

Salem Fiber Annual Broadband Report – FY2025

Issued in Compliance with Utah Code §10-18-302(11) and SB 165 (2025 General Session)

Date of Report: June 4, 2025
Prepared by: Salem City – Salem Fiber Division
Presented at: Salem City Council Public Hearing
Location: Salem City Offices, City Council Chambers
Hearing Date: June 4, 2025
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1. Introduction

This report fulfills the annual public reporting requirements for municipal broadband service providers under Utah Code §10-18-302(11), as amended by Senate Bill 165 during the 2025 General Session. It outlines the operational, financial, and strategic performance of Salem Fiber, a municipally-owned broadband utility operated by Salem City.

2. Service Overview

Salem Fiber provides high-speed fiber-optic internet service to residential and commercial customers within Salem City. All services are symmetrical unless listed. As of FY2025, offerings include:

Speed Tier	Monthly Price
250 Mbps/1 Gbps	\$60
1 Gbps	\$75
2 Gbps	\$100
10 Gbps	\$150

3. Subscriber and Coverage Metrics

- **Serviceable Locations (Passings):** 3,396 homes and businesses
- **Active Subscribers (FY2025):** 2,057 (up from 1,619 in FY2024)

- **Take Rate:** ~60.6%
- **New Subscribers Added in FY2025:** 438

4. Financial Summary – FY2025

Category	Amount
Revenue	\$1,772,269
Expenditures	\$1,863,566
Net Operating Position	(\$91,297)

- Despite a slight operational deficit, all bond obligations were met.
- The utility is operating on a sustainable trajectory with continued growth in subscriber base and revenue.

5. Ten-Year Financial Forecast (FY2026–FY2035)

- **Projected Revenue FY2035:** \$3.9 million

10 Year Growth	FY26	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34	FY35
Revenue	\$2,005,940	\$2,219,338	\$2,432,736	\$2,646,134	\$2,859,532	\$3,072,930	\$3,286,328	\$3,499,727	\$3,713,125	\$3,926,523
Cost	\$1,773,084	\$1,861,739	\$1,954,825	\$2,052,567	\$2,155,195	\$2,262,955	\$2,376,103	\$2,494,908	\$2,619,653	\$2,750,636

- **Projected Cost Control:** Operational expenses expected to rise modestly, well below revenue growth.
- **Bonding:** No material events or new debt obligations occurred in FY2025.
- The original Uptown Services feasibility study and Director’s study remain accurate in projecting long-term financial viability.

6. Strategic Objectives

- Expand network coverage to additional underserved areas
- Improve customer support and technical infrastructure

- Increase redundancy and capacity through backbone upgrades
 - Continue offering competitive pricing and local support
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7. Public Availability

This report and supporting documentation are available for public inspection:

- **In-Person:** Salem City Offices, 30 W 100 S, Salem, Utah 84653
 - **Online:** <https://fiber.salemcity.org>
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8. Public Hearing Notice

A public hearing to present and review this report was held on **Wednesday, June 4, 2025, at 7:00 PM** in the Salem City Council Chambers. The public was invited to attend, ask questions, and provide feedback.

This report was published in compliance with **Class A public notice** requirements as defined in Utah Code §63G-30-102 and was posted at least two weeks in advance of the hearing date.