

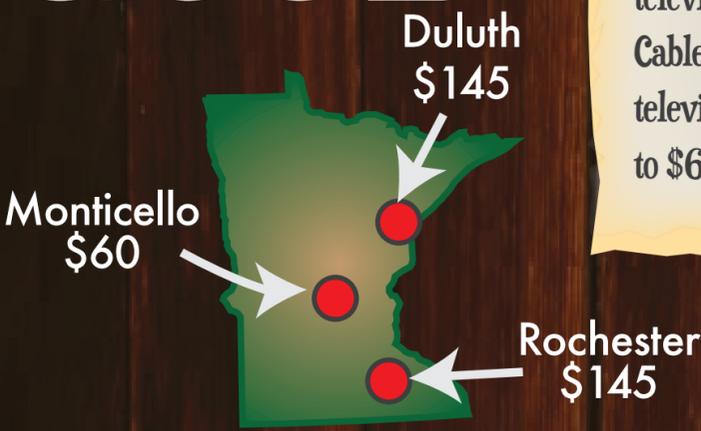
The Good, the Bad, and the Ugly



MINNESOTA STAND-OFF

Monticello built its own next-generation broadband network to meet unmet needs, spur competition, and lower prices - MonticelloFiber.com
 Their success ignited a price war and Charter is fighting dirty.

THE GOOD



Fibernet Monticello entered the market with lower rates than previously available for broadband, cable television, and phone services. In response, Charter Cable temporarily cut the price of its premiere cable television and broadband package from \$145/month to \$60/month, a dramatic savings.

\$1000 savings per household each year in Monticello

Charter appears to be engaging in predatory pricing to drive its competition out of town. Charter can indefinitely cover its Monticello losses by cross-subsidizing from Rochester, Duluth, and Lakeville, where it does not face such competition.



THE BAD

THE UGLY

The future of FiberNet is at risk: If Monticello's residents choose Charter's temporary discount prices, FiberNet Monticello could fail for lack of customers. At that point - with limited local competition - Charter will more than double its prices, charging what they do elsewhere in Minnesota.

Alternatively, residents can save over Charter's usual prices with FiberNet Monticello. They will enjoy much faster Internet access, local support, and will ensure local competition. Supporting FiberNet means a future with a real choice in providers and continued savings.



THE REAL COST

Charter's short term discounts could cost Monticello a lot more in the future. Charter's package starts at \$60/month (\$720/year) for two years but will increase to \$145/month (\$1740/year) if Fibernet falters. Taking a comparable bundle from Monticello FiberNet costs \$100/month (\$1200/year).

Choose Charter

FiberNet falters / Charter's price increases

5 Year Cost of Service: \$6,660
 10 Year Cost of Service: \$15,360
PER HOUSEHOLD

VS

Choose FiberNet

Continued competition
 More money stays in local economy

5 Year Cost of Service: \$6,000
 10 Year Cost of Service: \$12,000
PER HOUSEHOLD