



Kirstin Sersland Beach
Director, Local Government Affairs
CenturyLink
200 South Fifth Street
Minneapolis, MN 55402

August 1, 2012

The Honorable Mayor and Council Members
15 Kellogg Boulevard West
Room 310
Saint Paul, MN 55102

Dear Mayor and Councilmembers,

CenturyLink has been closely following Ramsey County's plan to build an institutional fiber network and would like to express our concern. It would be our hope that the Saint Paul City Council would seek to have more information about the costs and implications of this project prior to your approving negotiations of an agreement with Ramsey County.

CenturyLink and others have very robust, strong broadband footprints in Ramsey County and in Saint Paul, in particular. We have concerns about Ramsey County overbuilding existing networks as well as competing for our existing customers. CenturyLink has served Saint Paul schools and business and it is our sincere desire to continue those relationships with Saint Paul as a customer, not as a competitor or regulator.

Additionally we have over 450 employees who live and work in Saint Paul who may be negatively affected by this endeavor. I will continue to stay involved with discussions and would welcome any opportunity to talk with you further.

Best regards,

A handwritten signature in black ink, appearing to read "Kirstin".

Kirstin Sersland Beach
Director, Local Government Affairs
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