

1 \$4.00 per share, totals \$280 million in loss potential to employees should QCII go
2 bankrupt, not \$12 million.

3 **Q. YOU STATED THAT STAFF'S PROPOSAL FOR THE AMOUNT AND**
4 **DISPOSITION OF THE PROCEEDS FROM A SALE, SHOULD THE**
5 **COMMISSION APPROVE QWEST'S PETITION, SIGNIFICANTLY**
6 **INCREASES QWEST'S FINANCIAL EXPOSURE BY CREATING**
7 **PHANTOM GAIN LIABILITY AND REQUIRING THAT ALL**
8 **PROCEEDS BE PAID INTO A REGULATORY FUND. PLEASE**
9 **EXPLAIN WHAT YOU MEAN.**

10 A. Simply put, Staff's proposal fabricates gain for which there is no corresponding
11 sale proceeds. On a total company basis, Staff proposes that a BEGIN QWEST
12 CONFIDENTIAL *****¹¹ END QWEST CONFIDENTIAL sales price be
13 used when the total proceeds of the sale are actually approximately \$7.05 billion.¹²
14 Although Qwest witness Taylor provides testimony that rebuts the rationale for
15 this phantom sales price increase, Staff's proposal to increase a financially
16 strapped company's net payment liability by \$2.4 billion needs to be questioned
17 in light of the public interest standard. There is no question that obligating QC to
18 set aside purely fabricated, phantom gains for ratepayers dramatically increases
19 Qwest's financial exposure, even if the sale is consummated. And, as if the
20 phantom gain were not enough, Staff proposes that Washington's share of their
21 recommended sales proceeds be paid into some type

¹¹ See Selwyn Exhibit LLS-24C.

¹² On a Washington specific basis the Staff proposal is \$1.726 billion (gross proceeds - net of LCI - Staff state allocation factor) compared to \$1.284 billion (gross proceeds - net of LCI - Staff state allocation factor) for the actual sales price.