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l		BEFORE THE		
2	FLOR	IDA PUBLIC SERVICE COMMISSION		
3	In the Matter of:	DOCKET NO. 070691-TP		
4	COMPLAINT AND REQUE			
5	RELIEF AGAINST VERI ANTICOMPETITIVE BEH.	ZON FLORIDA, LLC FOR AVIOR IN VIOLATION		
6	OF SECTIONS 364.01(- 364.10, F.S., AND F			
7	FACILITATE TRANSFER	OF CUSTOMERS' NUMBERS WORKS INFORMATION SERVICES		
8	(FLORIDA), LLC, AND HOUSE NETWORKS, LLC	ITS AFFILIATE, BRIGHT		
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15	PROCEEDINGS:	AGENDA CONFERENCE ITEM NO. 3		
16				
17	BEFORE:	CHAIRMAN MATTHEW M. CARTER, II COMMISSIONER LISA POLAK EDGAR		
18		COMMISSIONER KATRINA J. McMURRIAN COMMISSIONER NANCY ARGENZIANO		
19		COMMISSIONER NATHAN A. SKOP		
20	DATE:	Tuesday, March 4, 2008		
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22	PLACE:	Betty Easley Conference Center Room 148	R-DA	MAR 10
23		4075 Esplanade Way Tallahassee, Florida	MBE	-
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25	REPORTED BY:	JANE FAUROT, RPR Official FPSC Reporter (850) 413-6732	DOCUMENT NUMBER-DATE	0
	FLORI	IDA PUBLIC SERVICE COMMISSION		

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1	PARTICIPATING:
2	BETH KEATING, ESQUIRE, and CHRISTOPHER W. SAVAGE,
3	ESQUIRE, representing Bright House Networks, LLC.
4	Networks Information Services (Florida), LLC.
5	DULANEY L. O'ROARK, III, ESQUIRE, representing
6	Verizon Florida LLC.
7	RICK MANN, ESQUIRE, representing the Florida Public
8	Service Commission Staff.
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3 PROCEEDINGS 1 2 CHAIRMAN CARTER: Do we have everybody in place? Okay. Staff, you are recognized for Item 3. 3 MR. MANN: Good morning, Commissioners. Rick Mann 4 for Commission staff on Item 3. 5 Commissioners, Item 3 addresses Verizon's motion to 6 7 dismiss Bright House's complaint against Verizon for 8 anticompetitive behavior in violation of Florida Statutes and Commission rules. 9 There are several issues for the Commission's 10 11 consideration; however, Issue 1 is Verizon's request for oral 12 argument on its motion to dismiss Bright House's complaint. 13 And at your preference, Mr. Chairman, I can present Issue 1 for 14 the Commission's decision first, and then present the rest of 15 the issues to you, or I can proceed through all four issues 16 now. 17 CHAIRMAN CARTER: Let's take it separate and apart. 18 Commissioners, we have a recommendation for oral argument with 19 five minutes of each party. Any objections? 20 COMMISSIONER EDGAR: No objection. 21 CHAIRMAN CARTER: Show it done. 22 We will go with oral arguments, five minutes each 23 side. Please identify yourself and your party. 24 MR. O'ROARK: Good morning, Commissioners. My name 25 is De O'Roark, and I represent Verizon.

This case concerns Verizon's retention marketing 1 As you know, facilities-based competition is booming program. in Florida, and nowhere is that more true than in the Tampa area where Verizon now competes for telephone, broadband, and video services.

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6 Verizon is investing heavily in its rollout of its FiOS network in the Tampa area so it can provide consumers a 7 meaningful alternative at video service, a service that 8 9 Consumer Reports has rated best in the country. Competitors 1.0 like Bright House are not taking FiOS laying down. They are offering consumers triple play bundles of voice, data, and 11 video services, and are aggressively seeking to retain 12 customers in response to Verizon's FiOS service offerings. 13

14 Verizon, too, is seeking to retain its customers by 15 providing accurate and timely information about its services 16 and its prices. Bright House is requesting that Verizon be required to stop its retention marketing program in two 17 18 parallel cases, one at the FCC and the other here at the Commission. Verizon has filed a motion to dismiss the Bright 19 20 House complaint here in Florida, or in the alternative to stay the proceedings. 21

This morning I would like to focus on the alternative 22 motion to stay because of recent and fast moving developments 23 24 at the FCC that have not been briefed by the parties. Specifically, the FCC case between Verizon and three cable 25

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1 companies, including Bright House, has been put on the 2 accelerated docket which for good reason is commonly known as 3 the rocket docket.

That development is important for two reasons. First, there is every reason to be confident that the FCC is going to decide that case quickly. Second, the FCC's ruling will substantially affect this case because any ruling the Commission makes here must be consistent with the FCC's ruling. I'd like to touch on both of those points briefly.

The first point is that the FCC is going to decide 10 quickly. The case is proceeding on a fast-track. It is on a 11 60-day schedule. The cable companies filed a complaint on 12 February 11th. Verizon filed its answer on February 21st. 13 The 14 cable companies filed their reply on February 29th. There is 15 going to be a status conference in the case later today. If my math is correct, the enforcement bureau is scheduled to issue 16 its decision by on or about April 11th, a little more than a 17 month from today. It's a month from next week. 18

19 The effectiveness of the decision can follow one of 20 two tracks. Either the enforcement bureau's decision will be 21 effective immediately, or, depending on how things shake out at 22 the FCC, it is possible that the enforcement bureau's decision 23 will be considered a recommended decision in which case the 24 case will continue on a fast-track moving toward FCC final 25 order a little more than a couple of months after the

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enforcement bureau decision. That means we would be pointing toward late June in that second possible scenario.

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Now, staff in this case has recommended against a 3 stay because of the theoretical possibility that the FCC might 4 take the case off the rocket docket. Now, while that may be 5 6 theoretically possible, as a practical matter that is highly unlikely. Putting a case on the rocket docket is rare. 7 The enforcement bureau's addition to put the case on the rocket 8 docket was made with full knowledge and it was not made 9 lightly. Before the case was put on the rocket docket, the 10 parties described in detail the dispute in written filings and 11 the enforcement bureau heard mediation, so it was fully briefed 12 on the issues, or at least the nature of the issues before it 13 decided to put the case on the rocket docket. The case is 14 moving ahead according to plan. 15

Verizon respectfully submits that the best way to deal with staff's concern is not simply to plow ahead with this case and completely ignore what's going on at the FCC. The better course, the more sensible course is to stay this case, and then if in the highly unlikely chance or event that circumstances change, the Commission can always revisit the decision and reassess the situation.

The second point. Not only is the FCC going to --24 yes, sir. I'm at five minutes?

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CHAIRMAN CARTER: No, you're over your five minutes.

1 I was giving you ten seconds.

2 MR. O'ROARK: Okay. The second point is that the 3 FCC's decision will substantially affect this case because the 4 Commission's ruling must be consistent with the FCC's ruling. 5 Because the FCC is going to move quickly, because it's going to 6 effect the outcome of this case, the sensible approach is to 7 stay the proceedings here.

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CHAIRMAN CARTER: You're recognized.

9 MR. SAVAGE: I'm Chris Savage with the firm of Davis 10 Wright Tremaine for Bright House, with me is Beth Keating. I agree with an awful lot of what De said, that there is 11 12 facilities-based competition in Tampa, Verizon is investing heavily in FiOS and other interesting things to try to make 13 that, and we are going at it in the marketplace. And that's a 14 good thing. That makes it especially important, however, that 15 the rules that apply to facilities-based competition -- and 16 17 there are rules -- be followed and be followed correctly.

18 The reason we are here today, and the reason we filed our matter as an emergency matter, and the reason why staying 19 20 this matter would be, in our view, completely inappropriate is that Verizon today, right now, at least as we have alleged, is 21 22 breaking the rules. Of course they want you to take your time. Of course they want you to wait and see what happens in 23 Washington. Of course they want you to have it all as long and 24 25 slow and careful as possible because every day that you don't

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1 tell them to stop they are breaking the rules is our view. And 2 every day this case doesn't move forward is a day that, at 3 least on the record, you don't really know whether they are 4 breaking the rules or not.

Now, addressing his particular points. Yes, I have a fair amount of confidence that the FCC staff, who are starting a meeting in 25 minutes, is going to try to move this case as quickly as they can. And, indeed, it wouldn't shock me to say that I bet the staff will get their recommendation, their decision out in the middle of April, more or less when they say they should.

The problem is that doesn't end the case. If the 12 staff issues a recommended decision, that just moves things on 13 until time in June if the FCC decides to stick with its 14 Now, I don't know if you follow the FCC, but their 15 schedule. situation is they have a statutory directive from Congress to 16 get stuff done in nine months, or a year, or whatever and they 17 can't do it. 18

19 The accelerated docket is entirely a product of FCC 20 rules. And if the FCC doesn't follow its own rules and decides 21 to let things slide, they can do that and they do that a lot. 22 So I have great confidence in the FCC staff, I frankly have 23 less confidence in the speed with which the FCC itself will 24 resolve either the appeal or the decision on the recommended --25 you know, a decision on a recommended decision by their staff.

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1 So I think putting faith in the FCC, you know, 2 working and solving this problem really quick is kind of like I 3 am from Washington, I'm here to help you. You know, you don't 4 want to go there.

With respect to the issue of the law, I would just 5 submit that the legal grounds for our complaint in Florida are 6 7 vastly different than the legal grounds for our complaint at the FCC. You know, you've got all the papers in front of you, 8 but fundamentally Verizon's defenses at the FCC are largely 9 10 very technical. Oh, yes, okay, we are doing this. But, you 11 know, Section 222(b) says it has to be this kind of a service 12 that we might be providing you on a wholesale basis. And so we 13 are not technically doing that kind of a service, so don't hold us liable. 14

Now, I don't think those are good arguments, but 15 suppose they are. Suppose the FCC says, yes, well, it doesn't 16 17 technically violate Section 222(b), so we are not going to hold you liable. What does that have to do with Florida Statute 18 364.01, which says they can't act in an anticompetitive manner, 19 period? What does that have to do with your general regulatory 20 authority over the way these intrastate services are handled 21 when a customer is moving from one to another? Nothing. And 22 so, it is certainly true that if eventually the FCC gets around 23 to telling them you can't do this because it violates federal 24 law, we presume they will stop in Florida and everywhere else. 25

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But if the FCC decides that it doesn't actually 1 violate the technicalities of federal law because of the way 2 that law is written, that says nothing about the effect on 3 Florida consumers under Florida law. So I just don't see any 4 reason to stay this case on the hope that maybe the FCC will 5 meet its schedule this time and maybe resolve it. I won't go 6 7 into infinite detail, and obviously I will answer any questions you have. 8 CHAIRMAN CARTER: Three minutes. That's pretty good. 9 Staff, you're recognized --10 Commissioners, I think what we will do is hear from 11 staff, and then if you have any questions from either of the 12 parties, we can do it that way. But let's hear from staff to 13 present the issues to us. 14Staff, you're recognized. 15 MR. MANN: Commissioners, Issue 2, should the 16 Commission grant Verizon's motion to dismiss. 17 Staff recommends that the Commission deny both 18 Verizon's primary motion to dismiss as well as its alternative 19 and independent reason to dismiss. 20 Issue 3, staff recommends that the Commission deny 21 Verizon's alternative motion to stay these proceedings pending 22 resolution of the matter with the FCC. 23 And, Issue 4 regards the closing of the docket. 24 Ιf 25 the Commission approves staff's recommendation in Issue 2, the

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1	docket should remain open pending further proceedings.
2	CHAIRMAN CARTER: Thank you.
3	Commissioners? Commissioner McMurrian, you're
4	recognized.
5	COMMISSIONER McMURRIAN: Thank you, Mr. Chairman.
6	This is for the parties. I agree with what Mr.
7	Savage said about that we have some general regulatory
8	authority under some of the statutes that you have referenced
9	in your petition. I guess I think you said you don't see the
10	reason to stay it now, and I guess my question is sort of the
11	converse. I don't really see the reason not to stay it now
12	because of what is going on at the FCC having had that
13	explained about what's going on now. And I guess I wanted to
14	ask each of you the question of essentially what's the rush.
15	And I guess Part B would be how are customers impacted in this
16	time period while we are waiting to see what the FCC does?
17	And I don't care who goes first, Mr. Chairman.
18	MR. SAVAGE: If I may. You know, we are the one
19	griping, so I guess we can explain what's the rush. At a very
20	high level what is going on is this, telephone service is kind
21	of unique in that you can't just go from one supplier to
22	another. You can't just, you know, shift from going from
23	Safeway to Kroger or whatever.
24	If you want to shift services from one telephone
25	provider to another telephone provider, those two providers

have to coordinate with each other, otherwise there are some
technical things that have to happen and the customer service
can get messed up where the first one turns off before the
second one started.

That's kind of unusual, and that forces competitors 5 who should be competitors to play nice with each other during 6 that period when the customer is changing from one to another. 7 And there is an obvious and strong conflict of interest on the 8 part of the competitor who is losing the customer to not play 9 nice, and instead to do everything they can during that period 10 of shift imposed on us by means of technical problems, 11 essentially, to tell the customer to stay. That's not fair. 12 That's anticompetitive. What that does is it means that you 13 can't have a smooth transition. 14

Now, in the short run, if I am an individual customer and, you know, I say I'll shift to Bright House, and they say, no, wait, I'll give you \$200. Well, you know, one individual customer or another might benefit in the short run, but in the long run the process of competition between the two players becomes a little bit corrupted because it isn't fighting on a level playing field for a customer.

You know, I'll confess in my dark past, you know, when I was in college I was a door-to-door salesman, right? It is really hard to get a customer to change their mind and say I want to do something different. It's really easy to say to a

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customer, oh, things aren't so bad. You know, what's the 1 2 problem? You know, I'll give you some money to stay. Win-back marketing, or winning a customer for the first time is hard, 3 it's difficult, it's procompetitive, it's what should happen. 4 Retention marketing is easier, it doesn't happen on the same 5 kind of playing field and terms, and the only reason they can 6 7 do it is because we have to tell them we are taking their customer. 8 And so there are some individual customers who may be 9 10 benefitting from this, but the entire competitive process, you 11 know, it's like playing cards when one guy can see the other's 12 cards. It just isn't right. And so it's a broader issue 13 there. Now in terms of the impact on us, you know, I mean, 14 the specific numbers we treat as confidential, but I think as 15 we allege in our complaint, over a substantial period of time 16 17 it has been -- I think I can say this -- it has been thousands of customers if you allow this to go forward. And that 18 obviously impacts our business. It interferes with our ability 19 to get capital and roll out new services. I mean, we do 20 this -- well, with the money we get from customers is how we 21 pay for improvements to our own services. 2.2 So, sure, any one individual customer can say I'm 23 happy because Verizon gave me \$200, but the process of 24 competition is being subverted, and that's why it is of broader 25

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public interest concern and of immediate concern to us because 1 the longer we have to put up with this just the more it costs 2 3 us. COMMISSIONER MCMURRIAN: Mr. O'Roark. 4 MR. O'ROARK: Commissioner McMurrian, speaking of 5 The reason that you should not move forward in this case 6 cost. is because doing so ultimately would be wasteful not just for 7 the parties, but also for the Commission. The Commission's 8 prior rulings on marketing and win-back programs is clear. 9 The Commission has said we have got jurisdiction to decide these 10 11 kinds of disputes under Florida law, but when we do so we must

13 If you look back at the 2003 orders of this Commission dealing with BellSouth's marketing programs, the 14 15 Commission quoted the FCC's orders at length, and then it applied the FCC rulings to the facts at hand. In other words, 16 17 where the FCC has spoken in this area, this Commission has interpreted Florida law as conforming to federal law. So you 18 are running a great risk here if you tried to get out in front 19 20 of the FCC, even assuming you could do that, of issuing a ruling that's ultimately going to be inconsistent with what the 21 FCC says. 2.2

act consistently with federal law.

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In this connection, I've got to point out that Bright House and the other cable companies sought accelerated treatment at the FCC. Bright House has not sought expedited

treatment here, meaning it didn't follow the Commission's rules seeking expedited treatment, where you file your testimony with your complaint and so on. They did not even attempt to do that. They sought to be on a fast-track at the FCC. They didn't seek that here.

6 Bright House in its pleadings and just now has talked about Verizon's practices being like a, you know, card player 7 that's looking at the other player's hand. I would be remiss 8 if I didn't point out that when the shoe is on the other foot, 9 10 when Verizon is trying to win a Bright House cable customer, 11 we, Verizon, don't have the ability to request that Bright 12 House disconnect the customer's service. Bright House makes 13 the customer call to disconnect its service, and that obviously gives Bright House an opportunity to retain the customer. 14

15 COMMISSIONER McMURRIAN: Mr. O'Roark, I appreciate 16 that. I think we are getting a little bit, though, into the 17 merits. And as you might imagine, I am interested, but I guess 18 I really want an answer to the question are customers impacted, 19 or what is the impact if there is delay?

20 MR. O'ROARK: The impact is that in the meantime 21 customers will continue to get information from Verizon about 22 its prices and services, and customers will continue to have 23 the option of taking the offer, not taking the offer, Bright 24 House will continue to have the opportunity to sweeten its 25 offer, and these two intense competitors will continue to

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1	compete over customers business and customers will benefit.
2	That will be the impact.
3	MR. SAVAGE: Your Honor, if I could have just a
4	second.
5	CHAIRMAN CARTER: No, no. Wait, wait.
6	COMMISSIONER MCMURRIAN: Mr. Chairman, I was just
7	going to say in response to some of what I have heard, I think
8	each of them make some good points. I guess I don't see a need
9	to move ahead at this point when there is something going on at
10	the FCC.
11	Staff in its recommendation had a footnote on Page
12	11, and they had a sentence talking about there was this other
13	proceeding where in the interest of judicial economy and
14	avoiding the possibility of inconsistent federal and state
15	rulings, the Commission decided to hold a matter at abeyance.
16	Now, I realize that that proceeding is not exactly the same as
17	the one we have before us here, but I pulled that order and
18	looked at it, and I thought the language was still fairly
19	relevant.
20	And, again, it may not the facts are exactly the same
21	in the two cases, but it seems like to me that customers aren't
22	being harmed in the meantime. In fact, I think that the
23	competition we have going between these two entities is
24	beneficial for the customer. That's not to say, Mr. Savage,
25	that if Verizon is inappropriately marketing to these customers

outside of what our rules and the statutes say that they should 1 2 be allowed to do that. That is absolutely not what I'm saying. I quess what I'm saying is if the FCC is looking into 3 this, that perhaps there is no harm in waiting to see what 4 input they might give to us on that issue before we move ahead 5 and begin our proceedings. And it may be that we pick those 6 proceedings up no matter which way the FCC decides the matter, 7 but it seems like it may give us some additional guidance. 8 Ιt may help short-circuit some things that we might not have to do 9 10 ourselves. I just don't see what the harm is. 11 But some of the language in that footnoted order, 12 "The Commission would in no event abdicate its jurisdiction or 13 responsibilities in any manner wherein we have an interest." And I think that would be the same if we did agree with the 14 stay. "We are, however, ever aware of the need for judicial 15 economies and the efficient use of government's limited 16 17 resources. At this point, therefore, it would appear prudent to hold in abeyance our consideration of this matter until the 18 federal court" -- in that case it was a federal court --19 "renders a decision on the motion to dismiss now pending before 20 it." 21 And there were some other distinguishing factors. 22 Ι will admit that in that case the decision might have been -- it 23

25 may not have that same situation here. The FCC decision,

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looked like it would be binding on all the parties and that we

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1	depending on what the FCC's rules are, would be different than
2	maybe some of the things we are looking at in this case. But I
3	still think that it may help shed some light on the facts
4	before we proceed with our case.
5	But that's my opinion on it. So, in my opinion, I
6	think that on Issue 3, I would deny staff. But I'm not making
7	a motion at this point, I just wanted to throw that out for
8	discussion.
9	CHAIRMAN CARTER: Thank you.
10	Commissioner Edgar and then Commissioner Argenziano.
11	COMMISSIONER EDGAR: Thank you, Mr. Chairman.
12	Just to follow up on that. I would like to hear from
13	staff and then from Mr. Savage, I think. I'm comfortable, in
14	my own mind, that the requirement for a dismissal is not met by
15	the information I have before. Issue 3 I'm still trying to
16	think through. And so I would like the staff to elaborate on
17	their recommendation to not grant the stay a little bit more.
18	And then as part of a follow-up, Mr. Savage, I think
19	in your opening comments you made some statement along the
20	lines of that the legal foundation of the matter pending before
21	the FCC is significantly my words different than the
22	legal foundation for the claim that is before us. And I would
23	like you to elaborate on that a little bit, again, just trying
24	to think through Issue 3 a little bit more in my own mind.
25	Mr. Mann.

MR. MANN: Yes, Commissioner.

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As has already been discussed to some extent, the 2 bottom line is that there is no certainty in the FCC's 3 decision. 4 There is no certainty as to when it will make its 5 ruling. As Mr. O'Roark mentioned, you are into mid-June, 6 possibly even late June. If the ruling by the bureau is on 7 time within the 60 days, then there are several also additional 8 periods for challenge, for commentary, et cetera, that takes it on through June. That is if the bureau resolves it in 60 days, 9 10 and if the FCC itself rules 30 days after those commentary and challenge periods. 11

There is also in our minds, the staff's mind, that 12 there is no quarantee that the FCC will either resolve the 13 dispute before this Commission or even provide good 14 15 clarification of what we have. Keep in mind that the cable 16 company, Bright House, is here under state law. That is how 17 they filed their complaint. State law only, not federal law. 18 And what is being dealt with obviously at the FCC is federal 19 law. And as Mr. Savage has pointed out, there are differences in those two, the breadth of what is encompassed in those laws 20 regarding anticompetitive marketing. 21

There is not a certainty that any conflict or any inconsistency would arise from the FCC decision. I think Mr. Savage has articulated well what the impact will be to its company and then the consequent impact on its customers, as

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1 well.

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2	CHAIRMAN CARTER: Commissioner Edgar, you asked a
3	question of staff and Mr. Savage. You're recognized.
4	MR. SAVAGE: Thank you, Your Honor.
5	One of the things, I guess, I would point out is it
6	is hard for me to imagine any combination of results at this
7	Commission and the FCC where this Commission could be said to
8	be inconsistent with what the FCC does. There aren't that many
9	possibilities. Possibility number one is this Commission moves
10	forward, decides that what Verizon is doing is violating
11	Florida law, tells them to stop. The FCC says, you know, it's
12	also violating federal law and tells them to stop. No
13	inconsistency.
14	The other possibly, obviously one I don't like, is
15	you say, hey, this is fine under state law. The FCC says it is
16	fine under state law, no inconsistency. The inconsistency
17	that, I guess, people are worried about is the FCC saying, you
18	know, this doesn't violate federal law, but you folks saying,
19	you know, it does violate Florida law. There's nothing
20	inconsistent about that. There is all kinds of things that are
21	okay as far as the federal law is concerned, but not okay as
22	far as the state is concerned. Those are, I think, the only
23	possibility. I mean, the other would be, gee, you think it is
24	okay under Florida law and they say it violates federal law.
25	But, again, there is no inconsistency there. They are just

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1	different bodies of law that address different things.
2	Now, let me get into that in a little bit more
3	detail. You can cut me off if you don't want the detail, but
4	to be real specific, the federal law complaint is being brought
5	under Section 222(b) and (a) principally of the Federal
6	Communications Act. Section 222(b) is addressed to a very
7	specific situation where one carrier goes to another carrier
8	and says I've got to give you information in connection with
9	providing a telecommunications service. And, if the carrier
10	does that, then the carrier who's, you know, getting the data
11	isn't allowed to use it in connection with marketing and so on.
12	222(a) says if one carrier gets another carrier's
13	information, they have to protect its confidentiality. And we,
14	the complainants at the FCC, contend that protecting
15	confidentiality of information includes not misusing it for
16	your own competitive purposes. Verizon is saying, no, no, that
17	just means don't give it to the paper so they can publish it.
18	Those are interesting questions of federal law. I
19	spend a lot of time on federal law. But neither of those
20	questions raises the fundamental question that is implicated
21	here, which frankly is properly before this Commission, is is
22	what they are doing fair competition? I mean, I wish I could
23	say solve this and there will never be a problem again. I
24	think, in fact, as the facilities-based carriers compete with
25	each other more and more, you are going to be called on more

and more to decide the rules of the road and how they get 1 2 interpreted. You know, for the last ten years, or whatever it has been since the '96 Act or whatever, frankly, most of the 3 competition has not been the kind of full facilities-based 4 competition that we are providing to Verizon and they are 5 providing to us. So it is kind of a new set of issues. And 6 the FCC is not really -- I mean, that's not -- I mean, yes, 7 they care about it, but this is home for you. This is the 8 service that your consumers get. And sooner or later this 9 Commission is going to have to decide the rules of that kind of 10 11 competition as it relates to Florida consumers.

12 Now, the issue of, well, you know, in these earlier 13 cases you said, well, we will follow the federal rule. Well, 14 sure. The earlier cases involved the nonfacilities-based 15 carriers, the people who rely on the unbundled network elements, the UNEs, and all that. There is absolutely no 16 question that the federal rules apply to them. So, of course, 17 it made sense to say, well, let's apply those rules. That is 18 great, but that is not the question that we are presenting to 19 20 you.

21 We think we are consistent with that precedent, but 22 that doesn't limit you, and it can't because the factual 23 situation is different. So, I just don't see any 24 inconsistency. We are making -- yes, the same bad stuff they 25 are doing we are saying violates federal law and state law, but

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	23
1	the actual claim, the actual logic of our argument is quite
2	different under the two statutes.
3	CHAIRMAN CARTER: Thank you.
4	Commissioner Edgar, did that answer your question?
5	COMMISSIONER EDGAR: Well, it helps.
6	I guess in fairness, I would ask if Mr. O'Roark wants
7	to respond briefly, and then I look forward to other questions.
8	CHAIRMAN CARTER: And then Commissioner Argenziano.
9	MR. O'ROARK: Thank you, Commissioners.
10	The first thing to point out is that at the FCC
11	Bright House and Verizon are both parties. Bright House is
12	challenging the same retention marketing program that is at
13	issue here. And Bright House is seeking to make Verizon stop
14	that program, just as it is asking the Commission to do here.
15	It is clear based on it is clear that Bright House
16	is asking you to make a radical departure from your precedent,
17	because the way you have approached these issues before is to
18	look at the FCC rules and apply them. For example, in the
19	BellSouth case, the Commission upheld BellSouth's marketing
20	programs based on the FCC rules. It didn't then come and make
21	a second swipe, as Bright House suggest you should, and say,
22	well, it's okay under the FCC rules, let's take a look under
23	state law. It looked at the FCC rules and that decided the
24	matter.
25	I am a bit puzzled by Mr. Savage's attempt to

1	distinction by saying, well, you know, that was based on UNE
2	competition, because, after all, Bright House is challenging
3	our program at the FCC under the FCC's rules. So the
4	suggestion that Bright House may not think the FCC's rules
5	apply, and that may not be what they are suggesting, but, in
6	any event, that would be inconsistent with what they are saying
7	at the FCC today. You asked me to be brief, and I'll cut it
8	off there.
9	CHAIRMAN CARTER: Brevity is always appreciated.
10	Commissioner Argenziano.
11	COMMISSIONER ARGENZIANO: Thank you.
12	You know, I'm hearing a lot of different arguments,
13	and some good and some not so good and some great, I guess.
14	But I'm going to go back to Commissioner McMurrian and her
15	comments before about, you know, what's the harm in waiting.
16	And I'm not sure, but what comes to my mind first is that if
17	Verizon were in violation of state law, then the harm would be
18	to Bright House by loss of customers. And then not knowing
19	what the FCC is going to do, I don't know which way they are
20	going to go, and this is before us as a state commission.
21	My concern is, and it can go the other way, it can
22	harm Verizon if they are not. So what I pinpoint then is
23	exactly what is the state law, and to me the answer I have to
24	come up with is is Verizon violating the state law. Because I
25	don't care about the FCC right now, what is before me now is

1 the determination of -- and that's the sole issue to me right 2 now. If they are in violation of the state law, then obviously 3 the harm would be, Commissioner McMurrian, to Bright House. 4 And just the opposite if they were not.

5 So, to me, I would like more clarification of the 6 current statutes, which I'm trying to read also to find out if 7 there is a twist on words or what's going on here. Maybe staff 8 could hone in on that, because to me that is the main question 9 at this point, not what the FCC does down the road.

10 CHAIRMAN CARTER: Staff, can you assist us in this 11 legal question?

MR. MANN: Commissioner, Bright House has filed under 12 13 several sections of Chapter 364; 364.01, the powers of the 14 Commission, Subsection G provides that the Commission shall 15 ensure that all providers of telecommunications services are treated fairly by preventing anticompetitive behavior and 16 eliminating unnecessary regulatory restraint. They have 17 referenced I, as well, Subsection I, the Commission continuing 18 its historical role as a surrogate for competition for monopoly 19 services provided by local exchange telecommunications 20 companies. 21

364.10 they are also filing under, and that concerns undue advantage to a person or locality. And it says in Subsection 1, "A telecom company may not make or give any undue or unreasonable preference, or advantage to any person or

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1	locality, or subject any particular person or locality to any
2	undue or unreasonable prejudice or disadvantage in any respect
3	whatsoever."
4	COMMISSIONER ARGENZIANO: I'm sorry, which statute?
5	Did you say 364.0?
6	MR. MANN: 364.10.
7	COMMISSIONER ARGENZIANO: .10, okay.
8	MR. MANN: Subsection 1, yes, ma'am.
9	CHAIRMAN CARTER: Commissioner, do you want to take a
10	moment to look?
11	COMMISSIONER SKOP: Mr. Chair, just a point of
12	information.
13	CHAIRMAN CARTER: Just one second.
14	Commissioner Argenziano, do you want to take a moment
15	to look at that, and I will go to Commissioner Skop?
16	COMMISSIONER ARGENZIANO: Sure. Thank you.
17	CHAIRMAN CARTER: Commissioner Skop, you are
18	recognized.
19	COMMISSIONER SKOP: Actually, Mr. Chair, as a point
20	of information, it's Section 364.01(4)(g), I think, would also
21	help.
22	CHAIRMAN CARTER: Commissioner Skop, did you have a
23	question?
24	COMMISSIONER SKOP: No, it was just a point of
25	clarification to Commissioner Argenziano's question.
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1	CHAIRMAN CARTER: Commissioner McMurrian, and then we
2	will come back to you, Commissioner Argenziano.
3	COMMISSIONER SKOP: Actually, Mr. Chair, I do.
4	CHAIRMAN CARTER: Oh, you did have a question?
5	COMMISSIONER SKOP: Yes, I did.
6	CHAIRMAN CARTER: Okay. Commissioner Skop, you are
7	recognized.
8	COMMISSIONER SKOP: Thank you.
9	With respect to some of the comments, I just kind of
10	wanted to throw in my two cents. I guess first and foremost,
11	it surprises me why the FCC doesn't have the accelerated docket
12	procedure for referring to the Universal Service Fund.
13	COMMISSIONER ARGENZIANO: Hear! Hear!
14	COMMISSIONER SKOP: Wishful thinking on my part. But
15	I guess the way I'm looking at it is on Issue, I believe, 2,
16	with respect to I am having trouble finding it with
17	respect to Issue 2, at least in my mind, Bright House has
18	alleged a genuine issue of material fact which is sufficient to
19	deny Verizon's motion to dismiss. So that brings us to Issue
20	3 where I guess various arguments have been heard and raised
21	with respect to judicial economy, and the Commission to
22	exercise concurrent jurisdiction, or stay that jurisdiction
23	during the pendency of the federal law.
24	I guess my view is consistent with the position I
25	think Commissioner Argenziano is trying to raise is that

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1	clearly we do have concurrent jurisdiction under state law, and
2	state law gives us the obligation to uphold the statutes which
3	protect or prevent anticompetitive behavior. So, again, there
4	may be arguments with respect to judicial economy by hanging on
5	the wayside, but I think you can make stronger arguments for
6	why this Commission should take a look at the statutory
7	allegations that or the statutes that have been implicated
8	in terms of the allegations that have been raised. So I just
9	wanted to throw that out there.
·10	CHAIRMAN CARTER: Thank you, Commissioner.
11	Commissioner McMurrian.
12	COMMISSIONER McMURRIAN: Thank you, Chairman. I
13	appreciate all the comments from everyone and the staff.
14	I guess first, let me say, I don't want to seem
15	flippant about the harm to Bright House. And I realize that if
16	Verizon is engaging in any kind of misconduct that is not
17	allowed under our statutes that that could be definitely a harm
18	to your company. I guess the point I was making is with
19	respect to any delay, I'm not sure that that has a harm on
20	customers. And let me go forward a little bit.
21	Your point about the inconsistencies, I guess that's
22	not my worry. That may be Verizon's worry in Verizon's
23	documents excuse me, I should have chewed up this cough drop
24	sooner. I guess my thinking is what if Verizon is told to stop
25	by the FCC? What if the FCC says, Verizon, we don't think you

are abiding by federal law, and we want you to stop this. 1 Then I think we are all done. I don't think that you would find a 2 need to go forward with this proceeding here because I think 3 that the FCC would sort of handle that on a several state 4 basis. And I think that the stay doesn't close our docket and 5 6 doesn't in any way keep us from enforcing state law. It's more about a timing issue, that at some point we might go forward 7 with the docket, depending on what the FCC does, or it may be 8 that you all decide some way to negotiate that based on the 9 10 input that the FCC gave you.

I just don't see, necessarily, the rush. And the 11 point I was making is that customers wouldn't be harmed in the 12 meantime. But I do agree that to the extent that you are being 13 harmed by the activities of Verizon that you are concerned 14 15 about that, and that we are concerned about that, too. And definitely we are concerned about people abiding by state law 16 and our rules. But I just wanted to be clear, I don't think --17 to me it almost seems like we are saying that if we don't do it 18 right now that we wouldn't be enforcing state law, and I guess 19 I'm saying I think we still would have the ability to come back 20 and look at that after the FCC takes some action. 21

And at some point maybe it's appropriate, too, to put some kind of end point on it. If the FCC didn't act within some certain period of time, then we do start up our docket proceedings. Maybe that's a good way to handle that, some kind

1	of 90 days or something that would be reasonable. But anyway,
2	I just wanted to clear about what my thinking was.
3	Thank you.
4	CHAIRMAN CARTER: Commissioner Argenziano.
5	COMMISSIONER ARGENZIANO: I think what I'm reading,
6	and what I go back to is what is state law right now. And
7	under anticompetitive behavior which, of course, we do not
8	allow that, what would be anticompetitive. Is it at the point
9	that the customer calls Bright House and says that I, you know,
10	want to switch to your product? At what point would it be
11	anticompetitive for Verizon to step in? And now I'm down to
12	that kind of thing where, you know, at what point. Is it when
13	it's already the switch is in place, or is it before the
14	customer goes to Bright House? Which I don't think that would
15	be anticompetitive before, but possibly if I were the customer
16	I would call Bright House and say switch me. I want to switch
17	from Verizon to Bright House, and then Verizon calls me. And
18	correct me, somebody, if I'm wrong. I'm just trying to get
19	this out there for both parties. And I call Bright House and
20	say I want to switch, and then Verizon calls me and says, okay,
21	here's a deal. We will given you this great package if you
22	stay with us. At what point would it be anticompetitive? And
23	I would like
24	CHAIRMAN CARTER: Hang on. Before we answer your

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25 question, Commissioner, let me go to Mr. Cooke, because I think

we want to stay clear of the merits. And, procedurally, Mr. 1 Cooke, help us out here, because I see we've got a motion on 2 Issue 2. We have already dealt with Issue 1. Issue 2 deals 3 with the motion to dismiss. And I think, Commissioner 4 Argenziano, what we are dealing with primarily is procedural. 5 6 If I'm wrong, straighten me out, Mr. Cooke. Procedural matters 7 that don't allow us to go into the merits of the case. Is that 8 correct? 9 MR. COOKE: Well, I think it is starting to get into 10 the merits, but I think it asks the question -- I think the 11 real question that Commissioner Argenziano is asking, if I understand it, is is there a question of state law that needs 12 to be addressed. And I think that is really what --13 COMMISSIONER ARGENZIANO: Absolutely. 14 MR. COOKE: -- is trying to be articulated. 15 I don't know that we have to answer specifically yes, it occurs at this 16 point, or yes, it occurs at that point. That's the issue. 17 And I don't think any of us sitting here necessarily knows what 18 that answer is. That is what the process here before this 19 Commission would be designed to determine. So I think what you 20 21 are asking is is there a question of state law. COMMISSIONER ARGENZIANO: Mr. Chairman. 22 CHAIRMAN CARTER: Commissioner Argenziano. 23 COMMISSIONER ARGENZIANO: Exactly. How do you get to 24 25 that point if you can't discuss it? And I understand, and that

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1	is what I'm trying to say right now, is that the issue? And
2	then later I guess at some time you get into
3	MR. COOKE: And I don't have concerns if that
4	question were answered by the parties here, but it is starting
5	to get into the merits. But I don't think it is so far into it
6	that I think
7	CHAIRMAN CARTER: Okay. I just want to make sure
8	MR. COOKE: Because I think the intent of the
9	question was to try to figure out is there really a question of
10	anticompetitive behavior under state law, and we are not going
11	to take these answers as definitively answering those
12	questions.
13	COMMISSIONER ARGENZIANO: Can I ask a question at
14	this point?
15	CHAIRMAN CARTER: You're recognized.
16	COMMISSIONER ARGENZIANO: How would you ever come to
17	a determination in this matter? You can do all the procedural
18	things that you need to, but at some point you have to discuss
19	the heart of the matter, and that is the heart of the matter.
20	Is there anticompetitive behavior or is there not? And at what
21	point is there and is there not, and what do the statutes back
22	up or the rules back up. So at what point would that be
23	determined, because as a Commissioner and as just a human
24	being, how do you make that determination without discussing
25	that information, or finding it?

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1	MR. COOKE: Well, at some point we may have a hearing
2	in which all of these interrelated facts would be developed,
3	and based on all of that there would be policy questions
4	probably addressed.
5	COMMISSIONER ARGENZIANO: Then it is correct for me
6	to want to know if there is if that is a statutory violation
7	at this point without getting into the merits of
8	MR. COOKE: I'm not tremendously troubled by asking
9	the parties' opinion to that question. I think it is starting
10	to go down that road, but
11	COMMISSIONER ARGENZIANO: I don't want to go down
12	that road, I just want to be able to find out. To me that is
13	the crux of everything that we are dealing with today.
14	MR. COOKE: I'm comfortable with it.
15	CHAIRMAN CARTER: You're recognized. Hang on a
16	second, Commissioner. Based upon I think, Mr. Cooke said
17	that you could ask did you say that she could ask the
18	question?
19	MR. COOKE: I would never tell a Commissioner that
20	they can't ask a question.
21	CHAIRMAN CARTER: I know that, but I'm saying we want
22	to preserve the integrity of the process, because that would
23	be
24	MR. COOKE: The question is not designed, in my
25	opinion, to answer definitively what anticompetitive behavior

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1	is, what the merits are. The question is designed to elicit
2	whether there is an issue of state law here.
3	CHAIRMAN CARTER: Okay. Good.
4	MR. COOKE: That is how I am interpreting the
5	question.
6	CHAIRMAN CARTER: Great interpretation.
7	MR. SAVAGE: Your Honor, may I answer the question?
8	CHAIRMAN CARTER: Commissioner, then you can ask your
9	question. Let's get a response for you.
10	MR. SAVAGE: Yes. Hearing all of this
11	CHAIRMAN CARTER: From both of the parties.
12	MR. SAVAGE: To be very clear, obviously we think
13	they are violating the law, but I'm not trying to argue that
14	now. I just want to try to identify for you what I think the
15	problem is that needs to be decided under state law.
16	The way we see the world is fairly simple. At any
17	time either party can market all they want to everybody. You
18	know, radio ads, TV ads, you know, even hang fliers on doors.
19	All of the stuff that we actually do to try to get people to
20	come to our service. So that is sort of forever.
21	After a customer has actually moved from Bright House
22	to Verizon, and, yes, I am sad to say some go the other way, or
23	come from Verizon to Bright House, once they have moved you can
24	market to them all you want. You can send them targeted direct
25	things saying, hey, you just left me, I wish you hadn't.

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1	Please come back. Here is \$200. Here is a new TV. You know,
2	whatever it is they are doing.
3	CHAIRMAN CARTER: Is that a high definition TV?
4	(Laughter.)
5	MR. SAVAGE: What we are saying is what becomes
6	anticompetitive, and obviously we disagree about that, our
7	contention is of what becomes anticompetitive is, as I said
8	earlier, there is this unique feature of phone service where we
9	can't just take the customer. We have got to work with them.
10	We have got to say, okay, we need to take your customer in
11	three days. And during that three-day period you have got to
12	do this complicated stuff on your switch, and we have got to do
13	all of this stuff with the number portability data base so that
14	at noon on Friday, or whenever it is, their service gets cut
15	off and our service gets turned on.
16	And that unique period, that little three-day period
17	when we have to work together, our contention is that it
18	violates the state laws we have cited and the Commission rules
19	we have cited for them to take advantage of the fact that we
20	had to tell them we want to take their customer. To use that
21	information to try to market to their customer. Our view is
22	that is anticompetitive under state law. Now, of course, I
23	could
24	CHAIRMAN CARTER: No, don't make his argument for
25	him. Allow him.

MR. SAVAGE: He will have his argument, but that is 1 our contention of what the state law problem is. Marketing to 2 a customer targeted during that period when we had to tell them 3 they were leaving. 4 CHAIRMAN CARTER: Mr. O'Roark. 5 MR. O'ROARK: Commissioner Argenziano, Verizon's 6 program is procompetitive. Now, if you think about it, as a 7 consumer, I mean, in today's world particularly as you know in 8 Tampa, more and more the competition we are talking about is 9 10 not just about phone service. It's competition on triple play, voice, data, video, the whole nine yards. And if you are a 11 consumer, I mean, you think about it, you go to the other 12 13 brand, you have the cable quy, or the FiOS guy come out and you go home, wait for him to show up, make all the transitions, 14 learn how to use all the services, and then a couple of weeks 15 later you realize, oh, I could have gotten a better deal. That 16 is not procompetitive. What is procompetitive is getting the 17 information at the time you make a decision. 1.8 CHAIRMAN CARTER: Commissioner Skop. 19 COMMISSIONER SKOP: Thank you, Chairman Carter. And 20 I just wanted to go back to our General Counsel. Mr. Cooke, I 21 think the current procedural posture is basically not to get 22 into the merits, but to determine whether a stay should be 23

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24 granted or whether we should exercise our concurrent

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jurisdiction to address issues under state law. And I think

1 that that probably turns on some of the discussion that was 2 raised before us.

But, I think that is the only question. And I just wanted to make sure that if we decide to deny the stay, then the proper posture on a forward-going basis, I think, as you previously stated, would be to have a hearing where we would get into the specific merits regarding any allegations of anticompetitive behavior. Is that correct?

9 MR. COOKE: I think I agree with what you said, Commissioner, that we are here to decide on a motion to dismiss 10 and whether a stay is proper. I think the thing we are 11 struggling with is making sure that there is an issue of state 12 13 law, not trying to get into the merits of it. And I will admit 14 that some of this is starting to get in that direction. But 15 there is a point at which you need to clearly understand what 16 is the issue of state law, and I think that this was designed to identify that. I don't really want to see us go farther on 17 the merits, because I don't think it's relevant at this point, 18 and I agree with that. 19

20

COMMISSIONER SKOP: Thank you.

21 CHAIRMAN CARTER: Commissioners, I think we are on 22 that dead horse again. From a procedural standpoint, we 23 probably need to take the issue separately. Wouldn't you 24 agree, Mr. Cooke?

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MR. COOKE: I think that's a better approach,

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1	Mr. Chairman.
2	CHAIRMAN CARTER: Okay. Commissioners, let's back up
3	to Issue Number we have already dealt with Issue 1. That
4	was to allow the parties oral argument. We are now on Issue 2,
5	and that issue is should the Commission grant Verizon's motion
6	to dismiss Bright House's petition for failing to state a claim
7	for which relief can be granted.
8	Commissioner McMurrian, you're recognized.
9	COMMISSIONER McMURRIAN: I can move staff on Issue 2.
10	COMMISSIONER SKOP: Second.
11	CHAIRMAN CARTER: Commissioners, any questions? It
12	has been moved and properly seconded on Issue 2. All those in
13	favor let it be known by the sign of aye.
14	(Unanimous affirmative vote.)
15	CHAIRMAN CARTER: Those opposed, like sign? Thank
16	you, Commissioners. Let's move forward now to Issue 3.
17	Commissioner McMurrian, you're recognized.
18	COMMISSIONER McMURRIAN: Chairman, I'm not sure if
19	this motion will carry, but my motion on Issue 3 would be to
20	deny staff on Issue 3. And I think I have probably explained
21	it enough at this point. I do think that there is an issue
22	proposed of state law. I do think that is before us. I just
23	think that it would be appropriate to stay these proceedings
24	until the FCC at least for some period of time, perhaps 90
25	days, and let them take it up and then see where we are at that

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1	point, because I think that could benefit us, judicial economy
2	and some of the things that I mentioned earlier. But if that
3	is not the will of the majority, then but that would be my
4	motion on Issue 3.
5	CHAIRMAN CARTER: Hearing no second, Commissioner
6	Edgar, you're recognized.
7	COMMISSIONER EDGAR: I tend to think this is one of
8	those that there is no right or wrong answer.
9	CHAIRMAN CARTER: I think we are well beyond that.
10	COMMISSIONER EDGAR: And I guess, noting that I am
11	prehearing officer, I have a tendency to therefore want to go
12	along with Commissioner McMurrian's well-intended motion, but
13	yet I think my judicial philosophy is just generally if
14	something is brought before us, I have a tendency to want to
15	carry it through.
16	And realizing the discussion that Commissioner
17	Argenziano has had and others, it does appear to me that there
18	is an issue of state law. To what extent and to what degree, I
19	don't know yet, obviously. And I could truly go either way.
20	But realizing where we are, I will throw this out and see where
21	it leaves us, and that would to be make a motion in support of
22	the staff recommendation on Issues 3 and 4.
23	COMMISSIONER ARGENZIANO: Second.
24	COMMISSIONER SKOP: Yes, second.
25	CHAIRMAN CARTER: It has been moved and properly

1 seconded that we move forward on Issues 3 and 4. 2 Commissioners, any questions? All those in favor, let it be known by the sign of aye. 3 (Unanimous affirmative vote.) 4 CHAIRMAN CARTER: Those opposed, like sign. 5 6 COMMISSIONER MCMURRIAN: Aye. 7 Chairman, if I might clarify, though. I'm not sure about Issue 4. Since you included Issue 3 and 4, but I'm not 8 9 sure what the outcome is on Issue 4. But on Issue 3 --CHAIRMAN CARTER: On Issue 3 you are voting in the 10 negative as opposed to the affirmative, is that correct? 11 12 COMMISSIONER MCMURRIAN: Right. CHAIRMAN CARTER: And on Issue 4? 13 14 COMMISSIONER EDGAR: I did include Issue 4 in my 15 motion, and that was with the understanding that if Issue 3, 16 the staff recommendation carried, that clearly the docket would 17 need to remain open to move through to the OEP, et cetera, but 18 I will look to Mr. Cooke to see if I read that correctly. 19 CHAIRMAN CARTER: You are voting in the affirmative 20 on that? 21 MR. COOKE: I think the docket needs to stay open if Issue 2 was approved, which it was. So it is kind of a fallout 22 23 from Issue 2 itself, which was approved. 24 COMMISSIONER McMURRIAN: Mr. Chairman, that's how I 25 see it as a fallout issue. I'm not taking issue with how the

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1	fallout issue results from the majority's decision on Issue 3,
2	so I don't really see myself dissenting on Issue 4.
3	MR. COOKE: Commissioner McMurrian, just clarifying,
4	you are in favor of Issue 4.
5	CHAIRMAN CARTER: Okay. That is as clear as mud.
6	COMMISSIONER MCMURRIAN: Thank you.
7	CHAIRMAN CARTER: Thank you, Commissioners, on Issue
8	3.
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	FLORIDA PUBLIC SERVICE COMMISSION
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1	STATE OF FLORIDA)
2	: CERTIFICATE OF REPORTER
3	COUNTY OF LEON)
4	
5	I, JANE FAUROT, RPR, Chief, Hearing Reporter Services Section, FPSC Division of Commission Clerk, do hereby certify
6	that the foregoing proceeding was heard at the time and place herein stated.
7	IT IS FURTHER CERTIFIED that I stenographically reported the said proceedings; that the same has been
8	transcribed under my direct supervision; and that this transcript constitutes a true transcription of my notes of said
9	proceedings.
10	I FURTHER CERTIFY that I am not a relative, employee, attorney or counsel of any of the parties, nor am I a relative
11	or employee of any of the parties' attorney or counsel connected with the action, nor am I financially interested in
12	the action.
13	DATED THIS 10th day of March, 2008.
14	(and taurot
15	JANE FAUROT, RPR
16	Official FPSC Hearings Reporter (850) 413-6732
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