

The truth is, neither LUS nor the City knows what the true cost of building and deploying this system will be. There are two things that we do know: *history has demonstrated that these types of municipal ventures hold a substantial risk of failure; and when they fail, the taxpayers shoulder the cost, whether they subscribe to the new services or not.*

Alarming as the risk of failure and its long-term tax implications may be, it is equally confounding that *the City and LUS propose to take on this risk to provide service in a market that is already served by experienced cable, telephone and Internet service providers.*

Cox's state-of-the-art, \$150 million network offers Lafayette residents high speed Internet and cable television, and Cox soon will offer its award winning telephone service in our community. These services are available over a single line and on one monthly bill — at a competitively priced, bundled rate. Further, Cox can provide fiber optics all the way to the home or business of any customer who wants it and can demonstrate that the extra investment is supported by a business plan. For example, University Courtyard Apartments in Lafayette now offers a Fiber to the Home connection for its residents.

Make your voice heard!

In spite of good intentions, the LUS proposal for a municipal communications services is too expensive, too risky and unnecessary, because Cox and other providers are already meeting the communications needs for Lafayette today and will continue to do so in the future. I urge you to contact your Council Member, tell him the LUS proposal is not in the best interests of our community, and encourage him to work closely with our local communications service providers in an effort to realize Lafayette's vision for the future.

If you would like to get involved in helping fellow Lafayette citizens learn about and express their views on this issue, please contact me at the number below. You can also visit www.letthepeoplevote.org for more information and for links to City-Parish Council members.

Sincerely,



Gary E. Cassard
Regional Vice President of Operations
Cox Communications – Louisiana
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