

Telecommunications Industry Revenue: TRS Fund Worksheet Data

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Telecommunications Industry Revenue: TRS Fund Worksheet Data

This report provides a general overview of the U.S. telecommunications industry based on data reported for ten categories of revenue. The revenue summaries presented in this report were compiled from annual FCC Form 431 Telecommunications Relay Service (TRS) Fund Worksheet filings. These revenue summaries are used by the FCC to calculate the TRS and regulatory fee factors. The text below discusses the origin of the filing requirement, the nature of the data, and comparisons with other data sources.

Telecommunications relay service is a telephone transmission service that allows persons with hearing or speech impairments to use the telephone. The Americans with Disabilities Act of 1990 requires all providers of interstate telecommunications service to share in the costs of financing the provision of interstate TRS. In order to meet this mandate, the FCC adopted a TRS funding mechanism in the Third Report and Order in CC Docket No. 90-571, adopted July 15, 1993, 8 FCC Rcd 5300 (1993). The FCC established a TRS fund and directed the National Exchange Carrier Association (NECA) to serve as the Administrator. Each carrier that provides interstate service must file an annual TRS Fund Worksheet with the Administrator. The worksheet summarizes a carrier's revenues and is used to calculate its required contribution to the TRS fund. This report summarizes the 1996 revenue information contained in the 3,459 worksheets filed in 1997.

Each legal entity that provides interstate telecommunications service must file a separate worksheet. Thus, over a hundred GTE subsidiaries filed TRS worksheets in 1997. Many of those subsidiaries operate as GTE Mobilenet but have dissimilar legal names, such as Florida #1B RSA Limited Partnership. Carriers that filed 1997 worksheets are listed in a report titled *Carrier Locator: Interstate Service Providers* (the *Locator*), released November 1997.

Almost all telecommunications carriers were required to file a TRS fund worksheet in 1997. Local telephone companies are classified as interstate service providers because they provide interstate access services. Similarly, competitive access providers, pay telephone operators, and cellular telephone companies derive revenue from providing access to interstate services and accordingly file TRS fund worksheets. Virtually all pay telephone providers, interexchange carriers (IXCs), operator service providers (OSPs), and toll resellers provide interstate services. Special mobile radio (SMR) and private paging providers offer dispatch, paging, and some telephone services. At one time, SMRs were not regulated as carriers and did not have to contribute to the provision of TRS. SMRs were first required to file worksheets in 1997.

The TRS Fund Worksheet directs carriers to categorize themselves as one of the following **types of carrier**:

- Competitive Access Provider (CAP) or Competitive Local Exchange Carrier (CLEC)
- Cellular or Personal Communications Service Carrier
- Interexchange Carrier (IXC)
- Local Exchange Carrier (LEC)
- Paging and Other Mobile Service Carrier (including SMRs)
- Operator Service Provider (OSP)
- Other Carrier
- Pay Telephone Provider
- Prepaid Calling Card Provider
- Toll Reseller

Each carrier is required to report intrastate and interstate revenues by the following **types of revenue**:

- Local exchange service
- Local private line service
- Cellular, PCS, paging and other mobile service
- Other local exchange service
- Interstate access service
- Intrastate access service
- Operator service (including pay telephone and card services)
- Other (non-operator) switched toll service
- Long distance private line service
- All other long distance service

Figure 1 summarizes total reported revenue by category and shows the percentage of revenue for each category that carriers reported as interstate. Figure 2 summarizes the number of each type carrier that filed. Figure 3 summarizes the total telecommunications revenue reported by each type of carrier.

Figure 1
Revenue Reported on TRS Fund Worksheets
(Amounts shown in millions)

| | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|----------------|----------------|----------------|----------------|----------------|
| Local Service | | | | | |
| Local Exchange | \$39,235 | \$40,176 | \$42,245 | \$45,194 | \$48,717 |
| Local Private Line | 1,049 | 1,088 | 1,138 | 1,226 | 1,616 |
| Cellular, PCS, Paging & Other Mobile | 7,285 | 10,237 | 14,293 | 18,759 | 26,049 |
| Other Local | <u>7,687</u> | <u>8,002</u> | <u>8,302</u> | <u>10,428</u> | <u>10,543</u> |
| Total Local Service | 55,256 | 59,503 | 65,977 | 75,607 | 86,924 |
| Interstate & Intrastate Access Service | 29,353 | 30,832 | 32,759 | 33,911 | 35,641 |
| Long Distance Service | | | | | |
| Operator (including Pay Telephone & Card) | 9,465 | 10,772 | 10,539 | 11,170 | 10,975 |
| Non-Operator Switched Toll | 54,300 | 58,294 | 60,819 | 64,431 | 71,467 |
| Long Distance Private Line | 7,783 | 8,067 | 9,043 | 9,719 | 10,665 |
| Other Long Distance | <u>4,196</u> | <u>5,392</u> | <u>4,078</u> | <u>4,309</u> | <u>6,583</u> |
| Total Long Distance | 75,744 | 82,525 | 84,478 | 89,629 | 99,691 |
| Total Reported Revenue | 160,353 | 172,860 | 183,214 | 199,147 | 222,256 |
| Percentage of Revenue Reported as Interstate | | | | | |
| Local Service | | | | | |
| Local Exchange | 0.1% | 0.1% | 0.0% | 0.1% | 0.1% |
| Local Private Line | 0.1% | 0.1% | 0.2% | 0.4% | 6.9% |
| Cellular, PCS, Paging & Other Mobile | 6.2% | 6.0% | 5.8% | 5.8% | 5.3% |
| Other Local | 14.9% | 14.0% | 13.9% | 11.2% | 11.8% |
| Total Local Service | 2.9% | 3.0% | 3.0% | 3.0% | 3.2% |
| Interstate & Intrastate Access Service | 72.3% | 72.9% | 73.1% | 73.2% | 73.3% |
| Long Distance Service | | | | | |
| Operator (including Pay Telephone & Card) | 76.2% | 65.5% | 62.3% | 61.6% | 58.8% |
| Non-Operator Switched Toll | 59.1% | 59.9% | 63.2% | 64.8% | 64.8% |
| Long Distance Private Line | 70.2% | 71.4% | 73.0% | 73.9% | 73.1% |
| Other Long Distance | 82.0% | 73.2% | 74.6% | 75.8% | 75.2% |
| Total Long Distance | 63.6% | 62.6% | 64.7% | 65.9% | 65.7% |
| Total Reported Revenue | 44.3% | 43.9% | 44.0% | 43.3% | 42.5% |

Note: Some data for prior years have been revised.

Figure 2
Number of Carriers Paying into the TRS Fund by Type of Carrier

| | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|--------------|--------------|--------------|--------------|--------------|
| Competitive Access Providers (CAPs) & Competitive LECs (CLECs) | | 20 | 30 | 57 | 109 |
| Cellular Service Carriers & Personal Communications Service (PCS) | | 798 | 790 | 792 | 804 |
| Interexchange Carriers (IXCs) | | 83 | 97 | 130 | 143 |
| Local Exchange Carriers (LECs) | | 1,281 | 1,347 | 1,347 | 1,371 |
| Paging and Other Mobile Carriers | | 126 | 117 | 138 | 172 |
| Operator Service Providers (OSPs) | | 35 | 29 | 25 | 27 |
| Other Toll Carriers | | 32 | 34 | 30 | 38 |
| Pay Telephone Providers | | 163 | 197 | 271 | 441 |
| Pre paid Calling Card Providers | | | | 8 | 15 |
| Toll Resellers | | 171 | 206 | 260 | 339 |
| Total | 2,558 | 2,709 | 2,847 | 3,058 | 3,459 |

Figure 3
Gross Revenue Reported by Type of Carrier
(Millions)

| | 1992 | 1993 | 1994 | 1995 | 1996 |
|---|------------------|------------------|------------------|------------------|------------------|
| Competitive Access Providers (CAPs) & Competitive LECs (CLECs) | \$69 | \$191 | \$287 | \$623 | \$1,011 |
| Cellular Service Carriers & Personal Communications Service (PCS) | 6,718 | 9,215 | 13,259 | 17,208 | 23,778 |
| Interexchange Carriers (IXCs) | 57,341 | 61,118 | 66,385 | 70,938 | 79,057 |
| Local Exchange Carriers (LECs) | 91,584 | 95,228 | 98,433 | 102,820 | 107,905 |
| Paging and Other Mobile Carriers | 670 | 964 | 1,111 | 1,419 | 2,121 |
| Operator Service Providers (OSPs) | 558 | 695 | 543 | 500 | 461 |
| Other Toll Carriers | 2,186 | 711 | 757 | 773 | 577 |
| Pay Telephone Providers | 183 | 175 | 300 | 349 | 357 |
| Prepaid Calling Card Providers | | | | 16 | 238 |
| Toll Resellers | 1,293 | 1,869 | 2,840 | 4,220 | 6,564 |
| Total of detail data <u>1/</u> | \$160,601 | \$170,166 | \$183,677 | \$198,867 | \$222,069 |
| Total all carriers <u>2/</u> | \$160,353 | \$172,860 | \$183,214 | \$199,288 | \$222,256 |

1/ Sum of detail revenue as originally reported. This total excludes some amounts withheld to preserve confidentiality.

2/ These totals include all reported revenue and reflect late filings and revisions.

Even though 1997 is the fifth year for filing TRS fund worksheets, some carriers still may not be aware of the reporting requirements. This is particularly a problem with pay telephone providers, which are often very small businesses. Many carriers also filed late or incomplete worksheets. Although carriers were required to file the 1997 worksheet by April 26, 1997, NECA was still receiving original or corrected 1997 worksheets in early October, when data were extracted for this report. It appears, however, that most interstate carriers are in compliance. Non-filers probably still exist, but represent a small fraction of industry revenue.

Figure 3 summarizes reported gross revenues for 1996 by type of reporting carrier. The attached tables provide more detail by type of reporting carrier. Therein, revenue totals are shown for the ten revenue categories used in the worksheet and are disaggregated by intrastate and interstate service. Some carriers report the precise amount of interstate revenue by category while others estimate the percentage of each category that was interstate. Also, some carriers have no business or regulatory requirements to record intrastate revenues separately from interstate revenues. Therefore, the breakdown between intrastate and interstate service may not be exact.

Reporting by revenue categories may also be imprecise. Carriers that use the FCC's Uniform System of Accounts (USOA) can easily classify revenues into the TRS worksheet categories. Most carriers, however, are not subject to FCC accounting requirements and may not record revenues or track service usage consistent with these categories. In addition, some carriers may have misunderstood reporting instructions. While NECA and the FCC have devoted significant effort to giving carriers guidance and correcting errors, some figures appear to be questionable. For example, some carriers that classified themselves as LECs did not report local exchange service revenues. Moreover, the reporting categories can be ambiguous for some types of carriers, e.g., some competitive access providers report most of their revenue as local exchange revenue, while others report most of their revenue as either other local revenue or access revenue. Some CAPS, which formerly reported some revenues as access revenues, instead reported revenues as local private line revenues for 1996. Thus, a change in reporting, rather than growth, accounts for the jump in local private line revenue reported as interstate service (see Table 3 and Table 4).

Carriers were instructed to report the amounts actually billed to customers. This means that carriers should report revenue net of discounts, but without making any adjustments to reflect uncollectible revenue. Some carriers have reported negative amounts for some revenue categories -- primarily for the intrastate "other local" service category. These figures probably represent accounting adjustments. Because carriers usually do not pay customers to take service, all negative values were ignored

in calculating revenue totals. In some cases, judgment has been used to re-categorize revenues.

For 1996, carriers reported total revenue of \$222 billion. This total consisted of \$87 billion for local service, \$36 billion for access service and \$100 billion for toll service. About \$7 billion of access service revenue represents subscriber line charges and special access services billed directly to customers. The rest represents LEC access charges billed to IXCs, which are passed on to customers and therefore are double-counted in industry totals; i.e., the amounts are reported by the LECs as access revenue and the amounts are also passed through to toll customers and therefore included as IXC toll revenue. Similarly, facilities-based carriers report revenues from services that they provide to other toll carriers, who in turn report revenue when they resell the services to the public. Thus, actual billings to end users were about \$35 billion less than the total reported revenue.

The total telecommunications industry revenue of \$222 billion for 1996 is 11% greater than the amount reported for 1995. Local exchange, access and toll revenues all showed strong growth. Wireless revenues grew by 39%.

Figure 4 compares the total industry revenues reported on TRS worksheets with estimates contained in the annual *Survey of Communications Services* published by the Bureau of the Census (Census). Figure 4 accounts for two definitional differences. Census collects data for all carrier directory advertising revenue, including directory billings made by local telephone companies, billings made by their non-carrier affiliates, and also directory license payments received from either non-carrier affiliates or unaffiliated companies. The TRS worksheet excludes revenue billings made by non-carrier affiliates. (Both sources exclude billings made by non-affiliated contractors.) A second difference is that Census includes both billed revenue and settlement receipts for international service. (Census has carriers classify settlement payouts as a type of network access expense.) The TRS worksheet requests billed revenue. Once directory advertising and international revenues are subtracted, the TRS totals are lower than Census estimates. Unlike TRS totals, Census totals include telephone company enhanced service and some customer premises equipment revenue.

Figure 4
Comparison of TRS Fund Worksheet Data with Census Data
(Amounts shown in millions)

| | Reported Industry Total Revenue | Directory Advertising Revenue | Settlement Payouts | Settlement Receipts | Carrier Domestic Revenue |
|----------|--|-------------------------------------|-----------------------|------------------------|--------------------------------|
| 1992 | | | | | |
| FCC Data | 160,353 <u>1/</u> | \$2,847 <u>2/</u> | \$6,144 <u>3/</u> | | \$151,362 |
| Census | \$171,578 <u>4/</u> | \$8,923 <u>4/</u> | \$6,144 <u>3/</u> | \$2,800 <u>3/</u> | \$153,711 |
| 1993 | | | | | |
| FCC Data | 172,860 <u>1/</u> | \$2,892 <u>2/</u> | \$6,566 <u>3/</u> | | \$163,402 |
| Census | \$181,700 <u>4/</u> | \$9,126 <u>4/</u> | \$6,566 <u>3/</u> | \$2,863 <u>3/</u> | \$163,145 |
| 1994 | | | | | |
| FCC Data | 183,214 <u>1/</u> | \$3,905 <u>2/</u> | \$7,223 <u>3/</u> | | \$172,086 |
| Census | \$195,333 <u>4/</u> | \$9,467 <u>4/</u> | \$7,223 <u>3/</u> | \$2,935 <u>3/</u> | \$175,708 |
| 1995 | | | | | |
| FCC Data | 199,288 <u>1/</u> | \$3,969 <u>2/</u> | \$7,774 <u>3/</u> | | \$187,545 |
| Census | \$209,963 <u>4/</u> | \$9,911 <u>4/</u> | \$7,774 <u>3/</u> | \$2,902 <u>3/</u> | \$189,376 |
| 1996 | | | | | |
| FCC Data | 222,256 <u>1/</u> | \$3,868 <u>2/</u> | \$8,448 <u>3/</u> | | \$209,940 |
| Census | | | \$8,448 <u>3/</u> | \$2,822 <u>3/</u> | |

Note: Some data for prior years have been revised.

1/ Total revenue reported on TRS worksheets.

2/ *Statistics of Communications Common Carriers (SOCC)*, Table 2.9 for all reporting local exchange carriers.

3/ *Section 43.61 International Telecommunications Data* message telephone service settlement receipts and payouts, including transiting traffic.

4/ *Annual Survey of Telecommunications Services*. Table 2. Unlike the SOCC, the Census data includes Yellow Pages® revenue of non-carrier affiliates.

The Industry Analysis Division published estimates of the toll market in *Long Distance Market Shares*, released October 1997. That report estimated 1996 total toll revenues of \$82.0 billion for long distance carriers -- \$93.3 billion if the toll revenue of local exchange carriers were included. The attached tables show \$87.3 billion of toll revenues for IXC's, OSP's, toll resellers, pay telephone operators, prepaid calling card provider, and other toll carriers -- \$99.7 billion if all carriers are included. For the big four interexchange carriers (IXC's) -- AT&T (including Alascom), MCI, Sprint and WorldCom -- Table 11B shows \$73.3 billion of toll revenue compared with \$68.1 billion in *Long Distance Market Shares*. Most of the difference appears to be due to different treatments of international settlements. For carriers other than the big four IXC's and the LEC's, the attached tables show \$13.9 billion in toll revenue, compared with \$14.0 billion estimated in *Long Distance Market Shares*.

Statistics of the Local Exchange Carriers, published by the United States Telephone Association for 1996, reports \$78.7 billion of revenue for regional Bell operating companies (RBOC's) and \$27.5 billion of revenue for independent carriers. *Statistics of Communications Common Carriers* (SOCC) also shows \$78.7 billion for total RBOC revenue for 1996. This figure is net of about \$1.1 billion of uncollectibles. For the same year, the RBOC's' LEC affiliates reported about \$79.7 billion in billed revenue on TRS fund worksheets. The SOCC and TRS figures should differ because the SOCC includes some non-communications service revenues, which are included in USOA Account 5200 but excluded from TRS. Other variances may be due to carriers filing inconsistent information.

The TRS rules prohibit the TRS Fund Administrator from releasing information contained in the TRS fund worksheets. Table 3 of the *Locator* shows the types of revenue reported by each carrier without disclosing the amounts reported. In some cases, only one or two carriers of a carrier type reported revenues for a particular service category. In order to preserve confidentiality in these instances, amounts have been omitted from revenue categories and sub-totals. All reported revenues have been included in Table 3, which summarizes revenue for all carriers filing worksheets, but not in Table 2, which shows totals by type of carrier.

Although revenue data for individual carriers are not being released, Table 22 provides some indication of the range of carrier sizes. Table 22 shows average revenues by class of carrier, including averages for the largest fifth of carriers to the smallest fifth. In addition, the table shows the average revenue for the five largest carriers of each type as well as the percentage of total revenues represented by those carriers. These percentages are not true measures of market concentration. Toll resellers and IXC's, for example, are included in different categories but compete

against each other and would be considered as part of the same market for many purposes. LECs and cellular carriers, on the other hand, compete in specific regions rather than in a national market. Also, many carriers offer services in multiple markets but all of their revenues were totaled in the single carrier category they selected. Finally, affiliates are not grouped together for the purposes of calculating the averages and percentages shown in the table.

Table 11A shows that the big four IXC's, including all carrier affiliates regardless of type, billed a total of \$82.4 billion for telecommunications services in 1996. Table 18A shows that the RBOCs, including all carrier affiliates regardless of type, billed a total of \$88.7 billion for telecommunications services in 1996. Together, these two groups accounted for 76% of all billed revenue in the industry.

Figure 5 uses TRS revenue data and other information to estimate average billed revenue per minute for interstate switched services. The estimates have a considerable margin of error. Although some carriers may not have filed TRS fund worksheets, all interstate access minutes are included in the NECA totals. Some of the "other toll" category probably represents switched services that should have been reported in the operator service or other switched revenue categories. Also, some customers are billed directly for the special access services that they use in conjunction with switched services. These special access revenues could logically be included with revenues in calculating cost per minute of service.

The largest potential source of error, however, stems from some toll revenue being double-counted. Most toll carriers -- IXC's, operator service providers, prepaid calling card providers and toll resellers -- resell some services of other toll carriers. Carriers report total billed revenues regardless of whether service was provided to a final customer or to another carrier for resale. Resale services are growing much faster than total service. Total revenue reported by toll resellers increased from \$1.3 billion in 1992 to \$6.6 billion in 1996. Based on comparisons of regulatory fee payments with TRS data, between 60% and 65% of gross revenue reported by toll resellers represents payments to underlying carriers. In order to partly offset the bias created by double counting, 60% of the interstate switched services revenue reported by toll resellers, operator services providers, prepaid calling card providers and pay telephone providers has been subtracted from switched services revenue before calculating revenue per minute.

The estimates of conversation or billed minutes are based on access minute data reported by NECA for access minutes that are billed as "terminating." Assuming that conversation minutes equal terminating minutes also brings uncertainty into the analysis. The typical domestic direct dialed (DDD) call results in both originating and

terminating access minutes. The relationship is not one-to-one for these calls because toll carriers are billed on the originating end for call set-up time and time associated with non-completed calls. Thus, one ordinary DDD minute generates about 1.07 originating access minutes, but just one terminating access minute. Toll-free calls and some other classes of calls generate access minutes that are billed as terminating minutes only. This is why terminating minutes represents the closest approximation of conversation minutes. Some calls, however, generate originating access minutes only or bypass LECs on both ends and do not generate any access minutes. Some subscriber toll-free calls, on the other hand, do not terminate on dedicated access lines and therefore generate two terminating access minutes per conversation minute. Also, international settlement minutes are reported based on the billing status of calls rather than where the calls actually originate. Thus, some U.S. billed calls actually originate in foreign points and vice versa. Operator service minutes were estimated based on the assumption that the average price per operator minute was \$.35 in 1992 and that operator service minutes did not change in subsequent years.

Figure 5 shows average billed revenue per minute declining from 19.4 cents in 1992 to 16.4 cents in 1996. For comparison, Figure 5 includes AT&T revenue-per-minute data through 1994. Unlike the amounts calculated in Figure 5, the AT&T data appear to be net of uncollectibles and international settlements. AT&T's revenue per minute figures would be higher than the TRS based estimates if the two sets of figures had been calculated using the same definitions.

Figure 5 also shows revenue per minute estimates for all domestic interstate calls and for DDD interstate calls. Both sets of estimates include toll-free traffic in addition to ordinary message telephone service (MTS) calls. These estimates are unaffected by the treatment of international settlements but are sensitive to assumptions made about the levels of both international and domestic operator service traffic. While the resulting estimates may be somewhat imperfect, the trends shown in Figure 5 appear to be reliable -- average billings per minute declined significantly between 1992 and 1996. Billed revenue per minute declined 2.9 cents per minute for all interstate and international calls. The decline was 27.8 cents per minute for international calls, 2.5 cents per minute for all interstate domestic calls, and 1.7 cents per minute for interstate domestic DDD calls.

Declines in access cost per minute account for a significant portion of the declines in toll rates over this period. Figure 5 shows how the average access cost of a typical or "2-ended" conversation minute declined about 11% from 1992 through 1996. Terminating interstate access minutes, however, which contain toll-free and

other "1-ended" minutes, grew much faster than did originating interstate access minutes. As a result, the average access cost of an interstate domestic conversation minute declined about 1.2 cents between 1992 and 1996. Some of this decline was offset by increased payment by IXC's for special access. The *Statistics of Communications Common Carriers* shows LEC revenues from special access increasing from \$2.5 billion in 1992 to \$3.6 billion in 1996. Per-minute access charges paid by IXC's continue to represent about 40% of the cost of an interstate domestic DDD call.

Figure 5
Estimates of Toll Rates and Access Costs per Conversation Minute
(Revenues and minutes shown in millions)

| | 1992 | 1993 | 1994 | 1995 | 1996 | % change 1992 to 1996 |
|---|----------|----------|----------|----------|----------|-----------------------------|
| Interstate Operator Service Revenue (OSP) <u>1/</u> | \$7,213 | \$7,052 | \$6,561 | \$6,878 | \$6,454 | -10.5% |
| + Other Interstate Switched Toll Revenue <u>1/</u> | \$32,070 | \$34,939 | \$38,458 | \$41,773 | \$46,317 | 44.4% |
| - 60% of Revenue reported by Toll Resellers | \$494 | \$654 | \$827 | \$1,765 | \$3,037 | 514.3% |
| = Total Switched toll Revenue | \$38,789 | \$41,337 | \$44,192 | \$46,886 | \$49,733 | 28.2% |
| - Billed International MTS Revenue <u>2/</u> | \$10,179 | \$11,353 | \$12,255 | \$13,990 | \$13,888 | 36.4% |
| = Interstate Domestic Switched Revenue | \$28,610 | \$29,984 | \$31,937 | \$32,896 | \$35,845 | 25.3% |
| - Interstate Domestic OSP Revenue <u>3/</u> | \$5,320 | \$5,115 | \$4,742 | \$4,826 | \$4,651 | -12.6% |
| = Interstate Domestic Direct Dialed (DDD) Revenue | \$23,289 | \$24,869 | \$27,195 | \$28,070 | \$31,194 | 33.9% |
| U.S. Billed International Settlement Minutes <u>2/</u> | 10,156 | 11,393 | 13,616 | 15,303 | 18,140 | 78.6% |
| Including world direct and hubbing after 1994 | 10,156 | 11,393 | 13,616 | 15,837 | 19,172 | 88.8% |
| Foreign Billed International Settlement Minutes <u>2/</u> | 5,248 | 5,678 | 6,385 | 7,121 | 8,291 | 58.0% |
| Originating Interstate Access Minutes <u>4/</u> | 154,375 | 157,114 | 162,043 | 169,236 | 175,730 | 13.8% |
| Terminating Interstate Access Minutes <u>4/</u> | 195,374 | 214,126 | 239,360 | 262,712 | 293,004 | 50.0% |
| Interstate Domestic Conversation Minutes <u>5/</u> | 190,126 | 208,448 | 232,975 | 255,591 | 284,714 | 49.7% |
| - Interstate Domestic Operator Handled Minutes <u>5/</u> | 15,201 | 15,201 | 15,201 | 15,201 | 15,201 | 0.0% |
| = DDD Conversation Minutes (includes toll-free, WATS, etc) | 174,925 | 193,247 | 217,774 | 240,390 | 269,513 | 54.1% |
| DDD Originating Minutes (excludes toll-free, WATS, etc) <u>6/</u> | 119,583 | 120,987 | 123,516 | 128,662 | 132,080 | 10.4% |
| Billed Revenue per Interstate and International Minute | \$0.1937 | \$0.1880 | \$0.1792 | \$0.1731 | \$0.1642 | -15.2% |
| AT&T Revenue per Minute Data <u>7/</u> | \$0.1940 | \$0.1890 | \$0.1810 | "n.a." | "n.a." | |
| Billed Revenue per International Minute | \$1.0023 | \$0.9965 | \$0.9000 | \$0.8834 | \$0.7244 | -27.7% |
| Billed Revenue per Interstate Domestic Minute | \$0.1505 | \$0.1438 | \$0.1371 | \$0.1287 | \$0.1259 | -16.3% |
| Billed Revenue per Interstate Domestic DDD Minute | \$0.1331 | \$0.1287 | \$0.1249 | \$0.1168 | \$0.1157 | -13.1% |
| Cost of Interstate Access per 2-Ended Minute <u>8/</u> | \$0.0686 | \$0.0671 | \$0.0677 | \$0.0652 | \$0.0610 | -11.2% |
| Per Originating Access Minute | 0.0323 | 0.0314 | 0.0315 | 0.0306 | 0.0287 | -11.1% |
| Per Terminating Access Minute | 0.0340 | 0.0336 | 0.0341 | 0.0326 | 0.0303 | -10.9% |
| Access Cost per Conversation Minute <u>9/</u> | | | | | | |
| All Interstate and International Calls | \$0.0581 | \$0.0551 | \$0.0538 | \$0.0507 | \$0.0460 | -20.8% |
| Interstate Domestic DDD Only | \$0.0562 | \$0.0532 | \$0.0520 | \$0.0490 | \$0.0444 | -20.9% |
| IXC Revenue per Conversation Minute net of Access Costs | | | | | | |
| All Interstate and International Calls | \$0.1355 | \$0.1329 | \$0.1254 | \$0.1224 | \$0.1182 | -12.8% |
| Interstate Domestic DDD Only | \$0.0770 | \$0.0755 | \$0.0729 | \$0.0678 | \$0.0713 | -7.4% |
| Access Cost as a Percentage of Revenue per Minute | | | | | | |
| All Interstate and International Calls | 30.0% | 29.3% | 30.0% | 29.3% | 28.0% | |
| Interstate Domestic DDD Only | 42.2% | 41.3% | 41.6% | 41.9% | 38.4% | |

Note: Some data for prior years have been revised.

- 1/ TRS Fund worksheets. OSP includes operator service, pay telephone and card services.
- 2/ Section 43.61 International Telecommunications Data. Total revenue are for all U.S. traffic to foreign points. Settlement minutes are shown with and without world direct and hubbing services. World direct and hubbing traffic do not generate access minutes.
- 3/ Estimated as total OSP revenue less the ratio of reported OSP revenue to total switched revenue times international MTS revenue.
- 4/ National Exchange Carrier Association.
- 5/ Terminating access minutes are used as a surrogate for conversation minutes. Domestic conversation minutes are estimated as interstate terminating minutes less foreign billed international minutes. Domestic operator handled (OPH) minutes for 1992 are estimated by assuming that carriers billed an average of 35 cents per OPH minute. That estimate also is used for subsequent years.
- 6/ DDD originating minutes were estimated as originating access minutes less U.S. Billed international settlement minutes (which includes includes call set up time, excludes world direct & hubbing) less operator handled minutes (increased by 7% to allow for call set up time); with the resulting total reduced by 7% to eliminate call set-up time.
- 7/ Filed by AT&T in the *Nondominance* proceeding. AT&T filed the following revenue-per-minute data for prior years: 1984=\$0.323; 1985=\$0.308; 1986=\$0.280; 1987=\$0.245; 1988=\$0.234; 1989=\$0.218; 1990=\$0.201; 1991=\$0.197. The AT&T data appear to be net of international settlements and uncollectibles.
- 8/ *Monitoring Report*, CC Docket No. 87-339, Table 5.11. The charges per originating and per terminating minutes are derived from data in that table.
- 9/ Including the cost of both originating and terminating access (based on access minutes and costs per minute shown in the table) divided by terminating access minutes.

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Table 1
Number of Carriers Reporting by Type of Carrier and Type of Revenue

| Telecommunications Industry TRS Fund Worksheet Data 1996 TRS Carrier Classifications | Total Carriers by Class | Number of Carriers Reporting Each Type of Revenue for 1996 | | | | | | | | |
|---|----------------------------------|--|--------------------------|--|----------------|---|---|-------------------------------------|-------------------------------------|--------------------------------------|
| | | Local Exchange | Local Private Line | Cellular, PCS, Paging & Other Mobile | Other Local | Intrastate and Interstate Access | Operator Card & Pay Telephone Service | Non Operator Switched Toll | Long Distance Private Line | Other Long Distance Service |
| <u>Class of Carrier</u> | | | | | | | | | | |
| Competitive Access Providers (CAPs) & Competitive LECs (CLECs) | 109 | 30 | 44 | 2 | 19 | 84 | 8 | 8 | 4 | 10 |
| Cellular Service Carriers & Personal Communications Service (PCS) | 804 | 14 | 2 | 779 | 20 | 74 | 4 | 35 | 5 | 338 |
| Interexchange Carriers (IXCs) | 143 | 13 | 4 | 11 | 3 | 18 | 50 | 120 | 43 | 37 |
| Local Exchange Carriers (LECs) | 1,371 | 1,341 | 571 | 191 | 1,156 | 1,368 | 803 | 516 | 399 | 390 |
| Paging and Other Mobile Carriers | 172 | 0 | 0 | 155 | 1 | 7 | 1 | 2 | 2 | 2 |
| Operator Service Providers (OSPs) | 27 | 1 | 0 | 1 | 0 | 0 | 26 | 4 | 1 | 4 |
| Other Toll Carriers | 38 | 0 | 0 | 0 | 3 | 1 | 2 | 11 | 5 | 22 |
| Pay Telephone Providers | 441 | 43 | 2 | 1 | 5 | 38 | 362 | 25 | 1 | 10 |
| Prepaid Calling Card Providers | 15 | 0 | 0 | 0 | 0 | 0 | 7 | 6 | 0 | 4 |
| Toll Resellers | 339 | 3 | 4 | 2 | 6 | 10 | 65 | 252 | 41 | 88 |
| Total by Type of Revenue | 3,459 | 1,445 | 627 | 1,142 | 1,213 | 1,600 | 1,328 | 979 | 501 | 905 |

Table 2
Telecommunications Revenue Reported by Class of Carrier

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Type of Revenue | | | | | | | | | Total |
|---|-----------------|--------------------|--------------------------------------|----------------|----------------------------------|---------------------------------------|----------------------------|----------------------------|-----------------------------|-----------------|
| | Local Exchange | Local Private Line | Cellular, PCS, Paging & Other Mobile | Other Local | Intrastate and Interstate Access | Operator Card & Pay Telephone Service | Non Operator Switched Toll | Long Distance Private Line | Other Long Distance Service | |
| <u>Type of Carrier</u> | | | | | | | | | | |
| Competitive Access Providers (CAPs) & Competitive LECs (CLECs) | 90,328,738 | 227,805,921 | * | 310,151,043 | 320,636,136 | 12,578,857 | 29,355,188 | 9,982,021 | 9,824,362 | 1,010,662,266 |
| Cellular Service Carriers & Personal Communications Service (PCS) | 40,160,606 | * | 23,309,225,593 | 13,515,322 | 64,032,547 | 590 | 30,657,783 | 1,217,568 | 319,421,032 | 23,778,231,041 |
| Interexchange Carriers (IXCs) | 18,425,595 | 41,815,250 | 347,795,904 | 33,262,179 | 56,314,920 | 8,213,994,702 | 56,276,631,354 | 9,598,857,444 | 4,470,066,659 | 79,057,164,007 |
| Local Exchange Carriers (LECs) | 48,554,050,025 | 1,326,823,678 | 260,905,849 | 10,173,388,201 | 35,134,338,274 | 1,850,965,125 | 9,451,164,765 | 939,883,673 | 213,643,258 | 107,905,162,848 |
| Paging and Other Mobile Carriers | | | 2,118,497,943 | * | 2,944,857 | * | * | * | * | 2,121,442,800 |
| Operator Service Providers (OSPs) | * | | * | | | 406,396,064 | 35,796,416 | * | 18,534,527 | 460,727,007 |
| Other Toll Carriers | | | | 9,075,246 | * | * | 47,756,290 | 15,522,114 | 504,541,760 | 576,895,410 |
| Pay Telephone Providers | 13,584,122 | * | * | 2,328,361 | 45,800,715 | 181,578,824 | 80,641,663 | * | 33,405,707 | 357,339,393 |
| Prepaid Calling Card Providers | | | | | | 140,244,142 | 69,501,646 | | 27,851,871 | 237,597,659 |
| Toll Resellers | 409,755 | 5,405,292 | * | 625,024 | 12,710,210 | 148,911,241 | 5,445,497,024 | 94,366,730 | 855,734,955 | 6,563,660,232 |
| Total by Type of Revenue | ***** | \$1,601,850,141 | ***** | ***** | ***** | ***** | ***** | ***** | \$6,453,024,131 | ***** |
| <u>Percent of revenue category By type of carrier</u> | | | | | | | | | | |
| CAPs & CLECs | 0.2% | 14.2% | | 2.9% | 0.9% | 0.1% | 0.0% | 0.1% | 0.2% | 0.5% |
| Cellular & PCS | 0.1% | | 89.5% | 0.1% | 0.2% | 0.0% | 0.0% | 0.0% | 4.9% | 10.7% |
| IXCs | 0.0% | 2.6% | 1.3% | 0.3% | 0.2% | 75.0% | 78.7% | 90.0% | 69.3% | 35.6% |
| LECs | 99.7% | 82.8% | 1.0% | 96.5% | 98.6% | 16.9% | 13.2% | 8.8% | 3.3% | 48.6% |
| Paging and Other Mobile Carriers | | | 8.1% | | 0.0% | | | | | 1.0% |
| OSPs | | | | | | 3.7% | 0.1% | | 0.3% | 0.2% |
| Other Toll Carriers | | | | 0.1% | | | 0.1% | 0.1% | 7.8% | 0.3% |
| Pay Telephone Providers | 0.0% | | | 0.0% | 0.1% | 1.7% | 0.1% | | 0.5% | 0.2% |
| Prepaid Calling Card Providers | | | | | | 1.3% | 0.1% | | 0.4% | 0.1% |
| Toll Resellers | 0.0% | 0.3% | | 0.0% | 0.0% | 1.4% | 7.6% | 0.9% | 13.3% | 3.0% |

* Amounts withheld to preserve confidentiality of individual carrier data. Total are sums of the amounts shown in this table and differ from some totals shown elsewhere.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 3 All Carriers Reporting Interstate Revenues (Dollar amounts shown in millions) | | | | | | |
|--|---|--|----------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$48,666.3 | 38.1 % | \$50.6 | 0.1 % | \$48,717.0 | 21.9 % | 0.1 % |
| Local Private Line Service | \$1,504.1 | 1.2 | \$111.5 | 0.1 | \$1,615.6 | 0.7 | 6.9 |
| Cellular, PCS, Paging & Other Mobile | \$24,673.7 | 19.3 | \$1,375.1 | 1.5 | \$26,048.8 | 11.7 | 5.3 |
| Other Local | \$9,294.3 | 7.3 | \$1,248.8 | 1.3 | \$10,543.1 | 4.7 | 11.8 |
| Total Local Revenues | \$84,138.4 | 65.8 | \$2,786.0 | 3.0 | \$86,924.4 | 39.1 | 3.2 |
| Interstate Access | \$76.5 | 0.1 | \$26,110.9 | 27.7 | \$26,187.4 | 11.8 | 99.7 |
| Intrastate Access | \$9,453.1 | 7.4 | \$0.0 | 0.0 | \$9,453.1 | 4.3 | 0.0 |
| Total Access Revenues | \$9,529.6 | 7.5 | \$26,110.9 | 27.7 | \$35,640.5 | 16.0 | 73.3 |
| Operator Service, Pay Telephone & Card | \$4,521.9 | 3.5 | \$6,453.5 | 6.8 | \$10,975.4 | 4.9 | 58.8 |
| Non-Operator Switched Toll Service | \$25,150.7 | 19.7 | \$46,316.5 | 49.1 | \$71,467.2 | 32.2 | 64.8 |
| Long Distance Private Line Service | \$2,873.5 | 2.2 | \$7,791.9 | 8.3 | \$10,665.4 | 4.8 | 73.1 |
| All Other Long Distance | \$1,635.1 | 1.3 | \$4,947.7 | 5.2 | \$6,582.9 | 3.0 | 75.2 |
| Total Toll Revenues | \$34,181.2 | 26.7 | \$65,509.7 | 69.4 | \$99,690.9 | 44.9 | 65.7 |
| Total Carrier Revenue | \$127,849.2 | 100.0 | \$94,406.6 | 100.0 | \$222,255.8 | 100.0 | 42.5 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

* Denotes amounts between \$1 and \$50,000.

Telecommunications Industry

Revenue:

Table 4

Percentage Change in Revenue From 1995 to 1996
(All Carriers Reporting Interstate Revenues)

| | Intrastate | Interstate | Intrastate + Interstate |
|--|-------------|------------|-------------------------|
| Local Exchange Service | 7.7 % | 84.2 % | 7.8 % |
| Local Private Line Service | 23.1 | 2391.7 | 31.8 |
| Cellular, PCS, Paging & Other Mobile | 39.6 | 27.0 | 38.9 |
| Other Local | 0.3 | 7.2 | 1.1 |
| Total Local Revenues | 14.7 | 22.2 | 15.0 |
| Interstate Access | n.a. | 5.2 | 5.4 |
| Intrastate Access | 4.2 | n.a. | 4.1 |
| Total Access Revenues | 5.0 | 5.1 | 5.1 |
| Operator Service, Pay Telephone & Card | 5.4 | -6.2 | -1.7 |
| Non-operator Switched Toll Service | 11.0 | 10.9 | 10.9 |
| Long Distance Private Line Service | 13.5 | 8.4 | 9.7 |
| All Other Long Distance | 57.1 | 51.4 | 52.8 |
| Total Toll Revenues | 12.0 | 10.8 | 11.2 |
| Total Carrier Revenue | 13.1 | 9.4 | 11.5 |

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 5 Toll Carriers: IXC, OSPs, Toll Resellers, Pay Telephone, Card and Other (Dollar amounts shown in millions) | | | | | | |
|--|--|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$30.8 | 0.1 % | \$1.6 | 0.0 % | \$32.4 | 0.0 % | 4.9 % |
| Local Private Line Service | \$32.6 | 0.1 | \$14.8 | 0.0 | \$47.4 | 0.1 | 31.2 |
| Cellular, PCS, Paging & Other Mobile | \$291.6 | 1.3 | \$67.0 | 0.1 | \$358.6 | 0.4 | 18.7 |
| Other Local | \$37.0 | 0.2 | \$8.3 | 0.0 | \$45.3 | 0.1 | 18.3 |
| Total Local Revenues | \$392.0 | 1.7 | \$91.7 | 0.1 | \$483.8 | 0.6 | 19.0 |
| Interstate Access | \$0.0 | 0.0 | \$50.5 | 0.1 | \$50.5 | 0.1 | 100.0 |
| Intrastate Access | \$68.1 | 0.3 | \$0.0 | 0.0 | \$68.1 | 0.1 | 0.0 |
| Total Access Revenues | \$68.1 | 0.3 | \$50.5 | 0.1 | \$118.6 | 0.1 | 42.6 |
| Operator Service, Pay Telephone & Card | \$2,681.3 | 11.9 | \$6,430.2 | 9.9 | \$9,111.5 | 10.4 | 70.6 |
| Non-Operator Switched Toll Service | \$16,048.7 | 71.5 | \$45,907.1 | 70.8 | \$61,955.8 | 71.0 | 74.1 |
| Long Distance Private Line Service | \$1,944.3 | 8.7 | \$7,770.0 | 12.0 | \$9,714.3 | 11.1 | 80.0 |
| All Other Long Distance | \$1,326.7 | 5.9 | \$4,583.4 | 7.1 | \$5,910.1 | 6.8 | 77.6 |
| Total Toll Revenues | \$22,001.0 | 98.0 | \$64,690.8 | 99.8 | \$86,691.8 | 99.3 | 74.6 |
| Total Carrier Revenue | \$22,461.1 | 100.0 | \$64,833.0 | 100.0 | \$87,294.2 | 100.0 | 74.3 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 6 Interexchange Carriers (IXCs) (Dollar amounts shown in millions) | | | | | | |
|--|--|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$18.4 | 0.1 % | \$0.0 | 0.0 % | \$18.4 | 0.0 % | 0.0 % |
| Local Private Line Service | \$27.3 | 0.1 | \$14.5 | 0.0 | \$41.8 | 0.1 | 34.7 |
| Cellular, PCS, Paging & Other Mobile | \$284.2 | 1.4 | \$63.6 | 0.1 | \$347.8 | 0.4 | 18.3 |
| Other Local | \$31.0 | 0.2 | \$2.2 | 0.0 | \$33.3 | 0.0 | 6.7 |
| Total Local Revenues | \$361.0 | 1.8 | \$80.3 | 0.1 | \$441.3 | 0.6 | 18.2 |
| Interstate Access | \$0.0 | 0.0 | \$25.6 | 0.0 | \$25.6 | 0.0 | 100.0 |
| Intrastate Access | \$30.7 | 0.2 | \$0.0 | 0.0 | \$30.7 | 0.0 | 0.0 |
| Total Access Revenues | \$30.7 | 0.2 | \$25.6 | 0.0 | \$56.3 | 0.1 | 45.4 |
| Operator Service, Pay Telephone & Card | \$2,284.4 | 11.5 | \$5,929.6 | 10.0 | \$8,214.0 | 10.4 | 72.2 |
| Non-Operator Switched Toll Service | \$14,501.5 | 72.8 | \$41,775.1 | 70.7 | \$56,276.6 | 71.2 | 74.2 |
| Long Distance Private Line Service | \$1,907.1 | 9.6 | \$7,691.7 | 13.0 | \$9,598.9 | 12.1 | 80.1 |
| All Other Long Distance | \$846.2 | 4.2 | \$3,623.8 | 6.1 | \$4,470.1 | 5.7 | 81.1 |
| Total Toll Revenues | \$19,539.3 | 98.0 | \$59,020.2 | 99.8 | \$78,559.6 | 99.4 | 75.1 |
| Total Carrier Revenue | \$19,931.1 | 100.0 | \$59,126.1 | 100.0 | \$79,057.2 | 100.0 | 74.8 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 7 Toll Resellers (Dollar amounts shown in millions) | | | | | | | |
|--|---|--|---------------|--|-------------------------|---|---|--|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category | |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | | |
| Local Exchange Service | \$0.4 | 0.0 % | \$0.1 | 0.0 % | \$0.4 | 0.0 % | 14.3 % | |
| Local Private Line Service | \$5.1 | 0.3 | \$0.3 | 0.0 | \$5.4 | 0.1 | 5.4 | |
| Cellular, PCS, Paging & Other Mobile | \$1.1 | 0.1 | \$0.0 | 0.0 | \$1.1 | 0.0 | 3.0 | |
| Other Local | \$0.6 | 0.0 | \$0.0 | 0.0 | \$0.6 | 0.0 | 0.0 | |
| Total Local Revenues | \$7.2 | 0.4 | \$0.4 | 0.0 | \$7.6 | 0.1 | 5.1 | |
| Interstate Access | \$0.0 | 0.0 | \$7.4 | 0.2 | \$7.4 | 0.1 | 100.0 | |
| Intrastate Access | \$5.3 | 0.3 | \$0.0 | 0.0 | \$5.3 | 0.1 | 0.0 | |
| Total Access Revenues | \$5.3 | 0.3 | \$7.4 | 0.2 | \$12.7 | 0.2 | 58.3 | |
| Operator Service, Pay Telephone & Card | \$33.4 | 1.8 | \$115.5 | 2.5 | \$148.9 | 2.3 | 77.6 | |
| Non-Operator Switched Toll Service | \$1,413.0 | 74.3 | \$4,032.5 | 86.5 | \$5,445.5 | 83.0 | 74.1 | |
| Long Distance Private Line Service | \$28.5 | 1.5 | \$65.8 | 1.4 | \$94.4 | 1.4 | 69.8 | |
| All Other Long Distance | \$413.5 | 21.8 | \$442.2 | 9.5 | \$855.7 | 13.0 | 51.7 | |
| Total Toll Revenues | \$1,888.4 | 99.3 | \$4,656.1 | 99.8 | \$6,544.5 | 99.7 | 71.1 | |
| Total Carrier Revenue | \$1,900.9 | 100.0 | \$4,663.9 | 100.0 | \$6,564.8 | 100.0 | 71.0 | |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

** Denotes amounts that have been omitted to preserve carrier confidentiality.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 8 Operator Service Providers (OSPs) (Dollar amounts shown in millions) | | | | | | | |
|--|--|--|-------------|--|-------------------------|---|---|--|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category | |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | | |
| Local Exchange Service | \$0.0 | 0.0 % | \$0.0 | 0.0 % | \$0.0 | 0.0 % | 0.0 % | |
| Local Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Cellular, PCS, Paging & Other Mobile | \$6.3 | 2.5 | \$3.4 | 1.5 | \$9.7 | 2.0 | 35.0 | |
| Other Local | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Local Revenues | \$6.3 | 2.5 | \$3.4 | 1.5 | \$9.7 | 2.0 | 35.0 | |
| Interstate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Intrastate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Access Revenues | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Operator Service, Pay Telephone & Card | \$206.1 | 83.1 | \$200.3 | 88.6 | \$406.4 | 85.7 | 49.3 | |
| Non-Operator Switched Toll Service | \$23.3 | 9.4 | \$12.5 | 5.5 | \$35.8 | 7.6 | 34.9 | |
| Long Distance Private Line Service | \$3.7 | 1.5 | \$0.0 | 0.0 | \$3.7 | 0.8 | 0.0 | |
| All Other Long Distance | \$8.7 | 3.5 | \$9.8 | 4.4 | \$18.5 | 3.9 | 53.1 | |
| Total Toll Revenues | \$241.8 | 97.5 | \$222.6 | 98.5 | \$464.4 | 98.0 | 47.9 | |
| Total Carrier Revenue | \$248.1 | 100.0 | \$226.0 | 100.0 | \$474.1 | 100.0 | 47.7 | |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

** Denotes amounts that have been omitted to preserve carrier confidentiality.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 9 Prepaid Calling Card Providers (Dollar amounts shown in millions) | | | | | | | |
|--|---|--|-------------|--|-------------------------|---|---|--|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category | |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | | |
| Local Exchange Service | \$0.0 | 0.0 % | \$0.0 | 0.0 % | \$0.0 | 0.0 % | n.a. % | |
| Local Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Cellular, PCS, Paging & Other Mobile | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Other Local | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Local Revenues | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Interstate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Intrastate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Access Revenues | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Operator Service, Pay Telephone & Card | \$12.0 | 23.0 | \$128.2 | 69.2 | \$140.2 | 59.0 | 91.4 | |
| Non-Operator Switched Toll Service | \$30.5 | 58.3 | \$39.0 | 21.1 | \$69.5 | 29.3 | 56.1 | |
| Long Distance Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| All Other Long Distance | \$9.8 | 18.7 | \$18.1 | 9.8 | \$27.9 | 11.7 | 64.9 | |
| Total Toll Revenues | \$52.3 | 100.0 | \$185.3 | 100.0 | \$237.6 | 100.0 | 78.0 | |
| Total Carrier Revenue | \$52.3 | 100.0 | \$185.3 | 100.0 | \$237.6 | 100.0 | 78.0 | |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 10 Other Toll Carriers (Dollar amounts shown in millions) | | | | | | | |
|--|---|--|-------------|--|-------------------------|---|---|--|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category | |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | | |
| Local Exchange Service | \$0.0 | 0.0 % | \$0.0 | 0.0 % | \$0.0 | 0.0 % | n.a. % | |
| Local Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Cellular, PCS, Paging & Other Mobile | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Other Local | \$3.2 | 8.4 | \$5.8 | 1.0 | \$9.1 | 1.5 | 64.2 | |
| Total Local Revenues | \$3.2 | 8.4 | \$5.8 | 1.0 | \$9.1 | 1.5 | 64.2 | |
| Interstate Access | \$0.0 | 0.0 | \$3.8 | 0.7 | \$3.8 | 0.6 | 100.0 | |
| Intrastate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Access Revenues | \$0.0 | 0.0 | \$3.8 | 0.7 | \$3.8 | 0.6 | 100.0 | |
| Operator Service, Pay Telephone & Card | \$3.9 | 10.0 | \$16.5 | 2.9 | \$20.4 | 3.4 | 81.1 | |
| Non-Operator Switched Toll Service | \$8.8 | 22.7 | \$39.0 | 6.9 | \$47.8 | 7.9 | 81.6 | |
| Long Distance Private Line Service | \$3.5 | 8.9 | \$12.1 | 2.1 | \$15.5 | 2.6 | 77.7 | |
| All Other Long Distance | \$19.3 | 50.0 | \$485.2 | 86.3 | \$504.5 | 83.9 | 96.2 | |
| Total Toll Revenues | \$35.4 | 91.6 | \$552.8 | 98.3 | \$588.2 | 97.9 | 94.0 | |
| Total Carrier Revenue | \$38.7 | 100.0 | \$562.4 | 100.0 | \$601.0 | 100.0 | 93.6 | |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

** Denotes amounts that have been omitted to preserve carrier confidentiality.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 11A AT&T, MCI, Sprint & WorldCom - All Affiliates (Dollar amounts shown in millions) | | | | | | |
|--|--|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$1,774.0 | 7.0 % | \$0.0 | 0.0 % | \$1,774.0 | 2.2 % | 0.0 % |
| Local Private Line Service | 114.4 | 0.4 | 14.5 | 0.0 | 128.8 | 0.2 | 11.3 |
| Cellular, PCS, Paging & Other Mobile | 3,465.9 | 13.6 | 180.5 | 0.3 | 3,646.5 | 4.4 | 5.0 |
| Other Local | 896.4 | 3.5 | 274.8 | 0.5 | 1,171.2 | 1.4 | 23.5 |
| Total Local Revenues | 6,250.7 | 24.6 | 469.8 | 0.8 | 6,720.5 | 8.2 | 7.0 |
| Interstate Access | 69.4 | 0.3 | 1,081.6 | 1.9 | 1,151.0 | 1.4 | 94.0 |
| Intrastate Access | 723.9 | 2.8 | 0.0 | 0.0 | 723.9 | 0.9 | 0.0 |
| Total Access Revenues | 793.3 | 3.1 | 1,081.6 | 1.9 | 1,874.8 | 2.3 | 57.7 |
| Operator Service, Pay Telephone & Card | 2,243.6 | 8.8 | 5,791.7 | 10.2 | 8,035.2 | 9.8 | 72.1 |
| Non-Operator Switched Toll Service | 13,559.8 | 53.3 | 38,774.7 | 68.1 | 52,334.5 | 63.5 | 74.1 |
| Long Distance Private Line Service | 1,838.4 | 7.2 | 7,299.5 | 12.8 | 9,138.0 | 11.1 | 79.9 |
| All Other Long Distance | 733.9 | 2.9 | 3,526.1 | 6.2 | 4,260.0 | 5.2 | 82.8 |
| Total Toll Revenues | 18,375.7 | 72.3 | 55,392.0 | 97.3 | 73,767.7 | 89.6 | 75.1 |
| Total Carrier Revenue | \$25,419.7 | 100.0 | \$56,943.4 | 100.0 | \$82,363.0 | 100.0 | 69.1 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 11B AT&T, MCI, Sprint & WorldCom: Reseller and IXC Affiliates Only - Toll Revenue O (Dollar amounts shown in millions) | | | | | | | |
|--|--|--|------------|--|-------------------------|---|---|--|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category | |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | | |
| Local Exchange Service | \$0.0 | 0.0 % | \$0.0 | 0.0 % | \$0.0 | 0.0 % | n.a. % | |
| Local Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Cellular, PCS, Paging & Other Mobile | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Other Local | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Local Revenues | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Interstate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Intrastate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Access Revenues | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Operator Service, Pay Telephone & Card | \$2,211.6 | 12.3 | \$5,791.7 | 10.5 | \$8,003.3 | 10.9 | 72.4 | |
| Non-Operator Switched Toll Service | \$13,252.1 | 73.7 | \$38,774.7 | 70.0 | \$52,026.8 | 70.9 | 74.5 | |
| Long Distance Private Line Service | \$1,792.2 | 10.0 | \$7,299.5 | 13.2 | \$9,091.8 | 12.4 | 80.3 | |
| All Other Long Distance | \$729.6 | 4.1 | \$3,495.5 | 6.3 | \$4,225.1 | 5.8 | 82.7 | |
| Total Toll Revenues | \$17,985.6 | 100.0 | \$55,361.4 | 100.0 | \$73,347.0 | 100.0 | 75.5 | |
| Total Carrier Revenue | \$17,985.6 | 100.0 | \$55,361.4 | 100.0 | \$73,347.0 | 100.0 | 75.5 | |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 12 Resellers and IXCs Other Than the Big Four - Toll Revenue Only (Dollar amounts shown in millions) | | | | | | | |
|--|--|--|---------------|--|-------------------------|---|---|--|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category | |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | | |
| Local Exchange Service | \$0.0 | 0.0 % | \$0.0 | 0.0 % | \$0.0 | 0.0 % | n.a. % | |
| Local Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Cellular, PCS, Paging & Other Mobile | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Other Local | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Local Revenues | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Interstate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Intrastate Access | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Total Access Revenues | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. | |
| Operator Service, Pay Telephone & Card | \$106.2 | 3.1 | \$253.4 | 3.0 | \$359.6 | 3.1 | 70.5 | |
| Non-Operator Switched Toll Service | \$2,662.4 | 77.3 | \$7,032.9 | 84.6 | \$9,695.3 | 82.5 | 72.5 | |
| Long Distance Private Line Service | \$143.5 | 4.2 | \$458.0 | 5.5 | \$601.5 | 5.1 | 76.1 | |
| All Other Long Distance | \$530.1 | 15.4 | \$570.6 | 6.9 | \$1,100.7 | 9.4 | 51.8 | |
| Total Toll Revenues | \$3,442.2 | 100.0 | \$8,314.9 | 100.0 | \$11,757.1 | 100.0 | 70.7 | |
| Total Carrier Revenue | \$3,442.2 | 100.0 | \$8,314.9 | 100.0 | \$11,757.1 | 100.0 | 70.7 | |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 13 Access Carriers: LECs, CAPs/CLECs, Cellular, PCS, Paging & Other Mobile (Dollar amounts shown in millions) | | | | | | |
|--|---|--|-------------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$48,635.5 | 46.1 % | \$49.0 | 0.2 % | \$48,684.5 | 36.1 % | 0.1 % |
| Local Private Line Service | \$1,471.4 | 1.4 | \$96.7 | 0.3 | \$1,568.2 | 1.2 | 6.2 |
| Cellular, PCS, Paging & Other Mobile | \$24,382.1 | 23.1 | \$1,308.0 | 4.4 | \$25,690.2 | 19.0 | 5.1 |
| Other Local | \$9,257.3 | 8.8 | \$1,240.5 | 4.2 | \$10,497.8 | 7.8 | 11.8 |
| Total Local Revenues | \$83,746.4 | 79.5 | \$2,694.3 | 9.1 | \$86,440.7 | 64.0 | 3.1 |
| Interstate Access | \$76.5 | 0.1 | \$26,060.4 | 88.1 | \$26,137.0 | 19.4 | 99.7 |
| Intrastate Access | \$9,385.0 | 8.9 | \$0.0 | 0.0 | \$9,385.0 | 7.0 | 0.0 |
| Total Access Revenues | \$9,461.5 | 9.0 | \$26,060.4 | 88.1 | \$35,522.0 | 26.3 | 73.4 |
| Operator Service, Pay Telephone & Card | \$1,840.6 | 1.7 | \$23.3 | 0.1 | \$1,863.9 | 1.4 | 1.2 |
| Non-Operator Switched Toll Service | \$9,102.0 | 8.6 | \$409.4 | 1.4 | \$9,511.4 | 7.0 | 4.3 |
| Long Distance Private Line Service | \$929.2 | 0.9 | \$21.9 | 0.1 | \$951.1 | 0.7 | 2.3 |
| All Other Long Distance | \$308.4 | 0.3 | \$364.3 | 1.2 | \$672.7 | 0.5 | 54.2 |
| Total Toll Revenues | \$12,180.2 | 11.6 | \$818.9 | 2.8 | \$12,999.1 | 9.6 | 6.3 |
| Total Carrier Revenue | \$105,388.1 | 100.0 | \$29,573.6 | 100.0 | \$134,961.7 | 100.0 | 21.9 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

* Denotes amounts between \$1 and \$50,000.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 14 Local Exchange Carriers (LECs) (Dollar amounts shown in millions) | | | | | | |
|--|--|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$48,529.4 | 60.2 % | \$24.6 | 0.1 % | \$48,554.1 | 45.0 % | 0.1 % |
| Local Private Line Service | \$1,326.4 | 1.6 | \$0.4 | 0.0 | \$1,326.8 | 1.2 | 0.0 |
| Cellular, PCS, Paging & Other Mobile | \$258.5 | 0.3 | \$2.4 | 0.0 | \$260.9 | 0.2 | 0.9 |
| Other Local | \$9,204.4 | 11.4 | \$969.0 | 3.6 | \$10,173.4 | 9.4 | 9.5 |
| Total Local Revenues | \$59,318.7 | 73.6 | \$996.4 | 3.7 | \$60,315.2 | 55.9 | 1.7 |
| Interstate Access | \$76.5 | 0.1 | \$25,827.2 | 94.7 | \$25,903.7 | 24.0 | 99.7 |
| Intrastate Access | \$9,230.6 | 11.4 | \$0.0 | 0.0 | \$9,230.6 | 8.6 | 0.0 |
| Total Access Revenues | \$9,307.2 | 11.5 | \$25,827.2 | 94.7 | \$35,134.3 | 32.6 | 73.5 |
| Operator Service, Pay Telephone & Card | \$1,839.5 | 2.3 | \$11.4 | 0.0 | \$1,851.0 | 1.7 | 0.6 |
| Non-Operator Switched Toll Service | \$9,061.7 | 11.2 | \$389.5 | 1.4 | \$9,451.2 | 8.8 | 4.1 |
| Long Distance Private Line Service | \$924.5 | 1.1 | \$15.3 | 0.1 | \$939.9 | 0.9 | 1.6 |
| All Other Long Distance | \$178.0 | 0.2 | \$35.6 | 0.1 | \$213.6 | 0.2 | 16.7 |
| Total Toll Revenues | \$12,003.8 | 14.9 | \$451.9 | 1.7 | \$12,455.7 | 11.5 | 3.6 |
| Total Carrier Revenue | \$80,629.7 | 100.0 | \$27,275.5 | 100.0 | \$107,905.2 | 100.0 | 25.3 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

* Denotes amounts between \$1 and \$50,000.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 15 Competitive Access Providers (CAPs) & Competitive LECs (CLECS) (Dollar amounts shown in millions) | | | | | | |
|--|--|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$70.7 | 18.6 % | \$19.7 | 3.1 % | \$90.3 | 8.9 % | 21.8 % |
| Local Private Line Service | \$133.6 | 35.2 | \$94.2 | 14.9 | \$227.8 | 22.5 | 41.3 |
| Cellular, PCS, Paging & Other Mobile | \$1.5 | 0.4 | \$0.0 | 0.0 | \$1.5 | 0.2 | 1.9 |
| Other Local | \$40.6 | 10.7 | \$269.6 | 42.6 | \$310.2 | 30.6 | 86.9 |
| Total Local Revenues | \$246.4 | 64.9 | \$383.4 | 60.6 | \$629.8 | 62.2 | 60.9 |
| Interstate Access | \$0.0 | 0.0 | \$211.7 | 33.5 | \$211.7 | 20.9 | 100.0 |
| Intrastate Access | \$108.9 | 28.7 | \$0.0 | 0.0 | \$108.9 | 10.8 | 0.0 |
| Total Access Revenues | \$108.9 | 28.7 | \$211.7 | 33.5 | \$320.6 | 31.7 | 66.0 |
| Operator Service, Pay Telephone & Card | \$0.8 | 0.2 | \$11.7 | 1.9 | \$12.6 | 1.2 | 93.4 |
| Non-Operator Switched Toll Service | \$18.3 | 4.8 | \$11.0 | 1.7 | \$29.4 | 2.9 | 37.6 |
| Long Distance Private Line Service | \$4.2 | 1.1 | \$5.8 | 0.9 | \$10.0 | 1.0 | 58.2 |
| All Other Long Distance | \$1.1 | 0.3 | \$8.7 | 1.4 | \$9.8 | 1.0 | 88.5 |
| Total Toll Revenues | \$24.5 | 6.4 | \$37.3 | 5.9 | \$61.7 | 6.1 | 60.4 |
| Total Carrier Revenue | \$379.8 | 100.0 | \$632.4 | 100.0 | \$1,012.2 | 100.0 | 62.5 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

** Denotes amounts that have been omitted to preserve carrier confidentiality.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 16 Cellular and Personal Communications Service (PCS) Carriers (Dollar amounts shown in millions) | | | | | | |
|--|---|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$35.4 | 0.2 % | \$4.7 | 0.4 % | \$40.2 | 0.2 % | 11.8 % |
| Local Private Line Service | \$11.4 | 0.1 | \$2.2 | 0.2 | \$13.5 | 0.1 | 15.9 |
| Cellular, PCS, Paging & Other Mobile | \$22,373.4 | 98.9 | \$935.9 | 80.5 | \$23,309.2 | 98.0 | 4.0 |
| Other Local | \$11.6 | 0.1 | \$1.9 | 0.2 | \$13.5 | 0.1 | 13.9 |
| Total Local Revenues | \$22,431.8 | 99.1 | \$944.6 | 81.2 | \$23,376.4 | 98.3 | 4.0 |
| Interstate Access | \$0.0 | 0.0 | \$19.0 | 1.6 | \$19.0 | 0.1 | 100.0 |
| Intrastate Access | \$45.0 | 0.2 | \$0.0 | 0.0 | \$45.0 | 0.2 | 0.0 |
| Total Access Revenues | \$45.0 | 0.2 | \$19.0 | 1.6 | \$64.0 | 0.3 | 29.7 |
| Operator Service, Pay Telephone & Card | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | 29.3 |
| Non-Operator Switched Toll Service | \$22.0 | 0.1 | \$8.7 | 0.7 | \$30.7 | 0.1 | 28.3 |
| Long Distance Private Line Service | \$0.5 | 0.0 | \$0.7 | 0.1 | \$1.2 | 0.0 | 60.7 |
| All Other Long Distance | \$129.3 | 0.6 | \$190.1 | 16.3 | \$319.4 | 1.3 | 59.5 |
| Total Toll Revenues | \$151.7 | 0.7 | \$199.6 | 17.2 | \$351.3 | 1.5 | 56.8 |
| Total Carrier Revenue | \$22,628.6 | 100.0 | \$1,163.2 | 100.0 | \$23,791.8 | 100.0 | 4.9 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

* Denotes amounts between \$1 and \$50,000. ** Denotes amounts that have been omitted to preserve carrier confidentiality.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 17 SMR, Paging and Other Mobile Service Carriers (Dollar amounts shown in millions) | | | | | | |
|--|---|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$0.0 | 0.0 % | \$0.0 | 0.0 % | \$0.0 | 0.0 % | n.a. % |
| Local Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | n.a. |
| Cellular, PCS, Paging & Other Mobile | \$1,748.8 | 99.9 | \$369.7 | 73.6 | \$2,118.5 | 94.0 | 17.5 |
| Other Local | \$0.7 | 0.0 | \$0.0 | 0.0 | \$0.7 | 0.0 | 3.0 |
| Total Local Revenues | \$1,749.5 | 100.0 | \$369.8 | 73.6 | \$2,119.2 | 94.1 | 17.4 |
| Interstate Access | \$0.0 | 0.0 | \$2.5 | 0.5 | \$2.5 | 0.1 | 100.0 |
| Intrastate Access | \$0.4 | 0.0 | \$0.0 | 0.0 | \$0.4 | 0.0 | 0.0 |
| Total Access Revenues | \$0.4 | 0.0 | \$2.5 | 0.5 | \$2.9 | 0.1 | 85.3 |
| Operator Service, Pay Telephone & Card | \$0.2 | 0.0 | \$0.1 | 0.0 | \$0.3 | 0.0 | 35.0 |
| Non-Operator Switched Toll Service | \$0.0 | 0.0 | \$0.2 | 0.0 | \$0.2 | 0.0 | 99.9 |
| Long Distance Private Line Service | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | 14.2 |
| All Other Long Distance | \$0.0 | 0.0 | \$129.8 | 25.8 | \$129.8 | 5.8 | 100.0 |
| Total Toll Revenues | \$0.2 | 0.0 | \$130.1 | 25.9 | \$130.4 | 5.8 | 99.8 |
| Total Carrier Revenue | \$1,750.1 | 100.0 | \$502.4 | 100.0 | \$2,252.6 | 100.0 | 22.3 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

** Denotes amounts that have been omitted to preserve carrier confidentiality.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 18B Regional Bell Operating Companies (RBOCs); LEC Affiliates Only (Dollar amounts shown in millions) | | | | | | |
|--|---|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$38,129.2 | 63.4 % | \$0.0 | 0.0 % | \$38,129.2 | 47.9 % | 0.0 % |
| Local Private Line Service | \$1,065.5 | 1.8 | \$0.1 | 0.0 | \$1,065.6 | 1.3 | 0.0 |
| Cellular, PCS, Paging & Other Mobile | \$80.4 | 0.1 | \$0.0 | 0.0 | \$80.4 | 0.1 | 0.0 |
| Other Local | \$6,708.8 | 11.2 | \$648.2 | 3.3 | \$7,357.0 | 9.2 | 8.8 |
| Total Local Revenues | \$45,984.0 | 76.5 | \$648.3 | 3.3 | \$46,632.3 | 58.5 | 1.4 |
| Interstate Access | \$2.9 | 0.0 | \$18,582.3 | 95.0 | \$18,585.2 | 23.3 | 100.0 |
| Intrastate Access | \$5,152.9 | 8.6 | \$0.0 | 0.0 | \$5,152.9 | 6.5 | 0.0 |
| Total Access Revenues | \$5,155.9 | 8.6 | \$18,582.3 | 95.0 | \$23,738.1 | 29.8 | 78.3 |
| Operator Service, Pay Telephone & Card | \$1,590.8 | 2.6 | \$8.8 | 0.0 | \$1,599.6 | 2.0 | 0.5 |
| Non-Operator Switched Toll Service | \$6,576.9 | 10.9 | \$315.1 | 1.6 | \$6,891.9 | 8.7 | 4.6 |
| Long Distance Private Line Service | \$730.8 | 1.2 | \$0.3 | 0.0 | \$731.1 | 0.9 | 0.0 |
| All Other Long Distance | \$75.8 | 0.1 | \$6.0 | 0.0 | \$81.8 | 0.1 | 7.4 |
| Total Toll Revenues | \$8,974.3 | 14.9 | \$330.1 | 1.7 | \$9,304.4 | 11.7 | 3.5 |
| Total Carrier Revenue | \$60,114.1 | 100.0 | \$19,560.7 | 100.0 | \$79,674.9 | 100.0 | 24.6 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 18A Regional Bell Operating Companies (RBOCs) - All Affiliates (Dollar amounts shown in millions) | | | | | | |
|--|---|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$38,129.2 | 55.4 % | \$0.0 | 0.0 % | \$38,129.2 | 43.0 % | 0.0 % |
| Local Private Line Service | \$1,065.5 | 1.5 | \$0.1 | 0.0 | \$1,065.6 | 1.2 | 0.0 |
| Cellular, PCS, Paging & Other Mobile | \$8,733.2 | 12.7 | \$282.2 | 1.4 | \$9,015.4 | 10.2 | 3.1 |
| Other Local | \$6,709.9 | 9.8 | \$648.2 | 3.3 | \$7,358.0 | 8.3 | 8.8 |
| Total Local Revenues | \$54,637.8 | 79.4 | \$930.5 | 4.7 | \$55,568.3 | 62.7 | 1.7 |
| Interstate Access | \$2.9 | 0.0 | \$18,582.3 | 93.5 | \$18,585.2 | 21.0 | 100.0 |
| Intrastate Access | \$5,152.9 | 7.5 | \$0.0 | 0.0 | \$5,152.9 | 5.8 | 0.0 |
| Total Access Revenues | \$5,155.9 | 7.5 | \$18,582.3 | 93.5 | \$23,738.1 | 26.8 | 78.3 |
| Operator Service, Pay Telephone & Card | \$1,590.8 | 2.3 | \$8.8 | 0.0 | \$1,599.6 | 1.8 | 0.5 |
| Non-Operator Switched Toll Service | \$6,577.6 | 9.6 | \$316.1 | 1.6 | \$6,893.7 | 7.8 | 4.6 |
| Long Distance Private Line Service | \$730.8 | 1.1 | \$0.3 | 0.0 | \$731.1 | 0.8 | 0.0 |
| All Other Long Distance | \$97.0 | 0.1 | \$46.3 | 0.2 | \$143.4 | 0.2 | 32.3 |
| Total Toll Revenues | \$8,996.3 | 13.1 | \$371.5 | 1.9 | \$9,367.8 | 10.6 | 4.0 |
| Total Carrier Revenue | \$68,790.0 | 100.0 | \$19,884.3 | 100.0 | \$88,674.2 | 100.0 | 22.4 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 19 Independent Local Exchange Carriers (Dollar amounts shown in millions) | | | | | | |
|--|---|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$10,400.2 | 50.7 % | \$24.6 | 0.3 % | \$10,424.8 | 36.9 % | 0.2 % |
| Local Private Line Service | \$260.9 | 1.3 | \$0.3 | 0.0 | \$261.2 | 0.9 | 0.1 |
| Cellular, PCS, Paging & Other Mobile | \$178.1 | 0.9 | \$2.4 | 0.0 | \$180.5 | 0.6 | 1.3 |
| Other Local | \$2,495.5 | 12.2 | \$320.8 | 4.2 | \$2,816.4 | 10.0 | 11.4 |
| Total Local Revenues | \$13,334.7 | 65.0 | \$348.1 | 4.5 | \$13,682.9 | 48.5 | 2.5 |
| Interstate Access | \$73.6 | 0.4 | \$7,244.9 | 93.9 | \$7,318.5 | 25.9 | 99.0 |
| Intrastate Access | \$4,077.7 | 19.9 | \$0.0 | 0.0 | \$4,077.7 | 14.4 | 0.0 |
| Total Access Revenues | \$4,151.3 | 20.2 | \$7,244.9 | 93.9 | \$11,396.2 | 40.4 | 63.6 |
| Operator Service, Pay Telephone & Card | \$248.7 | 1.2 | \$2.6 | 0.0 | \$251.4 | 0.9 | 1.0 |
| Non-Operator Switched Toll Service | \$2,484.8 | 12.1 | \$74.4 | 1.0 | \$2,559.2 | 9.1 | 2.9 |
| Long Distance Private Line Service | \$193.7 | 0.9 | \$15.1 | 0.2 | \$208.8 | 0.7 | 7.2 |
| All Other Long Distance | \$102.2 | 0.5 | \$29.6 | 0.4 | \$131.9 | 0.5 | 22.5 |
| Total Toll Revenues | \$3,029.5 | 14.8 | \$121.7 | 1.6 | \$3,151.2 | 11.2 | 3.9 |
| Total Carrier Revenue | \$20,515.5 | 100.0 | \$7,714.8 | 100.0 | \$28,230.3 | 100.0 | 27.3 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

* Denotes amounts between \$1 and \$50,000.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 20 Wireless Carriers: Cellular, PCS, SMR, Paging and Other Mobile (Dollar amounts shown in millions) | | | | | | |
|--|--|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$35.4 | 0.1 % | \$4.7 | 0.3 % | \$40.2 | 0.2 % | 11.8 % |
| Local Private Line Service | \$11.4 | 0.0 | \$2.2 | 0.1 | \$13.5 | 0.1 | 15.9 |
| Cellular, PCS, Paging & Other Mobile | \$24,122.1 | 98.9 | \$1,305.6 | 78.4 | \$25,427.7 | 97.6 | 5.1 |
| Other Local | \$12.4 | 0.1 | \$1.9 | 0.1 | \$14.3 | 0.1 | 13.3 |
| Total Local Revenues | \$24,181.3 | 99.2 | \$1,314.4 | 78.9 | \$25,495.7 | 97.9 | 5.2 |
| Interstate Access | \$0.0 | 0.0 | \$21.5 | 1.3 | \$21.5 | 0.1 | 100.0 |
| Intrastate Access | \$45.4 | 0.2 | \$0.0 | 0.0 | \$45.4 | 0.2 | 0.0 |
| Total Access Revenues | \$45.4 | 0.2 | \$21.5 | 1.3 | \$67.0 | 0.3 | 32.2 |
| Operator Service, Pay Telephone & Card | \$0.2 | 0.0 | \$0.1 | 0.0 | \$0.3 | 0.0 | 35.0 |
| Non-Operator Switched Toll Service | \$22.0 | 0.1 | \$8.9 | 0.5 | \$30.9 | 0.1 | 28.8 |
| Long Distance Private Line Service | \$0.5 | 0.0 | \$0.7 | 0.0 | \$1.2 | 0.0 | 60.1 |
| All Other Long Distance | \$129.3 | 0.5 | \$320.0 | 19.2 | \$449.3 | 1.7 | 71.2 |
| Total Toll Revenues | \$152.0 | 0.6 | \$329.7 | 19.8 | \$481.7 | 1.8 | 68.4 |
| Total Carrier Revenue | \$24,378.7 | 100.0 | \$1,665.6 | 100.0 | \$26,044.3 | 100.0 | 6.4 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Table 21 Pay Telephone Providers (Dollar amounts shown in millions) | | | | | | | |
|--|---|--|------------|--|-------------------------|---|---|--|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category | |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | | |
| Local Exchange Service | \$12.0 | 4.2 % | \$1.5 | 2.2 % | \$13.6 | 3.8 % | 11.3 % | |
| Local Private Line Service | \$0.2 | 0.1 | \$0.0 | 0.0 | \$0.2 | 0.1 | 5.6 | |
| Cellular, PCS, Paging & Other Mobile | \$0.0 | 0.0 | \$0.0 | 0.0 | \$0.0 | 0.0 | 0.0 | |
| Other Local | \$2.1 | 0.7 | \$0.2 | 0.3 | \$2.3 | 0.6 | 10.4 | |
| Total Local Revenues | \$14.4 | 5.0 | \$1.8 | 2.6 | \$16.2 | 4.5 | 11.1 | |
| Interstate Access | \$0.0 | 0.0 | \$13.8 | 19.8 | \$13.8 | 3.8 | 100.0 | |
| Intrastate Access | \$32.0 | 11.0 | \$0.0 | 0.0 | \$32.0 | 8.9 | 0.0 | |
| Total Access Revenues | \$32.0 | 11.0 | \$13.8 | 19.8 | \$45.8 | 12.7 | 30.1 | |
| Operator Service, Pay Telephone & Card | \$141.4 | 48.8 | \$40.1 | 57.8 | \$181.6 | 50.5 | 22.1 | |
| Non-Operator Switched Toll Service | \$71.6 | 24.7 | \$9.1 | 13.1 | \$80.6 | 22.4 | 11.3 | |
| Long Distance Private Line Service | \$1.5 | 0.5 | \$0.4 | 0.6 | \$1.9 | 0.5 | 21.5 | |
| All Other Long Distance | \$29.2 | 10.1 | \$4.2 | 6.1 | \$33.4 | 9.3 | 12.6 | |
| Total Toll Revenues | \$243.7 | 84.0 | \$53.8 | 77.6 | \$297.5 | 82.8 | 18.1 | |
| Total Carrier Revenue | \$290.1 | 100.0 | \$69.4 | 100.0 | \$359.5 | 100.0 | 19.3 | |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

** Denotes amounts that have been omitted to preserve carrier confidentiality.

Table 22
Average Total Telecommunications Revenue
Reported by Class of Carrier
(\$000)

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1996 | Number of Carriers in Class | Average Total Telecommunications Revenue | | | | | | | Five Largest Carriers as a % of Total Revenue for Category of Carrier |
|---|-----------------------------|--|---------------------------|--------------------------|-------------------------|--------------------------|--------------------------|-----------------------------------|---|
| | | All Carriers in Class | Highest Fifth of Carriers | Second Fifth of Carriers | Third Fifth of Carriers | Fourth Fifth of Carriers | Lowest Fifth of Carriers | Five Largest Carriers in Category | |
| <u>Type of Carrier</u> | | | | | | | | | |
| Competitive Access Providers (CAPs) & Competitive LECs (CLECs) | 109 | \$9,285 | \$42,794 | \$2,050 | \$824 | \$337 | \$38 | \$148,410 | 73.3 |
| Cellular Service Carriers & Personal Communications Service (PCS) | 804 | \$29,591 | \$126,102 | \$12,188 | \$5,561 | \$2,994 | \$961 | \$1,273,380 | 26.8 |
| Interexchange Carriers (IXCs) | 143 | \$552,815 | \$2,693,272 | \$24,667 | \$6,797 | \$1,866 | \$262 | \$14,869,347 | 94.0 |
| Local Exchange Carriers (LECs) | 1371 | \$78,686 | \$384,689 | \$5,112 | \$2,319 | \$1,140 | \$448 | \$10,002,126 | 46.4 |
| Paging and Other Mobile Carriers | 172 | \$13,028 | \$54,836 | \$8,257 | \$2,087 | \$430 | \$44 | \$166,624 | 37.2 |
| Operator Service Providers | 27 | \$17,527 | \$58,347 | \$20,581 | \$10,397 | \$945 | \$73 | \$58,347 | 61.6 |
| Other Carriers | 39 | \$14,593 | \$59,618 | \$8,488 | \$2,907 | \$473 | \$19 | \$79,856 | 70.2 |
| Pay Telephone Operators | 441 | \$813 | \$3,773 | \$225 | \$61 | \$13 | \$1 | \$39,200 | 54.7 |
| Prepaid Calling Card Providers | 15 | \$15,635 | \$62,428 | \$9,819 | \$3,922 | \$1,742 | \$263 | \$42,050 | 89.7 |
| Toll Resellers | 338 | \$17,766 | \$78,143 | \$7,179 | \$2,481 | \$576 | \$43 | \$523,070 | 43.6 |

| Telecommunications Industry Revenue: TRS Fund Worksheet Data 1995 (revised) | Table 23 All Carriers Reporting Interstate Revenues (Dollar amounts shown in millions) | | | | | | |
|---|--|--|------------|--|-------------------------|---|---|
| | Intrastate | | Interstate | | Intrastate + Interstate | | Interstate as % of Total Revenue in Category |
| | Revenue | As Percent of Total Intrastate Revenue | Revenue | As Percent of Total Interstate Revenue | Revenue | As Percent of Total Carrier Revenue | |
| Local Exchange Service | \$45,166.8 | 40.0 % | \$27.5 | 0.0 % | \$45,194.3 | 22.7 % | 0.1 % |
| Local Private Line Service | 1,221.5 | 1.1 | 4.5 | 0.0 | 1,225.9 | 0.6 | 0.4 |
| Cellular, PCS, Paging & Other Mobile | 17,676.0 | 15.6 | 1,083.0 | 1.3 | 18,759.0 | 9.4 | 5.8 |
| Other Local | 9,263.2 | 8.2 | 1,165.0 | 1.4 | 10,428.2 | 5.2 | 11.2 |
| Total Local Revenues | 73,327.5 | 64.9 | 2,279.9 | 2.6 | 75,607.4 | 37.9 | 3.0 |
| Interstate Access | 4.5 | 0.0 | 24,830.0 | 28.8 | 24,834.5 | 12.5 | 100.0 |
| Intrastate Access | 9,068.8 | 8.0 | 7.7 | 0.0 | 9,076.4 | 4.6 | 0.1 |
| Total Access Revenues | 9,073.2 | 8.0 | 24,837.7 | 28.8 | 33,910.9 | 17.0 | 73.2 |
| Operator Service, Pay Telephone & Card | 4,291.7 | 3.8 | 6,878.1 | 8.0 | 11,169.9 | 5.6 | 61.6 |
| Non-operator Switched Toll Service | 22,657.6 | 20.0 | 41,773.1 | 48.4 | 64,430.8 | 32.3 | 64.8 |
| Long Distance Private Line Service | 2,532.1 | 2.2 | 7,186.8 | 8.3 | 9,718.9 | 4.9 | 73.9 |
| All Other Long Distance | 1,040.7 | 0.9 | 3,268.3 | 3.8 | 4,309.0 | 2.2 | 75.8 |
| Total Toll Revenues | 30,522.2 | 27.0 | 59,106.4 | 68.5 | 89,628.6 | 45.0 | 65.9 |
| Total Carrier Revenue | \$113,015.8 | 100.0 | \$86,272.5 | 100.0 | \$199,288.3 | 100.0 | 43.3 |

Figures may not add due to rounding and amounts that have been withheld to preserve confidentiality of individual carrier data.

Customer Response

Publication: Telecommunications Industry Revenue: TRS
Fund Worksheet Data, November 1997

You can help us provide the best possible information to the public by completing this form and returning it to the Industry Analysis Division of the FCC's Common Carrier Bureau.

1. Please check the category that best describes you:
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2. Please rate the report:

| | Excellent | Good | Satisfactory | Poor | No opinion |
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| Data accuracy | (_) | (_) | (_) | (_) | (_) |
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