



Business Owner Talking Points

- My name is [Name], and I own/operate a business in Blaine.
- Reliable internet is critical to how my business serves customers and competes.
- Modern businesses require dependable, high-speed internet service. Point-of-sale systems, cloud accounting, inventory management, and customer Wi-Fi all depend on it.
- Broadband helps attract new employers and investment in the community. Companies deciding whether to locate or expand in Blaine look at broadband availability as a baseline requirement. The city is currently sending the wrong signal about how easy it is to build and invest here.
- Infrastructure uncertainty creates challenges for businesses planning growth and technology investments. Businesses need to know that if a company follows the city's permitting requirements, approval will follow in a reasonable timeframe. That predictability matters for all future development, not just this project.
- Broadband supports economic development goals and long-term competitiveness.
- Approving permits allows the City to balance oversight responsibilities with community demand for enhanced connectivity.

Key Focus Areas:

- Choice – Residents and businesses deserve more broadband options.
- Competition – Competition benefits consumers and businesses.
- Investment – Gateway Fiber is investing private capital in the Blaine community.
- Connectivity – Fiber infrastructure is essential community infrastructure.
- Forward Progress – The Council should allow construction to resume while maintaining appropriate oversight.

To maximize credibility with the Council, speakers should:

- Remain respectful and professional.
- Focus on personal experiences and community benefits.
- Avoid criticizing individual council members or city staff.
- Avoid making unverifiable claims.