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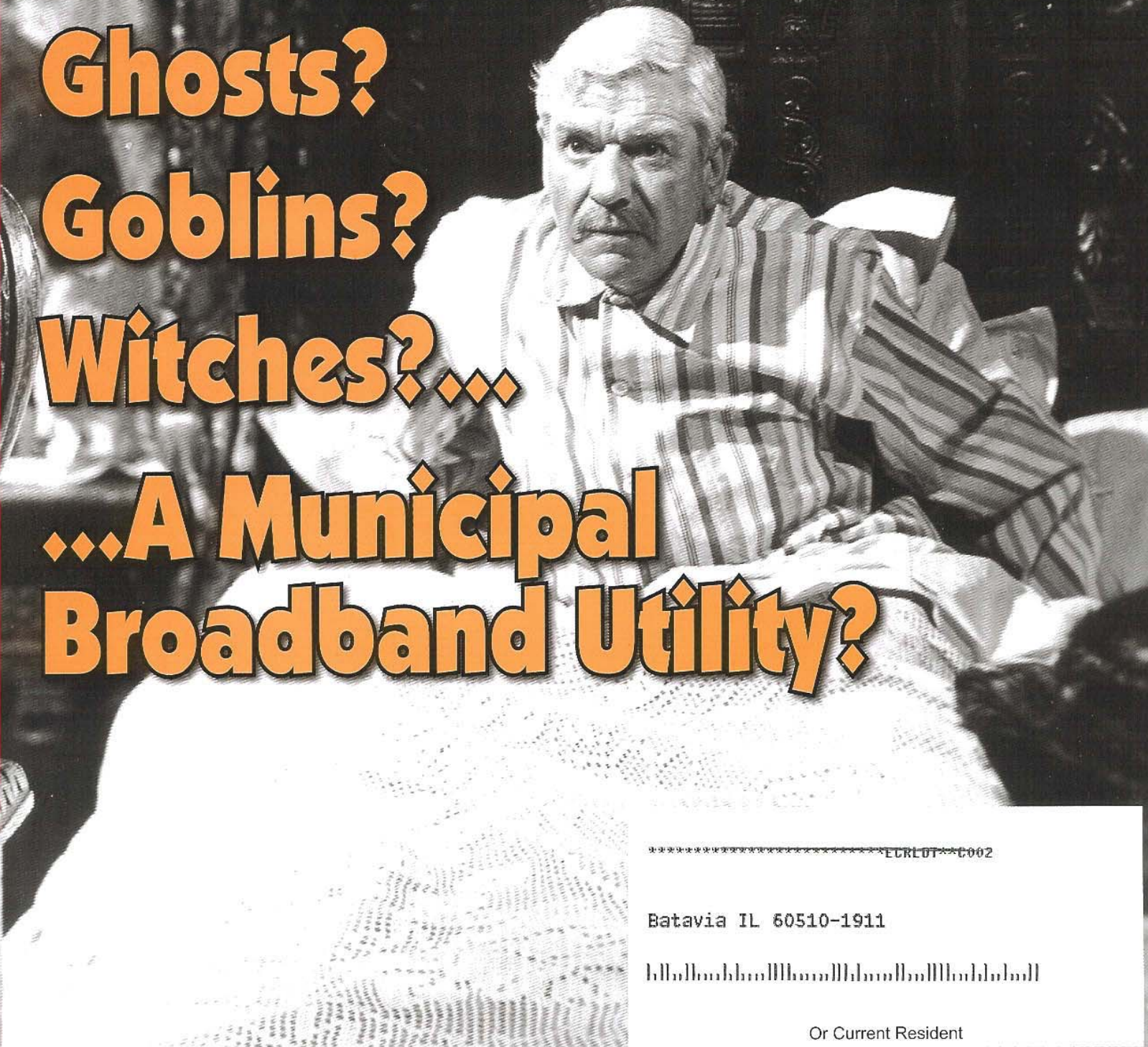
Having Halloween Nightmares?

Ghosts?

Goblins?

Witches?...

...A Municipal Broadband Utility?



*****ECRLOT**C002

Batavia IL 60510-1911



Or Current Resident

VOTE NO ON MUNICIPAL BROADBAND ON TUESDAY, NOVEMBER 2ND

Don't let an Election Day decision keep you awake this Halloween

On November 2nd, two days after Halloween, you'll be asked to vote to approve a referendum allowing a municipal broadband system. Before you cast your ballot, it would be wise to look at the experience of other towns.

SOMETIMES THE FACTS ARE PRETTY SCARY

Do these examples meet your definition of SUCCESS?

Marietta, Georgia – FAILED EXPERIMENT

After eight years of operation, the municipally owned utility, FiberNet, had to be sold. The city invested about \$35 million in building and maintaining a system that attracted 180 customers. They sold the system for \$11 million. **A \$24 MILLION LOSS.** (Source: The Atlanta Journal-Constitution, July 29, 2004)

Kutztown, Pennsylvania - FAILED EXPERIMENT

Kutztown launched Hometown Utilicom in 2000. Total customers peaked at about 500, creating a deficit requiring the town to subsidize about **HALF** of the Broadband system's expenses. (Source: Philadelphia Inquirer, June 18, 2004)

Trion, Georgia – FAILED EXPERIMENT

Established in 2001, the town is already trying to sell the network's partially completed infrastructure to stem losses. A \$4 million surplus quickly dwindled to \$400,000. **THE RESULT? \$1,800 SPENT PER RESIDENT WITH NOTHING TO SHOW FOR IT.** (Source: Multichannel News, May 5, 2003; Broadband News, October 19, 2004)

Lebanon, Ohio – FAILED EXPERIMENT

Since the late 1990s, the town's utility, MetroNet, has experienced higher than expected operating costs resulting in spiraling cable and electric rates. Council member Mark Flick stated, **"The 20% increase (in 2000) in electric is going to seem like nothing compared to what they will see from this."**

(Source: The Western Star, May 16, 2001)

Municipal experimentation in broadband has created quite a few SCARY situations.

Don't give the broadband referendums a GHOST of a chance.