



Bill Coleman
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Dear Bill:

Pursuant to our phone conversation I wanted to deliver you this letter to evidence our interest and excitement in participating in Dakota County's application for Google's Fiber Initiative. As you are aware my company, FTTH Communications LLC, has a fully operational next-generation fiber-to-the-home network in the City of Rosemount, MN which is located in Dakota County. Our network reaches approximately 1400 households in Rosemount today and we have plans to grow our network over the coming years to reach up to 5000 homes.

With that said, we are very interested in working with Google here in Dakota County in two ways:

- First, we would offer our network as the starting point for Google's operations in Dakota County. Based on the recent announcements of Google's intentions into the broadband arena they should find that they get a great head start leveraging the fiber network already in place. Our network is very new, having been laid down just over the last few years. This provides Google with a unique situation ultimately enabling them to hit the ground running and to begin launching new applications quickly. Time to market would be measured units of decision making, not in backhoe digging. This would create enthusiasm and demonstrate the coming innovations years earlier than if they chose any other jurisdiction to operate.
- Second, we would be open to using the Google network to reach customers across Dakota County. As a triple play provider and a local partner for Google we would be very interested in exploring how we can assist in rolling out innovative applications to our existing and prospective customers. No doubt Google will see the extra momentum this will afford to them as well as the added benefits across our community.

Dakota County is an ideal location to test Google's ultra-high speed broadband network. We predict a very bright future in Dakota County. This is why FTTH Communications is here and in this location only at this time. There is a great and growing demand for broadband in this well-educated community which would embrace and thrive on big-thinking and innovative ideas like Google's Fiber Project. Thank you for your consideration. Please contact me with any questions.

Jeffrey Feldman, PhD
CEO
FTTH Communications LLC