Exhibit No.:

Issue: Policy

Witness: Arthur P. Martinez

Sponsoring Party: Spectra Communications

Group, LLC d/b/a CenturyTel

Type of Exhibit: Direct Testimony

Case No.: IO-2006-0108

Date Testimony Prepared: September 21, 2005

# SPECTRA COMMUNICATIONS GROUP, LLC D/B/A CENTURYTEL

**DIRECT TESTIMONY** 

OF

ARTHUR P. MARTINEZ

CASE NO. IO-2006-0108

# OF THE STATE OF MISSOURI

STATE OF MISSOURI	)
	) ss.
COUNTY OF COLE	)

### **AFFIDAVIT**

I, <u>Arthur P. Martinez</u>, of lawful age and being duly sworn, state: I am presently Director of Government Relations for Spectra Communications Group, LLC d/b/a CenturyTel. My business address is 220 Madison Street, Jefferson City, Missouri 65101. Attached hereto and made a part hereof for all purposes is my direct testimony. I hereby swear and affirm that my answers contained in the attached testimony to the questions therein propounded are true and correct to the best of my knowledge and belief.

Arthur P. Martinez

Subscribed and sworn to before me this 21st day of September, 2005.

Mary Siemons – Notary Public

My Commission expires: Aug 8, 2008



1		DIRECT TESTIMONY
2		$\mathbf{OF}$
3		ARTHUR P. MARTINEZ
4		CASE NO. 10-2006-0108
5		
6	Identification of Witness	
7	Q.	Please state your name and business address.
8	A.	My name is Arthur P. Martinez. My business address is 220 Madison Street, Jefferson
9		City, Missouri 65101.
10	Q.	On whose behalf are you testifying in this proceeding?
11	A.	I am the Director of Government Relations for Spectra Communications Group, LLC
12		d/b/a CenturyTel and I am testifying on Spectra's behalf in this proceeding.
13	Q.	Please describe your educational background and business/regulatory experience.
14	A.	I graduated from New Mexico State University with a Bachelor of Business
15		Administration with a major in Managerial Finance and a Masters of Arts Degree in
16		Economics with an emphasis in Regulatory Economics. I began my telecommunications
17		career in 1993 as a staff member with the Telecommunications Division of the New Mexico
18		State Corporation Commission ("NMSCC"). After leaving the NMSCC I worked for two
19		independent rural telephone companies in positions ranging from Operations Manager to
20		that of General Manager; my duties included regulatory and legislative affairs. I have been

<sup>&</sup>lt;sup>1</sup> In 1999 the New Mexico State Corporation Commission was combined with the New Mexico Public Utilities Commission to form the newly created New Mexico Public Regulation Commission.

employed by CenturyTel for four years, working first in Colorado and now in Missouri. I previously have testified in a number of regulatory proceedings before this Commission.

### **PURPOSE OF TESTIMONY**

Α.

### 4 Q. What is the purpose of your testimony?

A. The purpose of my testimony is to present and further support the evidence that was provided in Spectra's verified Application for Competitive Classification; to address the specific areas of agreement existing between Spectra and the Staff of the Commission relating to the grant of competitive status to four exchanges for the provisioning of residential and business services; and to respond to the Recommendation and Objection filed by NPG Cable, Inc. d/b/a St. Joseph Cablevision, Inc. ("NPG") relating specifically to the Savannah exchange. I am mindful that the Office of the Public Counsel ("OPC") submitted its Objections and Recommendations, wherein OPC urges the Commission to make an evidentiary record to serve as the basis for the Commission's decision, and to require Spectra to fully disclose the facts that support its assertions in the application. I respectfully submit that both concerns clearly have been met in this proceeding.

# Q. Please describe the underlying Application filed by Spectra initiating this proceeding.

Spectra filed its Application for Competitive Classification on September 9, 2005, pursuant to Section 392.245.5 RSMo. (2005), requesting that the Commission conduct a 30-day competitive classification review pursuant to Section 392.245.5(6) RSMo. and approve Spectra's Application for Competitive Classification for all its residential services, other than exchange access service, for the following exchanges: (a) Ewing (b) LaBelle, (c) Lewistown, (d) Macon and (e) Savannah; and for all of its business services,

- other than exchange access services, in the following exchanges: (a) Ewing (b) LaBelle,

  (c) Lewistown and (d) Macon. Concurrent with the filing of the Application, Spectra

  filed proposed tariffs, with thirty-day effective dates, reflecting grants of the requested

  competitive classification.
- What is your understanding of the criteria for qualifying for competitive status in a 30-day proceeding?

- A. Missouri statute Section 392.245.5 RSMo. (2005) allows carriers subject to Price Cap Regulation to seek competitive classification for each telecommunications service offered to business and residential customers, other than exchange access service, in any exchange in which at least two non-affiliated entities are providing basic local telecommunications service to customers within the exchange. Section 392.245.5 RSMo. (2005) states as follows:
- 5. Each telecommunications service offered to business customers, other than exchange access service, of an incumbent local exchange telecommunications company regulated under this section shall be classified as competitive in any exchange in which at least two non-affiliated entities in addition to the incumbent local exchange company are providing basic local telecommunications service to business customers within the exchange. Each telecommunications service offered to residential customers, other than exchange access service, of an incumbent local exchange telecommunications company regulated under this section shall be classified as competitive in an exchange in which at least two non-affiliated entities in addition to the incumbent local exchange company are providing basic local telecommunications service to residential customers within the exchange. For purposes of this subsection:
  - (1) Commercial mobile service providers as identified in 47 U.S.C. Section 332(d)(1) and 47 C.F.R. Parts 22 or 24 shall be considered as entities providing basic local telecommunications service, provided that only one such non-affiliated provider shall be considered as providing basic local telecommunications service within an exchange;
  - (2) Any entity providing local voice service in whole or in part over telecommunications facilities or other facilities in which it or one of its affiliates have an ownership interest shall be considered as a basic local

1 telecommunications service provider regardless of whether such entity is subject 2 to regulation by the commission. A provider of local voice service that requires 3 the use of a third party, unaffiliated broadband network or dial-up Internet 4 network for the origination of local voice service shall not be considered a basic 5 local telecommunications service provider. For purposes of this subsection only, a 6 broadband network is defined as a connection that delivers services at speeds 7 exceeding two hundred kilobits per second in at least one direction; 8 (3) Regardless of the technology utilized, local voice service shall mean 9 two-way voice service capable of receiving calls from a provider of basic local 10 telecommunications services as defined by subdivision (4) of section 386.020. 11 RSMo: 12 (4) Telecommunications companies only offering 13 telecommunications service or only reselling telecommunications service as 14 defined in subdivision (46) of section 386.020, RSMo, in the exchange being considered for competitive classification shall not be considered entities providing 15 16 basic telecommunications service; and 17 (5) Prepaid telecommunications service shall mean a local service for 18 which payment is made in advance that excludes access to operator assistance and 19 long distance service; 20 (6) Upon request of an incumbent local exchange telecommunications 21 company seeking competitive classification of business service or residential 22 service, or both, the commission shall, within thirty days of the request, determine 23 whether the requisite number of entities are providing basic local 24 telecommunications service to business or residential customers, or both, in an exchange and if so, shall approve tariffs designating all such business or 25 26 residential services other than exchange access service, as competitive within 27 such exchange. 28 Q. Please address the criteria that one of the two entities can be a commercial mobile 29 service provider. 30 Section 392.245.5(1) RSMo. (2005) states that commercial mobile service providers shall A.

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prepaid

be considered as entities providing basic local telecommunications service, provided that only one such non-affiliated provider shall be considered as providing basic local telecommunications service within an exchange. Spectra has numerous non-affiliated wireless providers operating in its exchanges providing local service. Exhibit A of Spectra's Application identifies wireless carriers, including (a) Cingular, (b) Verizon, (c) T-Mobile, (d) Alltel, (e) US Cellular, (f) Nextel and (g) Sprint providing local service in the above Spectra exchanges. (*See* Exhibit A for Wireless Carriers Operating in Spectra Exchanges, incorporated herein by reference.) Wireless carrier websites and industry reference websites were utilized to confirm the information depicted on Exhibit A. As discussed in the Direct Testimony of Staff Witness John Van Eschen at Page 6, the Staff agrees that Spectra has met the criteria regarding the presence of wireless providers in the exchanges where competitive status is sought.

A.

## Q. What is your understanding of the criteria for the second non-affiliated entity in terms of qualifying for the thirty-day trigger under the statute?

The second entity can be any entity providing local voice service in whole or in part over telecommunications facilities or other facilities in which it or one of its affiliates has an ownership interest. As specifically set forth in Spectra's Application, Mark Twain Communications Company is providing both residential and business phone service, using facilities it owns in part or whole, in the following Spectra exchanges: (a) Ewing (b) LaBelle and (c) Lewistown. Chariton Valley Telecom Corporation is providing both residential and business phone service, using facilities it owns in part or whole, in the Spectra exchange of Macon. In addition, NPG Cable, Inc. d/b/a St. Joseph Cablevision,

1	Inc. <sup>2</sup> (a/k/a Savannah Cablevision) is providing residential phone service, using facilities
2	it owns in part or whole, in the Spectra exchange of Savannah.

Q. Please describe the facts supporting Spectra's identification of Mark Twain Communications Company as an entity that meets the second criteria discussed above.

- A. Mark Twain Communications Company ("Mark Twain") provides local phone service to both residential and business customers in direct competition with Spectra in the following Spectra exchanges: (a) Ewing, (b) LaBelle and (c) Lewistown.
  - i. Mark Twain is a competitive local exchange carrier certified by the Commission to provide basic local telecommunications services in the State of Missouri in Case No. TA-98-305. Included in its certificated area are the Spectra exchanges of Ewing, LaBelle and Lewistown.
  - ii. As stated in its verified Application filed August 31, 2005 in Case No. TO-2006-0100, "Mark Twain is a competitive local exchange carrier that has been providing local services in the Northeast Missouri exchanges of Ewing, LaBelle, and Lewistown since 1997. Mark Twain is also a

<sup>&</sup>lt;sup>2</sup> In its original Application for Competitive Classification, Spectra identified NPG as "News-Press and Gazette Company d/b/a St. Joseph Cablevision (a/k/a Savannah Cablevision)." However, the Motion to Intervene in this proceeding was filed by NPG Cable, Inc. d/b/a St. Joseph Cablevision, Inc. ("St. Joseph Cablevision"), and its Recommendation and Objection filed on September 19, 2005, states that "News-Press & Gazette Company, an affiliate of NPG Cable, does not provide any form of telecommunications service in Missouri." Accordingly, Spectra is amending its Application by interlineation, substituting NPG Cable, Inc. d/b/a St. Joseph Cablevision, Inc. for News-Press and Gazette Company d/b/a St. Joseph Cablevision.

competitive eligible telecommunications carrier (ETC) providing services supported by the federal universal service fund. Mark Twain has received federal universal service support for such services provided in 2000 and thereafter."

- iii. The Commission previously found that Mark Twain is, in fact, providing local service in Spectra's above-referenced exchanges when the Commission issued its *Order Approving Price Cap Regulation* for Spectra in Case No. IO-2003-0132. Indeed, as reflected at the time of the Order, December 17, 2002, "[a]ccording to Staff, Mark Twain serves 784 full facility-based residential voice grade equivalent lines and 250 full facility-based business voice grade equivalent lines in the Spectra service area." Mark Twain continues to have its own facilities extensively deployed throughout the above-mentioned exchanges.
- iv. Upon information and belief, Spectra would expect that Mark Twain's 2004 Annual Report identifies local residential and business customers in the Spectra exchanges of Ewing, LaBelle and Lewistown, and that the Annual Report would further reflect that Mark Twain continues to provide service in these exchanges with its own facilities. However, Mark Twain's 2004 Annual Report is filed on a Highly Confidential basis. Accordingly, pursuant to Section 392.245.5(6), Spectra respectfully requested that the Commission consider its own records concerning ownership of facilities, including the 2004 Annual Report of Mark Twain Communications Company.

Based upon Mr. Van Eschen's Direct Testimony, I would conclude that the Highly
Confidential information contained in Mark Twain's 2004 Annual Report does, indeed,
support Spectra's assertions. As Mr. Van Eschen noted at Page 9 of his testimony, "The
annual reports due on April 15, 2005, are the reports focused upon by Staff for this
proceeding." Accordingly, Schedule 1 to his testimony identifies Mark Twain as a
wireline company providing residential and business local voice service on a full facility
basis in the Spectra exchanges of Ewing, LaBelle and Lewistown.

- Q. Please describe the facts supporting Spectra's identification of Chariton Valley

  Telecom Corporation as an entity that meets the statutory criteria for a nonaffiliated wireline provider.
- 11 A. Chariton Valley Telecom Corporation ("Chariton Valley") provides local phone service 12 to both residential and business customers in direct competition with Spectra in the 13 Spectra exchange of Macon.
  - i. Chariton Valley obtained a Certificate of Service Authority to provide basic local telecommunications services within portions of the state of Missouri, including the exchanges of Spectra, on June 4, 2002 (Case No. TA-2002-238).
  - ii. Chariton Valley's 2004 Annual Report identifies both local residential and business customers in the Spectra Macon exchange. (See Exhibit C of the Application, incorporated herein by reference, for Chariton Valley's 2004 Annual Report). The Annual Report indicates that Chariton Valley has its

own facilities. Indeed, whereas Chariton Valley is seeking ETC designation for the Spectra exchange of Macon in Case No. TO-2005-0423, the Direct Testimony of Chariton Valley General Manager James Simon just filed on September 2, 2005, states: "CVT constructed an underground fiber-to-the-premise network using passive optical network (PON) technology. The network consists of four (4) fiber nodes within the city limits of Macon with fiber buried to most business and residential locations." When asked -- "Do you believe that CVT's customer base consists of lines actually captured from Spectra, or new lines that Spectra would have served absent CVT's presence in Macon?" – Mr. Simon answered "Yes." (Direct Testimony, page 11).

Again, based upon Mr. Van Eschen's Direct Testimony, Staff has confirmed the information provided by Spectra regarding Chariton Valley, and Chariton Valley is depicted on Schedule 1 of his testimony as a wireline company providing residential and business local voice service in the Macon exchange on a full facility basis.

- Q. Please describe the facts supporting Spectra's identification of NPG as an entity that meets the statutory criteria for a non-affiliated wireline provider.
- 18 A. NPG Cable, Inc. d/b/a St. Joseph Cablevision, Inc. (a/k/a Savannah Cablevision) provides
  19 local phone service to residential customers in direct competition with Spectra in
  20 Spectra's Savannah exchange.

i. As reflected in the advertisement for "New Residential Phone Service, Digital Phone" (See Exhibit D to Spectra's Application and incorporated herein by reference), NPG's "Digital Phone" service "merges the traditional technology of standard phone service with the digital capabilities of cable broadband. Your phone service is channeled through our cable network and to the public telephone system." As noted on the back page of the attachment listing the Channel Line Up, "\*Customers in Savannah will receive the Savannah City Channel." Upon direct inquiry on behalf of Spectra, the offering of residential facility-based phone service in the Savannah exchange was confirmed by an NPG representative.

- ii. Upon information and belief, Spectra understands that NPG utilizes, in addition to its own facilities, a portion of other CLEC's facilities and, in fact, Spectra numbers in the Savannah NPA-NXX have been ported to such CLEC to assist in the provisioning of such services. Accordingly, pursuant to Section 392.245.5(6), Spectra respectfully requested that the Commission consider its own records concerning ownership of facilities, and Spectra has cooperated with the Commission's Staff to facilitate its inquiry in this matter.
- Q. Earlier in your testimony, you indicated that you would address the specific areas of agreement existing between Spectra and the Staff of the Commission relating to the grant of competitive status to four exchanges for the provisioning of residential and business services. Could you briefly summarize those areas of agreement for the Commission?

- 1 A. Yes. As discussed above, and as reflected in Mr. Van Eschen's Direct Testimony, "As shown on Schedule 1, Staff recommends competitive status be granted to the following exchanges in the 30-day proceeding for both residential and business services: Ewing, LaBelle, Lewistown, and Macon." (Page 10).
- Q. Is there agreement between Spectra and Staff regarding the request for competitive
   status in the Savannah exchange for residential services?
- 7 A. Based on Staff's Recommendation and Objection, as well as Mr. Van Eschen's Direct 8 Testimony, "Staff is currently still evaluating Spectra's request for competitive status in 9 the Savannah exchange for residential services." (Testimony, Page 2). Accordingly, 10 Staff objects to the grant of competitive status at this time. As noted by Mr. Van Eschen. 11 "Staff hopes to gain additional information by the time of the hearing to provide a more 12 definitive recommendation for the Savannah exchange." (Id., Page 11). Spectra supports 13 Staff's continuing inquiry and hopes that Staff will, in fact, be able to gain additional 14 information by the time of hearing. However, Spectra submits that the Commission has 15 sufficient information to determine that the Savannah exchange meets the requisite 16 criteria set out in Section 392.245.5 RSMo. and, therefore, strongly disagrees with Staff's 17 current conclusion regarding the Savannah exchange.
- 18 Q: Please explain the basis for your assertion that Staff has reached the wrong
  19 conclusion regarding the Savannah exchange.
- 20 A: There are four primary areas that I will discuss in support of Spectra's position regarding 21 the Savannah exchange:

1	1.	NPG meets the specific criteria in Section 392.245.5 RSMo, 2005, for residential
2		service; <sup>3</sup>

- 2. NPG owns and operates the most costly and least accessible portion of a telecommunications network, the loop;
- 3. NPG is engaging in a complete bypass of Spectra's network through the use of its own network and that of another carrier; and
- 4. NPG is actively operating as a provider of local voice service as evidenced by its local advertising, its willingness to take orders for local voice service, and its porting of telephone numbers from Spectra to Sprint on behalf of NPG.

### Q: Please define what a loop is?

A: A loop in telecommunications lexicon is the portion of the telecommunications network that extends from a carriers wire center, or switch, to the end-user customer. It is basically how a landline carrier such as Spectra connects each customer to its network. The loop, unlike a switch or other network elements such as interoffice transport facilities used to provision local service, cannot be easily aggregated. Therefore, the loop is the hardest portion of the telecommunications network to bypass or duplicate.

### Q: Are telecommunication companies the only entities that own loop type infrastructure?

19 A: No. Cable companies and electric transmission companies have similar loop type
20 facilities that run from an aggregation point (such as a head—end in the case of cable
21 provider or a transfer station in the case of an electric transmission company) to the end22 user customer.

<sup>&</sup>lt;sup>3</sup> Spectra has identified an instance where a business line has been ported to NPG although NPG's marketing materials suggest that it only provides service to residential customers at this time.

1	Q:	Does NPG own and operate such facilities?
2	A:	Yes. According to the City Of Savannah's website they list NPG as the cable provider. <sup>4</sup>
3	Q:	On page 7 of his Direct Testmony, Mr. Van Eschen provides an explanation of
4		Staff's criteria for establishing whether a price cap carrier meets the provisions of
5		Section 392.245.5 RSMo. Does NPG meet the criteria established by Staff?
6	A <b>:</b>	Yes. According to Mr. Van Eschen on page 7, lines 17-19, and again on page 8, lines 14-
7		16, Staff would consider a situation where a competitive provider owns the switch, the
8		loop, or both as meeting the qualifications for competitive status.
9	Q:	If NPG owns the loop or cables to end-user customers, why is Staff wavering in its
10		support of competitive status for the Savannah exchange?
11	<b>A:</b>	As previously discussed, according to Mr. Van Eschen the Staff is utilizing annual
12		reports submitted on behalf of carriers as Staff's primary source for verification. Since
13		NPG is no longer certificated by the Commission and thereby is not required to file an
14		annual report, Staff appears to be waiting for additional information from NPG.
15	Q:	Is it your understanding that NPG must be certificated to meet the provisions of
16		392.245.5 RSMo, 2005?
17	A:	No. The law states that "[a]ny entity providing local voice service in whole or in part
18		over telecommunications facilities or other facilities in which it or one of its affiliates
19		have an ownership interest shall be considered as a basic local telecommunications
20		provider regardless of whether such entity is subject to regulation by the commission."5
21		(Emphasis Supplied) Spectra interprets this to mean that a competitive carrier providing

<sup>&</sup>lt;sup>4</sup> http://www.savannahmo.net/services.html

<sup>&</sup>lt;sup>5</sup> Section 392.245.5(2), RSMo (2005).

local voice service need not be regulated by this Commission in order to be counted as a qualifying competitor.

### 3 Q: What evidence did Spectra provide Staff to help in its investigation of NPG?

Q:

A:

A:

As discussed above, Spectra included in its Application advertising material from NPG offering "New Residential Phone Service, Digital Phone." According to NPG, "Digital Phone" service "merges the traditional technology of standard phone service with the digital capabilities of cable broadband. Your phone service is channeled through our cable network and to the public telephone system." In addition to the advertising material, I directed one of my staff members to call NPG directly and inquire as to whether NPG was currently offering local phone service in Savannah, MO. NPG's service representative confirmed that NPG was offering residential phone service.<sup>6</sup>

# Was additional evidence provided to Staff in support of Spectra's application for competitive status in the Savannah exchange?

Yes. As indicated in Mr. Van Eschen's Direct Testimony, Page 11, lines 11-13, Spectra provided Staff with a list of over 60 customers that have been ported to Sprint on behalf of NPG. The list included the telephone number, the customer name, and the customer address for each of the ported lines. That list is attached to my direct testimony as **Highly Confidential Schedule 1**. Of course, this list would only reflect former Spectra customers now being served by NPG, and would not include new customers subscribing to NPG's Digital Phone service.

<sup>&</sup>lt;sup>6</sup> See Exhibit D to Spectra Communications Group, LLC d/b/a/ CenturyTel's Application for Competitive Status, filed on September 9, 2005.

- 1 Q: Has NPG provided additional information that would support Spectra's
- 2 application?
- 3 A: Yes. On Monday, September 19, 2005, NPG filed a Response and Objection to Spectra's
- 4 Application. In its Response, NPG admits that they are "a provider of voice over internet
- 5 protocol ("VoIP") services in the Savannah exchange." (Page 2, ¶ 5).
- 6 Q: Can VoIP be considered as basic local telecommunications service?
- 7 A: Yes. VoIP, or any other protocol for delivery of local voice calls, would only be
- 8 excluded in a situation where the VoIP provider is relying entirely on a third party
- 9 network to reach the customer. An example of this would be Vonage. In its Response,
- NPG claims that "NPG Cable is not a wireline competitor providing local voice service to
- 11 residential customers." However, as discussed herein, an examination of the underlying
- facts reveals that NPG meets the requirements of Section 392.245.5, RSMo (2005).
- 13 Q: What is Spectra's experience with NPG?
- 14 A: In July, a local area supervisor became aware through an advertisement in an area
- newspaper (See Schedule 2 attached to my Direct Testimony) that NPG was going to
- offer local phone service. Based on this advertisement, he called NPG to inquire as to
- when NPG would offer their "Digital Phone" service in the City of Savannah. An NPG
- service representative told the supervisor that "Digital Phone" service would be available
- in Savannah in late July. Spectra then began receiving porting requests from Sprint's
- 20 CLEC Company relating to the Savannah exchange. Subsequently, we received a porting
- 21 trouble ticket from Sprint on behalf of NPG. It was at that time we discovered Sprint was
- providing certain network functionalities for NPG.

### 1 Q: Please describe the network functionalities provided by Sprint, as you understand

#### 2 them?

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I understand that Sprint is providing NPG with switching and transport facilities for calls to and from the public switch network. For example, if a call is originated by an NPG customer in Savannah and terminates to a SBC customer in St. Joseph, the call would leave the NPG network and be transported to the Sprint network where it would be switched to SBC's network. However, if an NPG customer were to call another NPG customer such a call would be routed and switched entirely on NPG's network.

### 9 Q: Is this confirmed by NPG?

As indicated above, NPG's marketing material clearly identifies for its customers that "phone service is channeled through our cable network and to the public telephone system."

### 13 Q. Please summarize your testimony.

A. Spectra has demonstrated, and the Commission Staff's independent verification supports, that at least two non-affiliated entities are providing residential and business basic local telecommunications service to customers within the Spectra exchanges of Ewing, LaBelle, Lewistown and Macon. In addition, Spectra has demonstrated and the record evidence supports that at least two non-affiliated entities are providing residential basic local telecommunications service to customers within Spectra's Savannah exchange. Spectra's Application and tariffs meet the statutory requirements for competitive classification and should become effective in no more than 30 days from the date of filing.

- 1 Q. Does this conclude your direct testimony?
- 2 A. Yes it does.

# Schedule 1 Non-Proprietary Version



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