

FiberNet Subscriber Counts

Service	Q2 2016	2016	2017	2018	2019	2020	2021	2022	2023	2024	Q1 2025	Q2 2025
Total Subscribers	1550	1,645	1,659	1,644	1,706	1,851	1,842	1,786	1,723	1,718	1,759	1,741
Residential Subs	1421	1,512	1,526	1,515	1,579	1,728	1,719	1,661	1,597	1,590	1,636	1,621
Business Subs	129	133	133	129	127	123	123	125	126	128	123	120
Phone Counts	480	465	427	383	354	315	297	275	248	229	223	216
Internet Counts	1407	1,506	1,545	1,549	1,631	1,801	1,808	1,752	1,701	1,697	1,740	1,722
Managed WiFi	0	-	-	-	-	-	-	-	-	-	372	395
Television Counts	649	643	526	451	385	323	289	256	233	218	213	211

July 1st 2016

Arvig's 1st Day

Entity: FiberNet
 From: Arvig Enterprises, Inc.
 Subject: Monthly Netting Statement
 Netting Period: 4/01/2025 - 4/30/2025

Revenues
 Subscriber Billings 158,474.00
 Total Revenues: 158,474.00

Expenses
 Subscriber Fee (33,151.50)
 Management Fee (16,309.22)
 Fixed Fee (33,540.00)
 Total Expenses: (83,000.72)

Net Income \$ 75,473.28

Entity: FiberNet
 From: Arvig Enterprises, Inc.
 Subject: Monthly Netting Statement
 Netting Period: 5/01/2025 - 5/31/2025

Revenues:
 Subscriber Billings 159,657.00
 Total Revenues: 159,657.00

Expenses:
 Subscriber Fee (31,420.50)
 Management Fee (16,309.22)
 Fixed Fee (33,540.00)
 Total Expenses: (81,269.72)

Net Income \$ 78,387.28

Entity: FiberNet
 From: Arvig Enterprises, Inc.
 Subject: Monthly Netting Statement
 Netting Period: 6/01/2025 - 6/30/2025

Revenues:
 Subscriber Billings 157,246.00
 Total Revenues: 157,246.00

Expenses:
 Subscriber Fee (31,211.00)
 Management Fee (16,309.22)
 Fixed Fee (33,540.00)
 Total Expenses: (81,060.22)

Net Income \$ 76,185.78

Entity: FiberNet
 From: Arvig Enterprises, Inc.
 Subject: Netting Statement
 Netting Period: 2nd Quarter 2025 Total

Revenues:
 Subscriber Billings 475,377.00
 Total Revenues: 475,377.00

Expenses:
 Subscriber Fee (95,783.00)
 Management Fee (48,927.66)
 Fixed Fee (100,620.00)
 Total Expenses: (245,330.66)

Net Income \$ 230,046.34

Entity: FiberNet
 From: Arvig Enterprises, Inc.
 Subject: Netting Statement
 Netting Period: YTD 2025 Total

Revenues:
 Subscriber Billings 944,816.00
 Total Revenues: 944,816.00

Expenses:
 Subscriber Fee (196,853.00)
 Management Fee (97,855.32)
 Fixed Fee (201,240.00)
 Total Expenses: (495,948.32)

Net Income \$ 448,867.68

**Capital Expense Report; Budget versus Actual
YTD 2025**

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
HE/CO Equipment	12,157	20,000	\$ 7,843
Drops w/ materials	15,655	25,375	\$ 9,720
CPE Equipment	33,892	41,375	\$ 7,483
Road Jobs/Moves			\$ -
	<u>\$ 61,705</u>	<u>\$ 86,750</u>	<u>\$ 25,045</u>

2025 Capital Budget:	
	<u>2025</u>
HE/CO Equipment	40,000
Drops - Plowing/Fiber Coni	50,750
CPE Equipment	82,750
Road Jobs/Moves	-
Mapcom - Plant Records	-
TOTAL - Yearly	\$ 173,500

Financial Projections

PRELIMINARY Q2 YTD 2025 - per Contractual Netting Statements



	Prelim 2025	Budget 2025	Variance	Budget 2025
Projected Revenue:	\$944,816	\$966,429	(\$21,613)	\$1,932,858
Expenses:				
Subscriber COGS	196,853	\$241,345	\$44,492	\$482,690
Fixed Cost	201,240	\$259,325	\$58,085	\$518,649
Cash flow from Operations	\$546,723	\$465,760	\$80,964	\$931,519
Management Fee:				
Fixed	97,855	\$99,323	(\$1,468)	\$198,646
Adjusted EBITDA	\$448,868	\$366,437	\$82,432	\$732,873
Management Fee:				
Incentive - 40%	\$179,547	\$146,575		\$293,149
Capital Expense Budgeted:	(61,705)	(86,750)		(173,500)
City Cash Flow	207,616	133,112		266,224
Capital to Developments	-			
City Cash Flow net of Developments	207,616			



Delivered by  arvig.

Marketing 2nd Qtr 2025

- Website (April-June):
 - Number of unique visitors: 2,254
 - Total sessions/visits: 6,317
 - Average time on site/page: 1:20
 - Search keywords bringing customers to our website clicks: fibernet, fiber net, fibernet internet, business fibernet
- Search Ads
 - Impressions: 9,068
 - Clicks: 753
 - Phone Calls: 250
 - Search keywords customers are using/clicking: internet providers, charter spectrum, internet, spectrum cable

Number of potential customers/existing customers that input their address to see if service was available and the cost via website:

- April-June:
 - Confirmed Address: 537
 - Select Services: 374
 - Your Contact Info: 112
 - Submit: 49
 - Orders Submitted: 36
- Top landing pages: Home page: 1077, Price Match: 924, Internet: 342, Phone: 114

New promo landing page: <https://www.fibernetmonticello.com/pricematch/>

Created front invoice messages and city inserts. Following is some of the artwork that was used:

Direct Mail:

SAY GOODBYE to Overpaying!



Want fast internet without the hefty price tag? Show us a lower offer from a competitor in our service area, and we'll **match it!*** Learn more about the FiberNet price match guarantee.

Speeds up to 1 Gig!

FIBERnet

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763.314.0100 | FiberNetMonticello.com/pricematch

YOUR INTERNET, Your Terms



You find it, we'll match it!*

Provide proof of a competitor's offer within FiberNet's service area, and we'll **match the price.** It's quick and simple! Whether you're a new or current customer, you'll get the **best deal on the fastest speeds available.**

No risk, just savings!

FIBERnet

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118 6th Street W, Suite A
Monticello, MN 55362

<<First Name>> <<Last Name>>
Or Current Resident
<<Street Address>>
<<City>>, <<State>> <<Zip Code>>



763.314.0100

FiberNetMonticello.com/pricematch

FIBERnet

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*FiberNet will price match any wired internet providers monthly offer and contract timeframe. Customer must show proof of the competitors offer to receive the matched rate. Regular rates apply after the price match ends. Based on service area; some restrictions apply. Offer ends June 30, 2025. ©FiberNet 2025

PRICE MATCH
with Fibernet!



**WE MATCH
COMPETITOR'S
OFFERS!***



Start saving today!

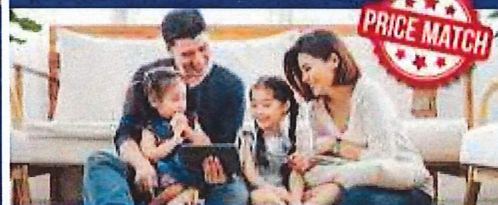
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*Some restrictions apply. See website for details.

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*Some restrictions apply. See website for details.

PRICE MATCH
with Fibernet!



We match competitor's offers!*
Start saving today!

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*Some restrictions apply. See website for details.

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Savings
made
SIMPLE!



The internet you want at the **price you need.**
Take advantage of our new **price match** offer risk free.

*No risks,
just savings!*

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*Offer ends August 31, 2025. Based on area; some restrictions apply. ©FiberNet 2025