12,200,239	\$ 48,670,238	\$ (36,469,999)	-75%
5	249,387	\$ 8.80	\$ 33.16	\$ (24.36)	\$ 26,335,314	\$ 99,236,251	\$ (72,900,937)	-73%
6	301,824	\$ 9.15	\$ 28.72	\$ (19.57)	\$ 33,140,263	\$ 104,020,584	\$ (70,880,321)	-68%
7	243,266	\$ 9.50	\$ 26.93	\$ (17.43)	\$ 27,732,274	\$ 78,613,700	\$ (50,881,425)	-65%
8	82,306	\$ 9.80	\$ 24.18	\$ (14.38)	\$ 9,679,127	\$ 23,881,764	\$ (14,202,637)	-59%
9	328,551	\$ 10.05	\$ 24.82	\$ (14.77)	\$ 39,623,308	\$ 97,855,773	\$ (58,232,464)	-60%
10	365,255	\$ 10.30	\$ 23.87	\$ (13.57)	\$ 45,145,486	\$ 104,623,569	\$ (59,478,083)	-57%
11	225,505	\$ 10.45	\$ 24.23	\$ (13.78)	\$ 28,278,322	\$ 65,567,822	\$ (37,289,500)	-57%
12	1,188,462	\$ 10.65	\$ 21.40	\$ (10.75)	\$ 151,885,451	\$ 305,197,056	\$ (153,311,605)	-50%
TOTAL	3,176,753						\$ (581,706,890)	

Non-recurring Charges

Rate Group	Annual Demand	Non-recurring Charge	Cost per/unit	Contribution per/unit	Annual Revenue	Annual Cost	Annual Contribution	Percent Contribution
Ln Conn - 1st	834,114	\$ 40.00	\$ 53.37	\$ (13.37)	\$ 33,364,572	\$ 44,516,680	\$ (11,152,108)	-25%
Ln Conn - Addl	67,256	\$ 12.00	\$ 19.60	\$ (7.60)	\$ 807,073	\$ 1,318,217	\$ (511,146)	-39%
Ln Chg - 1st	143,178	\$ 23.00	\$ 7.50	\$ 15.50	\$ 3,293,089	\$ 1,073,833	\$ 2,219,255	207%
Ln Chg - Addl	2,049	\$ 11.00	\$ 4.92	\$ 6.08	\$ 22,538	\$ 10,081	\$ 12,457	124%
Sec SO Chg	221,565	\$ 10.00	\$ 6.88	\$ 3.12	\$ 2,215,652	\$ 1,524,368	\$ 691,283	45%
Prem Wk - 1st	2,745	\$ 25.00	\$ 27.09	\$ (2.09)	\$ 68,619	\$ 74,355	\$ (5,737)	-8%
Prem Wk - Addl	10,203	\$ 9.00	\$ 11.68	\$ (2.68)	\$ 91,825	\$ 119,169	\$ (27,344)	-23%
TOTAL							\$ (8,773,338)	
GRAND TOTAL					\$ 420,771,715	\$ 1,011,251,944	\$ (590,480,229)	-58%

Flat Single Line Business (1FB)

Recurring

Rate Group	Inservice Quantity	Monthly Rate	Monthly Cost per/unit	Monthly Contribution per/unit	Annual Revenue	Annual Cost	Annual Contribution	Percent Contribution
1	51	\$ 19.80	\$ 27.12	\$ (7.32)	\$ 12,001	\$ 16,438	\$ (4,437)	-27%
2	206	\$ 20.80	\$ 46.33	\$ (25.53)	\$ 51,328	\$ 114,328	\$ (63,000)	-55%
3	2,524	\$ 21.90	\$ 32.45	\$ (10.55)	\$ 663,258	\$ 982,772	\$ (319,514)	-33%
4	5,446	\$ 22.90	\$ 27.00	\$ (4.10)	\$ 1,496,630	\$ 1,764,586	\$ (267,956)	-15%
5	8,683	\$ 23.85	\$ 29.32	\$ (5.47)	\$ 2,484,997	\$ 3,054,931	\$ (569,934)	-19%
6	9,449	\$ 24.90	\$ 25.10	\$ (0.20)	\$ 2,823,374	\$ 2,846,052	\$ (22,678)	-1%
7	8,064	\$ 25.75	\$ 24.67	\$ 1.08	\$ 2,491,858	\$ 2,387,345	\$ 104,513	4%
8	2,208	\$ 26.60	\$ 23.58	\$ 3.02	\$ 704,681	\$ 624,676	\$ 80,005	13%
9	10,592	\$ 27.40	\$ 23.48	\$ 3.92	\$ 3,482,732	\$ 2,984,473	\$ 498,260	17%
10	9,912	\$ 28.00	\$ 21.59	\$ 6.41	\$ 3,330,565	\$ 2,568,103	\$ 762,461	30%
11	6,271	\$ 28.60	\$ 21.75	\$ 6.85	\$ 2,152,182	\$ 1,636,711	\$ 515,470	31%
12	43,936	\$ 29.10	\$ 20.39	\$ 8.71	\$ 15,342,407	\$ 10,750,229	\$ 4,592,177	43%
TOTAL	107,341						\$ 5,305,368	

Non-recurring Charges

Rate Group	Annual Demand	Non-recurring Charge	Cost per/unit	Contribution per/unit	Annual Revenue	Annual Cost	Annual Contribution	Percent Contribution
Ln Conn - 1st	15,308	\$ 56.00	\$ 88.37	#VALUE!	\$ 857,241	\$ 1,352,758	\$ (495,516)	-37%
Ln Conn - Addl	-	\$ 12.00	\$ 46.99	\$ 9.01	\$ -	\$ -	\$ -	0%
Ln Chg - 1st	436	\$ 38.00	\$ 14.04	\$ (2.04)	\$ 16,566	\$ 6,121	\$ 10,445	171%
Ln Chg - Addl	-	\$ 11.00	\$ 9.36	\$ 28.64	\$ -	\$ -	\$ -	0%
Sec SO Chg	9,779	\$ 19.00	\$ 13.20	\$ (2.20)	\$ 185,804	\$ 129,085	\$ 56,719	44%
Prem Wk - 1st	87	\$ 28.00	\$ 27.09	\$ (8.09)	\$ 2,422	\$ 2,343	\$ 79	3%
Prem Wk - Addl	527	\$ 9.00	\$ 11.68	\$ 16.32	\$ 4,743	\$ 6,155	\$ (1,412)	-23%
TOTAL							\$ (429,685)	
GRAND TOTAL					\$ 36,102,788	\$ 31,227,106	\$ 4,875,682	16%

BellSouth Telecommunications, Inc.
 Undocketed Special Project 98000A-SP
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Flat Trunks with Hunting
Recurring

<u>Rate Group</u>	<u>Inservice Quantity</u>	<u>Monthly Rate</u>	<u>Monthly Cost per/unit</u>	<u>Monthly Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>
1	4	\$ 40.06	\$ 34.48	\$ 5.58	\$ 2,151	\$ 1,852	\$ 300	16%
2	5	\$ 42.09	\$ 53.69	\$ (11.60)	\$ 2,525	\$ 3,221	\$ (696)	-22%
3	678	\$ 44.31	\$ 39.81	\$ 4.50	\$ 360,483	\$ 323,873	\$ 36,610	11%
4	1,229	\$ 46.34	\$ 34.36	\$ 11.98	\$ 683,260	\$ 506,621	\$ 176,639	35%
5	3,096	\$ 48.26	\$ 36.68	\$ 11.58	\$ 1,793,177	\$ 1,362,904	\$ 430,273	32%
6	3,454	\$ 50.38	\$ 32.46	\$ 17.92	\$ 2,088,427	\$ 1,345,580	\$ 742,847	55%
7	3,733	\$ 52.11	\$ 32.03	\$ 20.08	\$ 2,334,453	\$ 1,434,898	\$ 899,555	63%
8	1,507	\$ 53.82	\$ 30.94	\$ 22.88	\$ 973,486	\$ 559,637	\$ 413,849	74%
9	5,466	\$ 55.44	\$ 30.84	\$ 24.60	\$ 3,636,605	\$ 2,022,960	\$ 1,613,645	80%
10	10,348	\$ 56.66	\$ 28.95	\$ 27.71	\$ 7,035,974	\$ 3,594,978	\$ 3,440,996	96%
11	7,008	\$ 57.87	\$ 29.11	\$ 28.76	\$ 4,866,799	\$ 2,448,117	\$ 2,418,682	99%
12	31,756	\$ 58.88	\$ 27.75	\$ 31.13	\$ 22,437,846	\$ 10,574,902	\$ 11,862,944	112%
TOTAL	68,287					\$	22,035,644	

Flat Trunks without Hunting
Recurring

<u>Rate Group</u>	<u>Inservice Quantity</u>	<u>Monthly Rate</u>	<u>Monthly Cost per/unit</u>	<u>Monthly Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>
1	3	\$ 33.66	\$ 34.38	\$ (0.72)	\$ 1,060	\$ 1,083	\$ (23)	-2%
2	-	\$ 35.36	\$ 53.59	\$ (18.23)	\$ -	\$ -	\$ -	0%
3	229	\$ 37.23	\$ 39.71	\$ (2.48)	\$ 102,509	\$ 109,337	\$ (6,828)	-6%
4	311	\$ 38.93	\$ 34.26	\$ 4.67	\$ 145,256	\$ 127,831	\$ 17,425	14%
5	602	\$ 40.55	\$ 36.58	\$ 3.97	\$ 293,137	\$ 264,438	\$ 28,699	11%
6	1,165	\$ 42.33	\$ 32.36	\$ 9.97	\$ 591,991	\$ 452,559	\$ 139,432	31%
7	1,615	\$ 43.78	\$ 31.93	\$ 11.85	\$ 848,544	\$ 618,867	\$ 229,677	37%
8	349	\$ 45.22	\$ 30.84	\$ 14.38	\$ 189,438	\$ 129,196	\$ 60,241	47%
9	1,445	\$ 46.58	\$ 30.74	\$ 15.84	\$ 807,534	\$ 532,924	\$ 274,610	52%
10	3,282	\$ 47.60	\$ 28.85	\$ 18.75	\$ 1,874,458	\$ 1,136,095	\$ 738,363	65%
11	2,045	\$ 48.62	\$ 29.01	\$ 19.61	\$ 1,193,153	\$ 711,916	\$ 481,237	68%
12	8,125	\$ 49.47	\$ 27.65	\$ 21.82	\$ 4,823,281	\$ 2,695,850	\$ 2,127,431	79%
TOTAL						\$	\$ 4,090,264	

Flat Trunks
Non-recurring

<u>Rate Group</u>	<u>Annual Demand</u>	<u>Non-recurring Charge</u>	<u>Cost per/unit</u>	<u>Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>
Ln Conn - 1st	957	\$ 56.00	\$ 88.37	\$ (32.37)	\$ 53,598	\$ 84,579	\$ (30,981)	-37%
Ln Conn - Addl	14,546	\$ 12.00	\$ 46.99	\$ (34.99)	\$ 174,555	\$ 683,527	\$ (508,972)	-74%
Ln Chg - 1st	156	\$ 38.00	\$ 14.04	\$ 23.96	\$ 5,928	\$ 2,190	\$ 3,737	171%
Ln Chg - Addl	727	\$ 11.00	\$ 9.36	\$ 1.64	\$ 7,992	\$ 6,800	\$ 1,191	18%
Sec SO Chg	2,201	\$ 19.00	\$ 13.20	\$ 5.80	\$ 41,812	\$ 29,049	\$ 12,764	44%
Prem Wk - 1st	8	\$ 28.00	\$ 27.09	\$ 0.91	\$ 212	\$ 205	\$ 7	3%
Prem Wk - Addl	108	\$ 9.00	\$ 11.68	\$ (2.68)	\$ 968	\$ 1,256	\$ (288)	-23%
TOTAL							\$ (522,542)	
GRAND TOTAL					\$ 57,370,611	\$ 31,767,246	\$ 25,603,365	81%

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 Undocketed Special Project 980000A-SP
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Flat Multi-Line Bus. with Hunting (1FB)

Recurring

<u>Rate Group</u>	<u>Inservice Quantity</u>	<u>Monthly Rate</u>	<u>Monthly Cost per/unit</u>	<u>Monthly Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>
1	27	\$ 26.20	\$ 27.22	\$ (1.02)	\$ 8,388	\$ 8,715	\$ (327)	-4%
2	145	\$ 27.53	\$ 46.43	\$ (18.90)	\$ 47,839	\$ 80,682	\$ (32,843)	-41%
3	5,763	\$ 28.98	\$ 32.55	\$ (3.57)	\$ 2,004,014	\$ 2,250,886	\$ (246,871)	-11%
4	11,816	\$ 30.31	\$ 27.10	\$ 3.21	\$ 4,297,603	\$ 3,842,463	\$ 455,140	12%
5	24,843	\$ 31.56	\$ 29.42	\$ 2.14	\$ 9,408,505	\$ 8,770,539	\$ 637,966	7%
6	31,678	\$ 32.95	\$ 25.20	\$ 7.75	\$ 12,525,390	\$ 9,579,357	\$ 2,946,032	31%
7	30,072	\$ 34.08	\$ 24.77	\$ 9.31	\$ 12,298,097	\$ 8,938,493	\$ 3,359,603	38%
8	10,636	\$ 35.20	\$ 23.68	\$ 11.52	\$ 4,492,663	\$ 3,022,337	\$ 1,470,326	49%
9	46,822	\$ 36.26	\$ 23.58	\$ 12.68	\$ 20,373,138	\$ 13,248,720	\$ 7,124,418	54%
10	65,320	\$ 37.06	\$ 21.69	\$ 15.37	\$ 29,049,003	\$ 17,001,427	\$ 12,047,576	71%
11	44,803	\$ 37.85	\$ 21.85	\$ 16.00	\$ 20,349,393	\$ 11,747,272	\$ 8,602,121	73%
12	237,666	\$ 38.51	\$ 20.49	\$ 18.02	\$ 109,830,405	\$ 58,437,419	\$ 51,392,986	88%
TOTAL	509,589					\$	87,756,129	

Flat Multi-Line Bus. (1FB) without Hunting
 Recurring

<u>Rate Group</u>	<u>Inservice Quantity</u>	<u>Monthly Rate</u>	<u>Monthly Cost per/unit</u>	<u>Monthly Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>
1	114	\$ 19.80	\$ 27.12	\$ (7.32)	\$ 27,062	\$ 37,067	\$ (10,005)	-27%
2	416	\$ 20.80	\$ 46.33	\$ (25.53)	\$ 103,901	\$ 231,430	\$ (127,529)	-55%
3	10,249	\$ 21.90	\$ 32.45	\$ (10.55)	\$ 2,693,346	\$ 3,990,826	\$ (1,297,480)	-33%
4	19,654	\$ 22.90	\$ 27.00	\$ (4.10)	\$ 5,400,823	\$ 6,367,783	\$ (966,960)	-15%
5	36,257	\$ 23.85	\$ 29.32	\$ (5.47)	\$ 10,376,885	\$ 12,756,825	\$ (2,379,940)	-19%
6	44,066	\$ 24.90	\$ 25.10	\$ (0.20)	\$ 13,166,835	\$ 13,272,593	\$ (105,758)	-1%
7	40,889	\$ 25.75	\$ 24.67	\$ 1.08	\$ 12,634,733	\$ 12,104,810	\$ 529,923	4%
8	14,450	\$ 26.60	\$ 23.58	\$ 3.02	\$ 4,612,516	\$ 4,088,839	\$ 523,677	13%
9	61,504	\$ 27.40	\$ 23.48	\$ 3.92	\$ 20,222,401	\$ 17,329,269	\$ 2,893,132	17%
10	77,908	\$ 28.00	\$ 21.59	\$ 6.41	\$ 26,177,177	\$ 20,184,473	\$ 5,992,704	30%
11	57,272	\$ 28.60	\$ 21.75	\$ 6.85	\$ 19,655,864	\$ 14,948,079	\$ 4,707,786	31%
12	293,517	\$ 29.10	\$ 20.39	\$ 8.71	\$ 102,496,057	\$ 71,817,684	\$ 30,678,373	43%
TOTAL	656,296					\$	40,437,923	

BellSouth Telecommunications, Inc.
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Flat Multi-Line Business (1FB)

Non-recurring

<u>Rate Group</u>	<u>Annual Demand</u>	<u>Non-recurring Charge</u>	<u>Cost per/unit</u>	<u>Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>
Ln Conn - 1st	166,459	\$ 56.00	\$ 88.37	\$ (32.37)	\$ 9,321,698	\$ 14,709,972	\$ (5,388,274)	-37%
Ln Conn - Addl	212,158	\$ 12.00	\$ 46.99	\$ (34.99)	\$ 2,545,895	\$ 9,969,300	\$ (7,423,405)	-74%
Ln Chg - 1st	4,741	\$ 38.00	\$ 14.04	\$ 23.96	\$ 180,140	\$ 66,557	\$ 113,583	171%
Ln Chg - Addl	3,542	\$ 11.00	\$ 9.36	\$ 1.64	\$ 38,960	\$ 33,152	\$ 5,809	18%
Sec SO Chg	106,339	\$ 19.00	\$ 13.20	\$ 5.80	\$ 2,020,440	\$ 1,403,674	\$ 616,766	44%
Prem Wk - 1st	941	\$ 28.00	\$ 27.09	\$ 0.91	\$ 26,338	\$ 25,482	\$ 856	3%
Prem Wk - Addl	5,730	\$ 9.00	\$ 11.68	\$ (2.68)	\$ 51,574	\$ 66,931	\$ (15,357)	-23%
TOTAL							\$ (12,090,023)	
GRAND TOTAL					\$ 456,437,085	\$ 340,333,056		34%

- REQUEST: (a) Please provide a contribution analysis (separately for residence and business) for each of the following features, whether purchased individually or as a part of a package:
1. 3-Way Calling
 2. Call Waiting
 3. Call Forwarding Busy Line
 4. Call Forwarding Don't Answer
 5. Call Return
 6. Repeat Dialing
 7. Call Selector
 8. Preferred Call Forwarding
 9. Caller ID Deluxe
 10. Custom Code Restrictions
- (b) Please provide the cost study and all associated work papers and related documentation, that results in the contribution analysis in (a).
- (c) For each of the features listed in (a), please indicate the percent of your access lines (separately for residence and business) equipped with each of these features.

- RESPONSE: (a) Attached are the analyses requested based on current revenues and current rates. Business Choice was not included in this analysis due to the newness of this service and the existence of only 1500 lines at this time.
- (b) See response to Item 1(b)

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RESPONSE (cont'd):

(c) See response to Item 4(a).

INFORMATION PROVIDED BY:

Margaret Thompson, Director
Daonne Caldwell, Director
Steve Bigelow, Director

Residence Features
 (Non-Packaged)

<u>Feature</u>	<u>Inservice Quantity</u>	<u>Monthly Rate</u>	<u>Monthly Cost per/unit</u>	<u>Monthly Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>	<u>Percent of Lines</u>
3-Way Calling	142,464	\$ 3.75	\$ 0.6236	\$ 3.13	\$ 6,410,864	\$ 1,066,084	\$ 5,344,780	501%	4.48%
Call Waiting	1,331,004	\$ 4.00	\$ 0.0082	\$ 3.99	\$ 63,888,170	\$ 130,971	\$ 63,757,199	48680%	41.90%
Call Forwarding Busy Line	172,212	\$ 1.00	\$ 0.0021	\$ 1.00	\$ 2,066,547	\$ 4,340	\$ 2,062,208	47519%	5.42%
Call Forwarding Don't Answer	307,894	\$ 1.00	\$ 0.0041	\$ 1.00	\$ 3,694,725	\$ 15,148	\$ 3,679,577	24290%	9.69%
Call Return	239,642	\$ 4.00	\$ 0.2603	\$ 3.74	\$ 11,502,836	\$ 748,547	\$ 10,754,289	1437%	7.54%
Repeat Dialing	4,551	\$ 4.00	\$ 0.2898	\$ 3.71	\$ 218,468	\$ 15,828	\$ 202,640	1280%	0.14%
Call Selector	809	\$ 4.00	\$ 0.0650	\$ 3.94	\$ 38,811	\$ 631	\$ 38,181	6054%	0.03%
Preferred Call Forwarding	317	\$ 4.00	\$ 0.0362	\$ 3.96	\$ 15,240	\$ 138	\$ 15,102	10950%	0.01%
Caller ID Deluxe	523,198	\$ 7.50	\$ 0.2230	\$ 7.28	\$ 47,087,794	\$ 1,400,077	\$ 45,687,717	3263%	16.47%
Custom Code Restrictions	682,888	\$ 0.30	\$ 0.0284	\$ 0.27	\$ 2,470,959	\$ 232,728	\$ 2,238,231	962%	21.50%
TOTAL					\$ 137,394,414	\$ 3,614,492	\$ 133,779,922	3701%	
First Residence Lines	3,176,753								

* Due to the wide range of rates charged for these services, an average rate was calculated based on actual revenues and demand.

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Residence Features
 (Area Plus with Complete Choice)

<u>Feature</u>	<u>Inservice Quantity</u>	<u>Monthly Rate</u>	<u>Monthly Cost per/unit</u>	<u>Monthly Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>	<u>Percent of Lines</u>
CALL FWD VARIABLE	9,553	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	29.93%
3 WAY CALLING	28,861	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	90.44%
CALL WAITING	11,300	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	35.41%
SPEED CALLING (8)	11,222	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	35.16%
SPEED CALLING (30)	10,017	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	31.39%
CALL FWD BUSY LINE	13,202	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	41.37%
CALL FWD DONT ANSWER	4,602	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	14.42%
CC CALL FWD BUSY LINE	43	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	0.13%
CC CALL FWD DONT ANSWER	96	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	0.30%
CFBL-MULTIPATH/CUST CTRL	-	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	0.00%
CFDA-MULTIPATH/CUST CTRL	-	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	0.00%
CFV-MULTIPATH/CUST CTRL	10	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	0.03%
REMOTE ACCESS-CFV	3,861	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	12.10%
CALL WAITING DELUXE	20,164	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	63.18%
CFDA-RING CONTROL	11,415	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	35.77%
CALL RETURN- PER LINE	29,080	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	91.12%
REPEAT DIALING- PER LINE	22,297	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	69.87%
CALL SELECTOR- PER LINE	8,123	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	25.45%
PREF CALL FWD- PER LINE	1,936	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	6.07%
CALL BLOCK- PER LINE	22,008	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	68.96%
CALL TRACING- PER LINE	15,645	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	49.02%
CALLER ID-BASIC- PER LJ	245	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	0.77%
CALLER ID-DELUXE-W/ACR	30,347	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	95.09%
CALLER ID-DELUXE-W/O ACR	-	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	0.00%
ANONYMOUS CALL REJECTION	391	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	1.23%
CUSTOM CODE RESTRICTION	11,569	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	36.25%
RM I- ADDL TELE NO	7,042	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	22.07%
RM II- 1ST ADDL TELE NO	2,945	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	9.23%
AUDIBLE - RESIDENCE	7,807	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	24.46%
AUDIBLE/VISUAL-RESIDENCE	7,672	\$ -	\$ -	\$ -	\$ -	N/A	N/A	N/A	24.04%
A² with CC Lines	31,913								

Business Features
 (Non-Packaged)

<u>Feature</u>	<u>Inservice Quantity</u>	<u>Monthly Rate</u>	<u>Monthly Cost per/unit</u>	<u>Monthly Contribution per/unit</u>	<u>Annual Revenue</u>	<u>Annual Cost</u>	<u>Annual Contribution</u>	<u>Percent Contribution</u>	<u>Percent of Lines</u>
3-Way Calling	40,784	\$ 4.00	\$ 0.8661	\$ 3.13	\$ 1,957,618	\$ 423,873	\$ 1,533,745	362%	1.28%
Call Waiting	130,774	\$ 5.80	\$ 0.0205	\$ 5.78	\$ 9,101,884	\$ 32,170	\$ 9,069,714	28193%	4.12%
Call Forwarding Busy Line	64,934	\$ 3.25	\$ 0.0021	\$ 3.25	\$ 2,532,410	\$ 1,636	\$ 2,530,774	154662%	2.04%
Call Forwarding Don't Answr	137,492	\$ 3.25	\$ 0.0041	\$ 3.25	\$ 5,362,180	\$ 6,765	\$ 5,355,416	79168%	4.33%
Call Return	48,492	\$ 5.00	\$ 0.3657	\$ 4.63	\$ 2,909,539	\$ 212,804	\$ 2,696,736	1267%	1.53%
Repeat Dialing	2,394	\$ 4.50	\$ 0.4304	\$ 4.07	\$ 129,262	\$ 12,363	\$ 116,899	946%	0.08%
Call Selector	58	\$ 4.50	\$ 0.0702	\$ 4.43	\$ 3,159	\$ 49	\$ 3,109	6310%	0.00%
Preferred Call Forwarding	32	\$ 5.00	\$ 0.0427	\$ 4.96	\$ 1,920	\$ 16	\$ 1,904	11610%	0.00%
Caller ID Deluxe	41,294	\$ 9.99	\$ 0.3679	\$ 9.62	\$ 4,950,290	\$ 182,303	\$ 4,767,987	2615%	1.30%
Custom Code Restrictions	506,403	\$ 0.43	\$ 0.0284	\$ 0.40	\$ 2,594,121	\$ 172,582	\$ 2,421,539	1403%	15.94%
TOTAL					\$ 29,542,384	\$ 1,044,563	\$ 28,497,821	2728%	
Flat Business Lines	1,273,226								

* Due to the wide range of rates charged for these services, an average rate was calculated based on actual revenues and demand.

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- REQUEST:
- (a) Please provide any studies, reports or analyses conducted by or for your company that concern the relationship between the price and quantity demanded for various services offered by your company. If the company does not have company-specific studies, reports or analyses, but does have studies, reports or analyses that deal with this subject prepared within the past 10 years, please provide such material.
 - (b) Please provide any reports, studies or analyses conducted by or for your company that concern the consumption patterns of your Florida consumers as it pertains to telecommunications purchases. If the company does not have any company-specific studies or reports, but does have relevant materials prepared within the past five years that discuss the willingness of Florida consumers to pay for various telecommunications products and services.
 - (c) To the extent not provided in response to (b), please provide any reports, studies, surveys or analyses prepared within the past five years that discuss the ability of Florida consumers to pay for various telecommunications products and services.
 - (d) To the extent not provided in response to (b), please provide any reports, studies, surveys or analyses prepared within the past five years that discuss the willingness of Florida consumers to pay for various telecommunications products and services.
 - (e) To the extent not provided in response to (b), please provide any reports, studies, surveys or analyses prepared within the past five years that discuss the relative valuation placed upon various telecommunications products and services by Florida consumers.

RESPONSE (Cont'd):

- (f) Please provide any reports, studies or analyses in your possession prepared within the past five years that compare or discuss the relative price levels of residential basic local exchange service in the United States.
- (g) Please provide any reports, studies or analyses in your possession prepared within the past five years that compare or otherwise discuss the price paid for typical mixes of telecommunications products and services by residential consumers in different areas of the United States. If known, please indicate the dollar amount associated with each component of the "market basket" of telecommunications goods and services. (E.g., indicate amount typically spent on local service, toll, ancillary services, taxes and other fees, etc.)

RESPONSE:

- (a) See the attached documents, some of which are proprietary confidential business information and are being produced subject to BellSouth's Notice of Intent.
- (b) See the attached documents, which are proprietary confidential business information and are being produced subject to BellSouth's Notice of Intent.
- (c) BellSouth has produced any documents responsive to this item in its response to items 1(a)(b)(f) and (g).
- (d) BellSouth has produced any documents responsive to this item in its response to items 1(a)(b)(f) and (g).
- (e) BellSouth has produced any documents responsive to this item in its response to items 1(a)(b)(f) and (g).

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RESPONSE (Cont'd):

- (f) See the attached documents
- (g) See the attached documents, which contain proprietary confidential business information and are being produced subject to BellSouth's Notice of Intent.

INFORMATION PROVIDED BY:

Susan Callaghan, Director
John Garrett, Manager