

Jim Baller

From: Rob Campbell [rcampbell@mainstreamfiber.com]
Sent: Tuesday, June 12, 2007 4:55 PM
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Cc: paul@ncbankers.org; jfaine@nccommerce.com
Attachments: NC Chatsworth Bond Letter.pdf

Members of the Finance Committee,

Mainstream Fiber Networks partners with municipalities throughout the southeast to design, build and manage fiber optic networks to the home and business. We work with small towns that have been ignored by the incumbent cable and phone providers. The municipality owns this valuable future-proof infrastructure. For the past few months we have been studying North Carolina as a potential market for expansion. The introduction of H1587 has given us reason to reconsider our efforts in NC.

Why is it important for the municipality to own the network?

- It is a valuable asset (like roads) paid for by network subscribers, not taxpayers.
- It will be a source of substantial revenue and profits. Revenue that stays in town rather than being shipped to out-of-state cable and phone companies
- It will be an economic development engine for the town.
- It is an essential investment in our children's future.
- It will go into every neighborhood, down every street, past every house regardless of economic standing. It will be a bridge across the digital divide.
- If the city won't do it, the incumbent telephone and cable companies will not.

There is a generation of NC small town residents that will be left on the wrong side of the digital divide unless towns regain their digital rights. I was raised in Rocky Mount, where the council recently passed a resolution opposing H1587 and have deep ties with eastern NC. I would very much like to do business in North Carolina.

Mainstream Fiber has arranged for over \$100 million dollars in municipal bonds to finance much of this buildout. In addition, we are prepared to invest over \$5 million in regional operating centers in the state. However, if H1587 is passed, we will be forced to withdraw our commitment and focus on other states that have resisted cable and phone company monopolistic practices. **I urge you to vote no to H1587.**

Rob Campbell
Chief Marketing Officer



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