



October 28, 2004

Dear Concerned Tri-Cities Resident,

During a recent precinct canvass you indicated that you were unsure how you will vote on the proposed municipal broadband referendum. We know that you want to make the right decision for yourself and for your community. As you weigh this issue, please consider the following:

**High speed Internet access is already available to meet the needs of the vast majority of consumers and businesses in the Tri-Cities**

- SBC already is a successful broadband provider with a proven customer service record and a company history that dates back more than 100 years in the Tri Cities.

**There is no guarantee that this project would be risk-free for Tri-Cities taxpayers**

- The referenda language does not specifically prohibit use of taxpayer dollars *if broadband operations lose money*
- While the referendum excludes the use of tax-backed financing, nothing precludes them from creating new fees, raising utility rates or decreasing city services in order to subsidize an under-utilized network...
- The risks of this type of proposal have been demonstrated by scores of other communities where similar proposals have faltered or failed, some after incurring millions of dollars of debt that was passed on to taxpayers.

**The Kane County Chronicle says... "we cannot support the broadband initiative this time around. We recommend a "no" vote."**

- "Critics are correct to question why start-up costs 18 months ago were estimated at \$62 million and now have dropped to \$57 million."
- "Critics have every right to be wary that such an endeavor is predicated upon a business theory, and not a business plan."
- "... Critics should not be made to feel embarrassed when they ask about tax-backed financing."

Proponents of this referendum want you to believe that this new system can be built without using any tax-backed financing, but they offer no specifics on their proposal. They have advanced no business plan. If the proposed system fails how can you be certain that Tri-Cities taxpayers wouldn't have to foot any of the bill?

Are you willing to take that risk?

If you feel, as we do, that there are too many unanswered questions, I hope you will vote 'NO' on the municipal broadband referendum question on the November 2nd ballot.

Sincerely,

Handwritten signature of Kirk Brannock in black ink.

Kirk Brannock  
President, SBC Midwest Network  
And Tri-Cities resident

Handwritten signature of Carrie Hightman in black ink.

Carrie Hightman  
President, SBC Illinois