

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Cash Flow Statement

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Video Services Revenue	\$934,798	\$6,210,252	\$7,168,074	\$7,471,713	\$7,714,741	\$7,967,182	\$8,304,672	\$8,578,022	\$8,862,010	\$9,237,405
Video Services Operating Expenses	\$1,858,679	\$5,163,281	\$5,634,973	\$5,833,710	\$6,034,353	\$6,202,741	\$6,425,251	\$6,620,871	\$6,852,074	\$7,055,848
Video Services Customer Cash Flow	(\$923,881)	\$1,046,971	\$1,533,101	\$1,638,003	\$1,680,388	\$1,764,441	\$1,879,421	\$1,957,151	\$2,009,937	\$2,181,557
Residential High Speed Data Revenue	\$164,484	\$1,405,262	\$1,903,237	\$1,993,411	\$2,028,156	\$2,064,116	\$2,163,840	\$2,203,325	\$2,244,019	\$2,353,980
Residential High Speed Data Expense	\$124,954	\$548,306	\$746,417	\$766,114	\$780,476	\$795,705	\$817,624	\$833,950	\$850,780	\$874,864
Residential High Speed Data Cash Flow	\$39,530	\$856,957	\$1,156,820	\$1,227,298	\$1,247,680	\$1,268,411	\$1,346,216	\$1,369,375	\$1,393,239	\$1,479,116
Commercial Video and High Speed Data Revenue	\$764,684	\$2,463,847	\$2,313,173	\$2,410,835	\$2,439,764	\$2,469,040	\$2,573,293	\$2,604,172	\$2,635,421	\$2,746,709
Commercial Video and High Speed Data Operating Exp.	\$69,872	\$413,999	\$447,171	\$457,982	\$470,157	\$474,200	\$485,691	\$489,932	\$494,234	\$514,546
Commercial Cash Flow	\$694,812	\$2,049,848	\$1,866,002	\$1,952,853	\$1,969,607	\$1,994,841	\$2,087,602	\$2,114,239	\$2,141,186	\$2,232,164
Telecommunications Revenue	\$769,565	\$5,354,355	\$6,171,367	\$6,480,207	\$6,803,544	\$7,143,877	\$7,500,004	\$7,875,568	\$8,269,169	\$8,682,572
Telecommunications Expenses	\$584,217	\$1,961,760	\$2,126,961	\$2,208,885	\$2,292,915	\$2,511,742	\$2,607,963	\$2,799,958	\$2,910,450	\$3,168,176
Telecommunications Cash Flow	\$185,348	\$3,392,596	\$4,044,406	\$4,271,322	\$4,510,629	\$4,632,135	\$4,892,041	\$5,075,610	\$5,358,719	\$5,514,396
Total Revenue	\$2,633,530	\$15,433,716	\$17,555,850	\$18,356,166	\$18,986,205	\$19,644,216	\$20,541,809	\$21,261,087	\$22,010,619	\$23,020,666
Total Operating Expense	\$2,637,722	\$8,087,346	\$8,955,522	\$9,266,690	\$9,577,902	\$9,984,388	\$10,336,529	\$10,744,712	\$11,107,538	\$11,613,434
EBITDA	(\$4,192)	\$7,346,371	\$8,600,328	\$9,089,476	\$9,408,304	\$9,659,828	\$10,205,280	\$10,516,376	\$10,903,082	\$11,407,233
Interest Earned	\$685,325	\$189,780	\$145,673	\$218,898	\$279,394	\$321,358	\$367,483	\$422,356	\$482,552	\$549,280
Municipal Bond - Interest	\$1,492,688	\$2,985,375	\$2,985,375	\$2,985,375	\$2,880,504	\$2,735,086	\$2,582,679	\$2,422,947	\$2,255,537	\$2,080,081
Municipal Bond - Principal	\$0	\$0	\$0	\$1,460,314	\$3,025,499	\$3,170,917	\$3,323,324	\$3,483,056	\$3,650,466	\$3,825,922
Municipal Bond - Total	\$1,492,688	\$2,985,375	\$2,985,375	\$4,445,689	\$5,906,003	\$5,906,003	\$5,906,003	\$5,906,003	\$5,906,003	\$5,906,003
Net Operating Cash Flow	(\$811,554)	\$4,550,775	\$5,760,626	\$4,862,685	\$3,781,695	\$4,075,184	\$4,666,760	\$5,032,729	\$5,479,631	\$6,050,510
Cummulative Cash Flow	(\$811,554)	\$3,739,221	\$9,499,847	\$14,362,532	\$18,144,227	\$22,219,410	\$26,886,171	\$31,918,900	\$37,398,531	\$43,449,041
Operating Expense Ratio	100%	52%	51%	50%	50%	51%	50%	51%	50%	50%
Operating Income Ratio	0%	48%	49%	50%	50%	49%	50%	49%	50%	50%
Debt Service Coverage Ratio	0.00	0.00	2.93	2.09	1.64	1.69	1.79	1.85	1.93	2.02
Rate of Return on Depreciated Assets	2.15%	14.78%	18.17%	20.61%	22.91%	25.37%	29.08%	32.83%	37.68%	44.19%
Outstanding Debt Ratio to Assets	0.95	0.97	1.00	1.04	1.09	1.16	1.24	1.35	1.49	1.68
Cable Services Percentage of Total Revenue	71%	65%	65%	65%	64%	64%	63%	63%	62%	62%
Telecom Services Percentage of Total Revenue	29%	35%	35%	35%	36%	36%	37%	37%	38%	38%
Cash on Hand	\$27,925,259	\$9,711,552	\$14,593,185	\$18,626,245	\$21,423,883	\$24,498,888	\$28,157,074	\$32,170,155	\$36,618,637	\$41,625,740

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Income Statement

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Subscriber Revenue	\$2,633,530	\$15,433,716	\$17,555,850	\$18,356,166	\$18,986,205	\$19,644,216	\$20,541,809	\$21,261,087	\$22,010,619	\$23,020,666
Interest Earned	\$685,325	\$189,780	\$145,673	\$218,898	\$279,394	\$321,358	\$367,483	\$422,356	\$482,552	\$549,280
Total Revenue	\$3,318,855	\$15,623,496	\$17,701,523	\$18,575,064	\$19,265,599	\$19,965,574	\$20,909,292	\$21,683,443	\$22,493,172	\$23,569,946
Operating Expenses	\$2,637,722	\$8,087,346	\$8,955,522	\$9,266,690	\$9,577,902	\$9,984,388	\$10,336,529	\$10,744,712	\$11,107,538	\$11,613,434
Depreciation Expense	\$864,010	\$3,388,601	\$3,740,985	\$3,796,293	\$3,861,897	\$3,928,575	\$3,995,814	\$4,063,790	\$4,132,533	\$4,202,094
Property Tax Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operating Income	(\$182,877)	\$4,147,549	\$5,005,017	\$5,512,081	\$5,825,801	\$6,052,611	\$6,576,950	\$6,874,942	\$7,253,100	\$7,754,419
Interest Expense	\$1,492,688	\$2,985,375	\$2,985,375	\$2,985,375	\$2,880,504	\$2,735,086	\$2,582,679	\$2,422,947	\$2,255,537	\$2,080,081
Net Income	(\$1,675,564)	\$1,162,174	\$2,019,642	\$2,526,706	\$2,945,297	\$3,317,525	\$3,994,271	\$4,451,995	\$4,997,564	\$5,674,338
Fund Transfer	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Income After Fund Transfer	(\$1,675,564)	\$1,162,174	\$2,019,642	\$2,526,706	\$2,945,297	\$3,317,525	\$3,994,271	\$4,451,995	\$4,997,564	\$5,674,338

Tri-Cities Consolidated Plan
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Additional Information

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Total Capital Expenditures	\$32,471,293	\$22,764,482	\$878,993	\$829,625	\$984,056	\$1,000,178	\$1,008,575	\$1,019,648	\$1,031,149	\$1,043,406
Total Capital Expenditures to Date	\$32,471,293	\$55,235,776	\$56,114,769	\$56,944,394	\$57,928,450	\$58,928,629	\$59,937,203	\$60,956,851	\$61,988,001	\$63,031,407
Total Capital Expenditures Per Video Customer	\$6,645	\$5,997	\$5,385	\$5,400	\$5,429	\$5,458	\$5,485	\$5,513	\$5,541	\$5,567
Total Capital Expenditures	\$32,471,293	\$22,764,482	\$878,993	\$829,625	\$984,056	\$1,000,178	\$1,008,575	\$1,019,648	\$1,031,149	\$1,043,406
Total Depreciated Asset Basis	\$31,607,283	\$53,507,755	\$50,998,147	\$48,086,788	\$45,274,551	\$42,412,833	\$39,492,832	\$36,516,667	\$33,484,026	\$30,394,899
Total Plant Cost	\$32,471,293	\$22,764,482	\$878,993	\$829,625	\$984,056	\$1,000,178	\$1,008,575	\$1,019,648	\$1,031,149	\$1,043,406
Total Plant Cost to Date	\$32,471,293	\$55,235,776	\$56,114,769	\$56,944,394	\$57,928,450	\$58,928,629	\$59,937,203	\$60,956,851	\$61,988,001	\$63,031,407
Total Cost Per Residential Plant Mile	\$137,423	\$120,183	\$113,188	\$105,461	\$98,116	\$90,824	\$83,568	\$76,354	\$69,183	\$62,056
Total Plant Cost Per Home Passed	\$2,136	\$1,868	\$1,759	\$1,639	\$1,525	\$1,412	\$1,299	\$1,187	\$1,075	\$964
Total Plant Cost Per Customer	\$5,933	\$5,189	\$4,887	\$4,553	\$4,236	\$3,921	\$3,608	\$3,296	\$2,987	\$2,679
Paid in Capital	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Paid in Capital	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Total Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$61,389,686	\$58,364,187	\$55,193,271	\$51,869,947	\$48,386,891	\$44,736,425
EBITDA to Debt Multiple	289.53	98.25	7.31	6.91	6.53	6.04	5.41	4.93	4.44	3.92
Debt Per Customer	\$12,862	\$6,070	\$6,032	\$5,960	\$5,753	\$5,406	\$5,051	\$4,691	\$4,325	\$3,951
Accumulated Depreciation	\$864,010	\$4,252,611	\$7,993,596	\$11,789,889	\$15,651,786	\$19,580,361	\$23,576,174	\$27,639,964	\$31,772,498	\$35,974,592
Depreciable Plant in Service and Inventory	\$31,607,283	\$50,983,164	\$48,121,173	\$45,154,505	\$42,276,665	\$39,348,268	\$36,361,029	\$33,316,887	\$30,215,503	\$27,056,815

Tri-Cities Consolidated Plan
Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Variables and Valuation

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Equity Additions	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Equity	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Debt Additions	\$62,850,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Municipal Bond Debt Before Principal Reduction	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$61,389,686	\$58,364,187	\$55,193,271	\$51,869,947	\$48,386,891	\$44,736,425
Municipal Bond Debt Reductions	\$0	\$0	\$0	\$1,460,314	\$3,025,499	\$3,170,917	\$3,323,324	\$3,483,056	\$3,650,466	\$3,825,922
Total Municipal Bond Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$61,389,686	\$58,364,187	\$55,193,271	\$51,869,947	\$48,386,891	\$44,736,425	\$40,910,503
Municipal Bonds Available	\$62,850,000	\$189,780	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Municipal Bond Draw	\$34,698,900	\$28,151,100	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash on Hand	\$27,925,259	\$9,711,552	\$14,593,185	\$18,626,245	\$21,423,883	\$24,498,888	\$28,157,074	\$32,170,155	\$36,618,637	\$41,625,740
Loans From Shareholders	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Valuation										
Equity	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Senior Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$61,389,686	\$58,364,187	\$55,193,271	\$51,869,947	\$48,386,891	\$44,736,425	\$40,910,503
Sub Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Loans From Shareholders	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$62,950,000	\$62,950,000	\$62,950,000	\$61,489,686	\$58,464,187	\$55,293,271	\$51,969,947	\$48,486,891	\$44,836,425	\$41,010,503
EBITDA	(\$4,192)	\$7,346,371	\$8,600,328	\$9,089,476	\$9,408,304	\$9,659,828	\$10,205,280	\$10,516,376	\$10,903,082	\$11,407,233

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Variables and Valuation (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Sale Price @ a Multiple of: 8	(\$33,534)	\$58,770,966	\$68,802,625	\$72,715,805	\$75,266,428	\$77,278,625	\$81,642,239	\$84,131,005	\$87,224,652	\$91,257,862
End Cash	\$27,925,259	\$9,711,552	\$14,593,185	\$18,626,245	\$21,423,883	\$24,498,888	\$28,157,074	\$32,170,155	\$36,618,637	\$41,625,740
Gross Profit	(\$35,058,275)	\$5,532,518	\$20,445,811	\$29,852,364	\$38,226,124	\$46,484,242	\$57,829,365	\$67,814,269	\$79,006,864	\$91,873,099
Return on Equity	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Annual Rate of Return	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Return on Assets	-58.1%	9.0%	32.2%	46.2%	59.2%	71.8%	88.5%	102.2%	116.7%	132.1%
Annual Rate of Return on Depreciated Assets	-58.1%	4.5%	10.7%	11.5%	11.8%	12.0%	12.6%	12.8%	13.0%	13.2%
Total Video Customers	2,670	9,210	10,420	10,545	10,670	10,797	10,927	11,056	11,188	11,322
Sales Price Per Video Customer	(\$13)	\$6,381	\$6,603	\$6,896	\$7,054	\$7,157	\$7,472	\$7,609	\$7,796	\$8,060
Total Cost Per Video Customer	\$23,577	\$6,835	\$6,041	\$5,831	\$5,479	\$5,121	\$4,756	\$4,385	\$4,008	\$3,622
Profit (Loss) Per Video Customer	(\$23,590)	(\$454)	\$562	\$1,065	\$1,575	\$2,036	\$2,716	\$3,224	\$3,789	\$4,438

Tri-Cities Consolidated Plan
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 Balance Sheet

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
ASSETS										
Current Assets										
Cash and cash equivalents	\$27,925,259	\$9,711,552	\$14,593,185	\$18,626,245	\$21,423,883	\$24,498,888	\$28,157,074	\$32,170,155	\$36,618,637	\$41,625,740
Short Term Investments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Receivable, Net	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventories, Net	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$27,925,259	\$9,711,552	\$14,593,185	\$18,626,245	\$21,423,883	\$24,498,888	\$28,157,074	\$32,170,155	\$36,618,637	\$41,625,740
Fixed Assets										
Land and Buildings	\$30,000	\$31,500	\$33,000	\$34,500	\$36,000	\$37,500	\$39,000	\$40,500	\$42,000	\$43,500
Leasehold Improvements	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Towers, Earth Stations and Headend Equipment	\$6,756,903	\$6,839,878	\$6,922,853	\$7,005,828	\$7,088,803	\$7,171,778	\$7,254,753	\$7,337,728	\$7,420,703	\$7,503,678
Distribution Plant and Subscriber Drops	\$14,148,302	\$27,117,113	\$27,443,842	\$27,774,731	\$28,109,843	\$28,449,240	\$28,792,986	\$29,141,149	\$29,493,796	\$29,850,995
Customer Premise Equipment	\$8,320,837	\$16,269,967	\$16,534,040	\$16,804,274	\$17,080,880	\$17,364,082	\$17,654,112	\$17,951,212	\$18,255,636	\$18,567,648
Computer Equipment and Software	\$185,000	\$205,000	\$225,000	\$245,000	\$265,000	\$285,000	\$305,000	\$325,000	\$345,000	\$365,000
Vehicles, Machines, Mobile Comm. and Other Equipment	\$700,000	\$875,000	\$927,500	\$927,500	\$1,067,500	\$1,214,500	\$1,360,100	\$1,505,980	\$1,651,804	\$1,797,639
Test Equipment and Special Tools	\$230,000	\$277,000	\$324,000	\$371,000	\$418,000	\$465,000	\$512,000	\$559,000	\$606,000	\$653,000
Furniture, Fixtures and Other Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Assets	\$2,100,251	\$3,620,318	\$3,704,534	\$3,781,561	\$3,862,424	\$3,941,529	\$4,019,252	\$4,096,282	\$4,173,062	\$4,249,947
Less accumulated depreciation and amortization	(\$864,010)	(\$4,252,611)	(\$7,993,596)	(\$11,789,889)	(\$15,651,786)	(\$19,580,361)	(\$23,576,174)	(\$27,639,964)	(\$31,772,498)	(\$35,974,592)
Total Fixed Assets	\$31,607,283	\$50,983,164	\$48,121,173	\$45,154,505	\$42,276,665	\$39,348,268	\$36,361,029	\$33,316,887	\$30,215,503	\$27,056,815
Other Assets										
Other Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cost of Bond Financing & Insurance	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893
Total Assets	\$61,174,436	\$62,336,610	\$64,356,251	\$65,422,643	\$65,342,441	\$65,489,049	\$66,159,996	\$67,128,935	\$68,476,033	\$70,324,449
LIABILITIES AND FUND EQUITY										
Current Liabilities										
Accounts Payable and accrued liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Due to other Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Debt										
Bonds Payable	\$62,850,000	\$62,850,000	\$62,850,000	\$61,389,686	\$58,364,187	\$55,193,271	\$51,869,947	\$48,386,891	\$44,736,425	\$40,910,503
Other Payables	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Long Term Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$61,389,686	\$58,364,187	\$55,193,271	\$51,869,947	\$48,386,891	\$44,736,425	\$40,910,503
Total Liabilities	\$62,850,000	\$62,850,000	\$62,850,000	\$61,389,686	\$58,364,187	\$55,193,271	\$51,869,947	\$48,386,891	\$44,736,425	\$40,910,503
Fund Equity										
Reserved Funds:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Reserved Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Unreserved Funds:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Designated Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Undesignated Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Unreserved Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Fund Equity	(\$1,675,564)	(\$513,390)	\$1,506,251	\$4,032,957	\$6,978,254	\$10,295,778	\$14,290,049	\$18,742,044	\$23,739,608	\$29,413,946
Total Liabilities and Fund Equity	\$61,174,436	\$62,336,610	\$64,356,251	\$65,422,643	\$65,342,441	\$65,489,049	\$66,159,996	\$67,128,935	\$68,476,033	\$70,324,449

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Key Operating Statistics - Residential

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Monthly Revenue All Services Per Video Customer										
Video Services	\$52.69	\$50.85	\$51.87	\$53.43	\$54.51	\$55.63	\$57.30	\$58.48	\$59.70	\$61.49
High Speed Data Access Services	\$6.63	\$10.38	\$13.67	\$14.15	\$14.22	\$14.30	\$14.82	\$14.91	\$15.01	\$15.56
Telecommunications Service	\$8.57	\$9.98	\$8.68	\$9.00	\$9.34	\$9.69	\$10.05	\$10.43	\$10.83	\$11.23
Average Monthly Revenue All Services Per Video Customer	\$67.89	\$71.22	\$74.22	\$76.58	\$78.08	\$79.62	\$82.17	\$83.83	\$85.53	\$88.28
Average Annual Revenue All Services Per Video Customer	\$814.74	\$854.65	\$890.63	\$918.97	\$936.91	\$955.48	\$986.06	\$1,005.92	\$1,026.40	\$1,059.39
Average Monthly Revenue Per Telecommunications Customer	\$41.15	\$47.90	\$40.88	\$40.88	\$40.86	\$40.87	\$40.88	\$40.88	\$40.88	\$40.87
Average Annual Revenue Per Telecommunications Customer	\$493.82	\$574.83	\$490.57	\$490.55	\$490.36	\$490.49	\$490.56	\$490.60	\$490.55	\$490.48
Monthly Programming Expense Per Video Customer										
Basic Programming	\$13.71	\$13.62	\$14.03	\$14.45	\$14.89	\$15.33	\$15.79	\$16.27	\$16.76	\$17.26
Premium Programming	\$5.47	\$5.44	\$5.60	\$5.77	\$5.95	\$6.12	\$6.31	\$6.50	\$6.69	\$6.89
Pay Per View Programming	\$1.24	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20
Channel Guide	\$0.14	\$0.03	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02
Total Programming	\$20.56	\$20.29	\$20.86	\$21.45	\$22.06	\$22.68	\$23.32	\$23.99	\$24.67	\$25.37
Monthly Operating Expense Per Video Customer										
Sales & Advertising Expense Per Video Customer	\$11.23	\$1.76	\$1.38	\$1.40	\$1.43	\$1.45	\$1.48	\$1.50	\$1.53	\$1.55
Field & Technical	\$39.69	\$10.37	\$9.09	\$9.21	\$9.36	\$9.51	\$9.66	\$9.81	\$9.96	\$10.12
General & Administrative	\$39.02	\$8.92	\$8.24	\$8.36	\$8.49	\$8.32	\$8.45	\$8.38	\$8.51	\$8.33
Total Operating Expense	\$89.94	\$21.04	\$18.70	\$18.98	\$19.28	\$19.27	\$19.58	\$19.68	\$20.00	\$20.00
Monthly Telecommunications Oper Exp Per Video Customer										
Cost of Goods Sold	\$0.61	\$0.30	\$0.30	\$0.31	\$0.32	\$0.33	\$0.34	\$0.35	\$0.36	\$0.37
Facility Based	\$4.56	\$2.20	\$2.20	\$2.23	\$2.27	\$2.54	\$2.58	\$2.78	\$2.84	\$3.14
Commercial & Marketing	\$2.50	\$0.49	\$0.23	\$0.24	\$0.25	\$0.25	\$0.26	\$0.27	\$0.28	\$0.29
Administrative	\$1.04	\$0.15	\$0.14	\$0.15	\$0.15	\$0.15	\$0.16	\$0.16	\$0.17	\$0.17
Total Telecommunications Oper Exp Per Video Customer	\$8.71	\$3.15	\$2.87	\$2.93	\$2.99	\$3.28	\$3.34	\$3.57	\$3.65	\$3.97
Monthly Cash Flow All Services Per Video Cust										
	(\$51.32)	\$26.74	\$31.79	\$33.22	\$33.76	\$34.39	\$35.93	\$36.58	\$37.21	\$38.94
Monthly Revenue/Expenses Per Channel										
Total Channels	131	131	131	131	131	131	131	131	131	131
Revenue Per Sub Per Channel	\$0.52	\$0.54	\$0.57	\$0.58	\$0.60	\$0.61	\$0.63	\$0.64	\$0.65	\$0.67
Programming Exp. Per Sub Per Channel	\$0.16	\$0.15	\$0.16	\$0.16	\$0.17	\$0.17	\$0.18	\$0.18	\$0.19	\$0.19
Monthly Telecommunications Oper Exp Per Telecommunications Customer										
Cost of Goods Sold	\$0.81	\$1.30	\$1.42	\$1.41	\$1.40	\$1.39	\$1.38	\$1.38	\$1.37	\$1.36
Facility Based	\$5.98	\$9.37	\$10.36	\$10.14	\$9.93	\$10.71	\$10.49	\$10.91	\$10.74	\$11.42
Commercial & Marketing	\$3.29	\$2.11	\$1.08	\$1.08	\$1.08	\$1.07	\$1.07	\$1.07	\$1.07	\$1.06
Administrative	\$1.37	\$0.66	\$0.67	\$0.66	\$0.65	\$0.65	\$0.64	\$0.63	\$0.63	\$0.62
Total Telecommunications Oper Exp Per Telecommunications Customer	\$11.45	\$13.44	\$13.53	\$13.30	\$13.06	\$13.82	\$13.59	\$13.99	\$13.80	\$14.46

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Key Operating Statistics - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Monthly Revenue Per Customer Per Service										
Average Video Service Per Video Service Unit	\$401.53	\$908.65	\$774.99	\$798.23	\$798.23	\$798.23	\$822.18	\$822.18	\$822.18	\$846.85
Average High Speed Data Revenue Per Data Customer	\$397.39	\$899.27	\$766.99	\$789.99	\$789.99	\$789.99	\$813.69	\$813.69	\$813.69	\$838.11
Average Telecommunications Revenue Per Telecommunication	\$187.14	\$626.32	\$705.04	\$704.50	\$704.28	\$704.53	\$705.11	\$704.15	\$704.82	\$704.12
Monthly Expense Per Customer Per Service										
Programming Expense Per Video Service Unit	\$1.46	\$3.40	\$2.99	\$3.07	\$3.17	\$3.26	\$3.36	\$3.46	\$3.56	\$3.67
High Speed Data Expense Per Data Customer	\$0.87	\$2.03	\$1.79	\$1.84	\$1.90	\$1.95	\$2.01	\$2.07	\$2.13	\$2.20
Telecommunications Expenses Per Telecommunications Custon	\$151.19	\$177.10	\$178.63	\$175.40	\$172.36	\$182.36	\$179.42	\$184.47	\$182.14	\$190.69

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Selling & Advertising - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Salaries - Sales	\$59,750	\$61,543	\$50,393	\$51,905	\$53,462	\$55,066	\$56,717	\$58,419	\$60,172	\$61,977
Sales Commissions	\$22,406	\$30,771	\$25,196	\$25,952	\$26,731	\$27,533	\$28,359	\$29,210	\$30,086	\$30,988
Payroll Taxes	\$13,400	\$15,056	\$12,329	\$12,698	\$13,079	\$13,472	\$13,876	\$14,292	\$14,721	\$15,163
Benefits	\$30,473	\$31,387	\$25,700	\$26,471	\$27,265	\$28,083	\$28,926	\$29,794	\$30,688	\$31,608
Advertising & Promotions	\$27,000	\$27,810	\$28,644	\$29,504	\$30,389	\$31,300	\$32,239	\$33,207	\$34,203	\$35,229
Direct Mail	\$4,800	\$4,944	\$5,092	\$5,245	\$5,402	\$5,565	\$5,731	\$5,903	\$6,080	\$6,263
Sales Materials	\$2,681	\$2,627	\$3,589	\$3,632	\$3,675	\$3,719	\$3,764	\$3,809	\$3,855	\$3,901
Support Materials	\$1,341	\$1,313	\$1,794	\$1,816	\$1,838	\$1,860	\$1,882	\$1,905	\$1,927	\$1,951
Graphic Design	\$3,000	\$3,090	\$3,183	\$3,278	\$3,377	\$3,478	\$3,582	\$3,690	\$3,800	\$3,914
Office Supplies/Postage	\$1,500	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739	\$1,791	\$1,845	\$1,900	\$1,957
Training & Seminars	\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952	\$3,040	\$3,131
Travel & Entertainment	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
Miscellaneous	\$9,000	\$9,270	\$9,548	\$9,835	\$10,130	\$10,433	\$10,746	\$11,069	\$11,401	\$11,743
Total Sales & Marketing Expenses	\$179,550	\$193,682	\$171,516	\$176,564	\$181,763	\$187,117	\$192,630	\$198,307	\$204,153	\$210,174
Total Sales & Marketing Expense Allocation	\$179,550	\$193,682	\$171,516	\$176,564	\$181,763	\$187,117	\$192,630	\$198,307	\$204,153	\$210,174

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Sales and Marketing Employees and Contractors										
Marketing and Sales Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Sales Clerks	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
In-House Field Representatives	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Field Representatives	8.00	8.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Total Sales and Marketing Employees and Contractors	9.50	9.50	4.50	4.50	4.50	4.50	4.50	4.50	4.50	4.50
Sales and Marketing Employees and Contractors										
Marketing and Sales Manager	\$47,500	\$48,925	\$50,393	\$51,905	\$53,462	\$55,066	\$56,717	\$58,419	\$60,172	\$61,977
Sales Clerks	\$12,250	\$12,618	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
In-House Field Representatives	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Contract Field Representatives	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Sales and Marketing Salary & Wages	\$59,750	\$61,543	\$50,393	\$51,905	\$53,462	\$55,066	\$56,717	\$58,419	\$60,172	\$61,977
Vehicles	0	0	0	0	0	0	0	0	0	0

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Field & Technical Expenses - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Salaries - Technical	\$306,083	\$512,942	\$496,450	\$510,400	\$525,712	\$541,483	\$557,728	\$574,460	\$591,693	\$609,444
Payroll Taxes	\$49,922	\$83,661	\$80,971	\$83,246	\$85,744	\$88,316	\$90,965	\$93,694	\$96,505	\$99,400
Benefits	\$156,103	\$261,600	\$253,190	\$260,304	\$268,113	\$276,157	\$284,441	\$292,974	\$301,764	\$310,817
Pole Rental	\$6,559	\$38,385	\$42,724	\$43,237	\$43,756	\$44,281	\$44,812	\$45,350	\$45,894	\$46,445
Plant Repairs & Maintenance	\$4,980	\$29,146	\$32,440	\$32,830	\$33,224	\$33,622	\$34,026	\$34,434	\$34,847	\$35,266
Equipment Repairs & Maintenance	\$4,200	\$4,326	\$4,456	\$4,589	\$4,727	\$4,869	\$5,015	\$5,165	\$5,320	\$5,480
Converter Maintenance	\$4,200	\$4,326	\$4,456	\$4,589	\$4,727	\$4,869	\$5,015	\$5,165	\$5,320	\$5,480
Vehicle Expense	\$38,950	\$72,200	\$74,366	\$76,597	\$78,895	\$81,262	\$83,700	\$86,211	\$88,797	\$91,461
Mobile Communications	\$30,750	\$58,710	\$60,471	\$62,285	\$64,154	\$66,079	\$68,061	\$70,103	\$72,206	\$74,372
Supplies - Technical, Engineering, Drafting, etc.	\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952	\$3,040	\$3,131
Training & Seminars	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
Tools & Equipment	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
Utilities - Power Supplies	\$8,300	\$48,577	\$54,067	\$54,716	\$55,373	\$56,037	\$56,710	\$57,390	\$58,079	\$58,776
Utilities - Headend	\$9,600	\$9,888	\$10,185	\$10,490	\$10,805	\$11,129	\$11,463	\$11,807	\$12,161	\$12,526
Property Damage	\$900	\$927	\$955	\$983	\$1,013	\$1,043	\$1,075	\$1,107	\$1,140	\$1,174
Uniforms	\$2,050	\$3,800	\$3,863	\$3,863	\$3,863	\$3,863	\$3,863	\$3,863	\$3,863	\$3,863
Office Supplies	\$1,500	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739	\$1,791	\$1,845	\$1,900	\$1,957
Miscellaneous	\$4,200	\$4,326	\$4,456	\$4,589	\$4,727	\$4,869	\$5,015	\$5,165	\$5,320	\$5,480
Total Field & Technical Expenses	\$634,297	\$1,140,539	\$1,131,006	\$1,160,915	\$1,193,273	\$1,226,573	\$1,260,843	\$1,296,113	\$1,332,411	\$1,369,769
Total Field & Technical Expense Allocation	\$634,297	\$1,140,539	\$1,131,006	\$1,160,915	\$1,193,273	\$1,226,573	\$1,260,843	\$1,296,113	\$1,332,411	\$1,369,769

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Field & Technical Variables

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Field & Technical Employees and Contractors										
Technical Manager (s)	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Headend Technicians	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
Construction Manager/Plant Manager	1.50	1.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Broadband Service Technicians	3.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
Telecom Service Technicians	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Installer/Service Technician	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
High Speed Data Technician	3.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
Contract Installers	7.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
Total Field & Technical Employees and Contractors	21.00	21.00	20.50	20.50	20.50	20.50	20.50	20.50	20.50	20.50
Field & Technical Salary & Wages										
Technical Manager (s)	\$75,000	\$76,788	\$76,950	\$78,900	\$81,267	\$83,705	\$86,216	\$88,803	\$91,467	\$94,211
Headend Technicians	\$52,500	\$76,856	\$77,025	\$79,050	\$81,422	\$83,864	\$86,380	\$88,971	\$91,641	\$94,390
Construction Manager/Plant Manager	\$82,500	\$84,975	\$56,650	\$58,300	\$60,049	\$61,850	\$63,706	\$65,617	\$67,586	\$69,613
Broadband Service Technicians	\$50,250	\$161,023	\$172,525	\$177,550	\$182,877	\$188,363	\$194,014	\$199,834	\$205,829	\$212,004
Telecom Service Technicians	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Installer/Service Technician	\$45,833	\$113,300	\$113,300	\$116,600	\$120,098	\$123,701	\$127,412	\$131,234	\$135,171	\$139,226
High Speed Data Technician	\$46,042	\$114,373	\$133,900	\$137,800	\$141,700	\$145,951	\$150,330	\$154,839	\$159,485	\$164,269
Total Field & Technical Salary & Wages	\$306,083	\$512,942	\$496,450	\$510,400	\$525,712	\$541,483	\$557,728	\$574,460	\$591,693	\$609,444
High Speed Data Salary & Wages	\$46,042	\$114,373	\$133,900	\$137,800	\$141,700	\$145,951	\$150,330	\$154,839	\$159,485	\$164,269
Vehicles - Field & Technical	11	13	13	13	13	13	13	13	13	13
Vehicles - High Speed Data	3	4	4	4	4	4	4	4	4	4
Attributable Technical Salary & Wage Expenses										
Cable Services Salary & Wages Allocated	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Telecom Salary & Wages Allocated to Cable Services	70.78%	65.31%	64.85%	64.70%	64.17%	63.63%	63.49%	62.96%	62.43%	62.28%
Additional Allocation - 1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Additional Allocation - 2	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 G & A Expenses - Residential

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Salaries & Wages	\$308,333	\$427,021	\$435,583	\$448,526	\$461,982	\$475,842	\$490,117	\$504,820	\$519,965	\$535,564
Payroll Taxes	\$50,289	\$69,647	\$71,044	\$73,155	\$75,349	\$77,610	\$79,938	\$82,336	\$84,806	\$87,350
Benefits	\$157,250	\$217,781	\$222,147	\$228,748	\$235,611	\$242,679	\$249,960	\$257,458	\$265,182	\$273,138
Contract Labor	\$3,600	\$3,708	\$3,819	\$3,934	\$4,052	\$4,173	\$4,299	\$4,428	\$4,560	\$4,697
Consulting	\$3,600	\$3,708	\$3,819	\$3,934	\$4,052	\$4,173	\$4,299	\$4,428	\$4,560	\$4,697
Vehicle Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel & Entertainment	\$3,600	\$3,708	\$3,819	\$3,934	\$4,052	\$4,173	\$4,299	\$4,428	\$4,560	\$4,697
Training & Seminars	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391	\$1,433	\$1,476	\$1,520	\$1,566
Bank Charges	\$900	\$927	\$955	\$983	\$1,013	\$1,043	\$1,075	\$1,107	\$1,140	\$1,174
Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Contributions	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391	\$1,433	\$1,476	\$1,520	\$1,566
Bad Debt	\$18,696	\$124,205	\$143,361	\$149,434	\$154,295	\$159,344	\$166,093	\$171,560	\$177,240	\$184,748
Uniforms	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$33,000	\$33,990	\$35,010	\$36,060	\$37,142	\$38,256	\$39,404	\$40,586	\$41,803	\$43,058
Utilities	\$7,800	\$8,034	\$8,275	\$8,523	\$8,779	\$9,042	\$9,314	\$9,593	\$9,881	\$10,177
Postage	\$3,000	\$3,090	\$3,183	\$3,278	\$3,377	\$3,478	\$3,582	\$3,690	\$3,800	\$3,914
Copyright Fees	\$199	\$1,325	\$1,544	\$1,610	\$1,678	\$1,749	\$1,823	\$1,901	\$1,981	\$2,065
Franchise Fees	\$42,108	\$279,741	\$322,886	\$336,564	\$347,511	\$358,882	\$374,084	\$386,397	\$399,190	\$416,099
FCC Regulatory Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Tax	\$50,530	\$335,689	\$387,463	\$403,876	\$417,013	\$430,658	\$448,901	\$463,677	\$479,028	\$499,319
Billing Service	\$33,122	\$220,045	\$248,981	\$251,969	\$254,993	\$258,053	\$261,149	\$264,283	\$267,455	\$270,664
Answering Service	\$4,200	\$4,326	\$4,456	\$4,589	\$4,727	\$4,869	\$5,015	\$5,165	\$5,320	\$5,480
Dues & Subscriptions	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391	\$1,433	\$1,476	\$1,520	\$1,566
Rent	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Telecommunications	\$7,800	\$8,034	\$8,275	\$8,523	\$8,779	\$9,042	\$9,314	\$9,593	\$9,881	\$10,177
Office Supplies	\$4,200	\$4,326	\$4,456	\$4,589	\$4,727	\$4,869	\$5,015	\$5,165	\$5,320	\$5,480
Repair & Maint.	\$1,500	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739	\$1,791	\$1,845	\$1,900	\$1,957
Office Equipment	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
Subs/Research	\$420	\$433	\$446	\$459	\$473	\$487	\$502	\$517	\$532	\$548
Taxes & Licenses	\$3,000	\$3,090	\$3,183	\$3,278	\$3,377	\$3,478	\$3,582	\$3,690	\$3,800	\$3,914
Accounting	\$3,600	\$3,708	\$3,819	\$3,934	\$4,052	\$4,173	\$4,299	\$4,428	\$4,560	\$4,697
Legal	\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379	\$7,601	\$7,829
Property Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Janitorial Services	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
Computer Repair	\$2,100	\$2,163	\$2,228	\$2,295	\$2,364	\$2,434	\$2,508	\$2,583	\$2,660	\$2,740
Miscellaneous	\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379	\$7,601	\$7,829
Telecom Allocation	(\$45,868)	(\$183,481)	(\$205,171)	(\$210,838)	(\$215,379)	(\$259,802)	(\$266,988)	(\$300,441)	(\$306,865)	(\$359,171)
Management Entity Allocation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total G & A Expenses	\$716,180	\$1,596,539	\$1,735,542	\$1,793,979	\$1,847,315	\$1,862,704	\$1,926,298	\$1,956,849	\$2,016,584	\$2,042,238
Total G & A Expense Allocation	\$716,180	\$1,596,539	\$1,735,542	\$1,793,979	\$1,847,315	\$1,862,704	\$1,926,298	\$1,956,849	\$2,016,584	\$2,042,238

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 G & A Variables

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
General Managers	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Office Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
MIS Director	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Accountant	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Customer Service Representatives	5.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Support Staff	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
Total G & A Employees	10.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00	12.00
G & A Salary & Wages										
General Managers	\$97,500	\$100,425	\$103,438	\$106,541	\$109,737	\$113,029	\$116,420	\$119,913	\$123,510	\$127,215
Office Manager	\$45,000	\$46,350	\$46,350	\$47,700	\$49,131	\$50,605	\$52,123	\$53,687	\$55,297	\$56,956
MIS Director	\$55,000	\$56,650	\$56,650	\$58,300	\$60,049	\$61,850	\$63,706	\$65,617	\$67,586	\$69,613
Accountant	\$15,000	\$15,450	\$15,914	\$16,391	\$16,883	\$17,389	\$17,911	\$18,448	\$19,002	\$19,572
Customer Service Representatives	\$64,583	\$169,521	\$174,606	\$179,845	\$185,240	\$190,797	\$196,521	\$202,417	\$208,489	\$214,744
Support Staff	\$31,250	\$38,625	\$38,625	\$39,750	\$40,943	\$42,171	\$43,436	\$44,739	\$46,081	\$47,464
Total G & A Salary & Wages	\$308,333	\$427,021	\$435,583	\$448,526	\$461,982	\$475,842	\$490,117	\$504,820	\$519,965	\$535,564
Vehicles	1	1	1	1	1	1	1	1	1	1

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Programming & Related Exp. - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Limited Basic Service	\$10,930	\$74,793	\$87,168	\$90,860	\$94,709	\$98,721	\$102,903	\$107,262	\$111,805	\$116,541
Standard Basic Service	\$208,121	\$1,424,117	\$1,659,735	\$1,730,041	\$1,803,326	\$1,879,714	\$1,959,339	\$2,042,337	\$2,128,850	\$2,219,028
Pay Programming	\$87,477	\$598,584	\$697,618	\$727,170	\$757,972	\$790,080	\$823,548	\$858,433	\$894,797	\$932,700
PPV Programming	\$19,873	\$132,027	\$149,389	\$151,182	\$152,996	\$154,832	\$156,690	\$158,570	\$160,473	\$162,398
Guide Channels	\$2,250	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Total Programming Expense	\$328,653	\$2,232,521	\$2,596,910	\$2,702,252	\$2,812,003	\$2,926,347	\$3,045,479	\$3,169,602	\$3,298,925	\$3,433,668

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Capital Expenditures

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Strand Mapping, Permitting, Engineering and Design	\$288,836	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Project Consulting	\$210,000	\$21,000	\$21,000	\$15,750	\$11,813	\$8,859	\$6,645	\$4,983	\$3,738	\$2,803
Aerial Make Ready Engineering	\$33,587	\$31,428	\$780	\$790	\$799	\$809	\$818	\$828	\$838	\$848
Aerial Make Ready	\$363,456	\$340,099	\$8,443	\$8,544	\$8,646	\$8,750	\$8,855	\$8,962	\$9,069	\$9,178
Aerial Strand Labor	\$167,933	\$157,141	\$3,901	\$3,948	\$3,995	\$4,043	\$4,092	\$4,141	\$4,190	\$4,241
Aerial Strand, Hardware & Materials	\$165,236	\$154,618	\$3,838	\$3,884	\$3,931	\$3,978	\$4,026	\$4,074	\$4,123	\$4,172
Wave7 Optical Cores and Taps	\$5,411,891	\$5,064,104	\$125,712	\$127,220	\$128,747	\$130,292	\$131,856	\$133,438	\$135,039	\$136,660
Fiber Cable	\$967,270	\$905,110	\$22,469	\$22,738	\$23,011	\$23,287	\$23,567	\$23,849	\$24,136	\$24,425
Fiber Labor	\$631,488	\$590,906	\$14,669	\$14,845	\$15,023	\$15,203	\$15,386	\$15,570	\$15,757	\$15,946
Underground Plant Labor	\$3,489,305	\$3,265,071	\$81,053	\$82,025	\$83,009	\$84,006	\$85,014	\$86,034	\$87,066	\$88,111
Fiber Splicing	\$722,949	\$676,490	\$16,793	\$16,995	\$17,199	\$17,405	\$17,614	\$17,825	\$18,039	\$18,256
Customer Premise Install Labor & Materials - Residential	\$1,577,794	\$1,476,400	\$36,650	\$37,090	\$37,535	\$37,986	\$38,441	\$38,903	\$39,370	\$39,842
Customer Premise Install Labor & Materials - Commercial	\$65,116	\$60,932	\$6,302	\$6,618	\$6,948	\$7,296	\$7,661	\$8,044	\$8,446	\$8,868
Headend Video Electronics	\$2,008,679	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Headend Building, Tower & Generator	\$669,180	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Digital Headend Equipment	\$498,254	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Headend Optoelectronics	\$2,199,002	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hotel/Motel Rewiring - Labor & Materials	\$263,442	\$246,512	\$6,119	\$6,193	\$6,267	\$6,342	\$6,419	\$6,496	\$6,573	\$6,652
Customer Premise Equipment	\$71,546	\$66,949	\$1,662	\$1,682	\$1,702	\$1,722	\$1,743	\$1,764	\$1,785	\$1,807
Digital Customer Premise Equipment	\$1,585,686	\$1,483,785	\$36,834	\$37,276	\$37,723	\$38,176	\$38,634	\$39,097	\$39,567	\$40,041
Telephone Switch & Data Equipment	\$1,381,788	\$77,975	\$77,975	\$77,975	\$77,975	\$77,975	\$77,975	\$77,975	\$77,975	\$77,975
Wave7 Customer Premise - Residential	\$5,497,636	\$5,144,340	\$127,704	\$129,236	\$130,787	\$132,356	\$133,945	\$135,552	\$137,179	\$138,825
Wave7 Customer Premise - Commercial	\$1,037,734	\$971,045	\$71,502	\$75,077	\$78,831	\$82,772	\$86,911	\$91,257	\$95,819	\$100,610
High Speed Data Installation - Residential	\$82,125	\$239,864	\$25,301	\$25,879	\$26,467	\$27,065	\$27,673	\$28,293	\$28,923	\$29,565
High Speed Data Installation - Commercial	\$46,110	\$43,147	\$1,071	\$1,084	\$1,097	\$1,110	\$1,123	\$1,137	\$1,151	\$1,164
Office Building, Land, Studio, Furniture & Office Equipment	\$30,000	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Computer Equipment & Billing System Software	\$185,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Marketing & Sales - Video	\$277,022	\$259,220	\$6,435	\$6,512	\$6,590	\$6,669	\$6,749	\$6,830	\$6,912	\$6,995
Marketing & Sales - Data	\$66,976	\$155,825	\$14,924	\$15,259	\$15,601	\$15,948	\$16,302	\$16,662	\$17,028	\$17,400
Special Project Fund	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fusion Splicer and Splicing Equipment	\$60,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Tools, Test Equipment and Spare Equipment	\$170,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000
Vehicles and Mobile Communications	\$700,000	\$175,000	\$52,500	\$0	\$140,000	\$147,000	\$145,600	\$145,880	\$145,824	\$145,835
Total	\$30,925,041	\$21,680,459	\$837,136	\$790,119	\$937,197	\$952,551	\$960,547	\$971,093	\$982,047	\$993,720
Contingency	\$1,546,252	\$1,084,023	\$41,857	\$39,506	\$46,860	\$47,628	\$48,027	\$48,555	\$49,102	\$49,686
State Sales Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Capital Expenditures	\$32,471,293	\$22,764,482	\$878,993	\$829,625	\$984,056	\$1,000,178	\$1,008,575	\$1,019,648	\$1,031,149	\$1,043,406
Total Capital Expenditures to Date	\$32,471,293	\$55,235,776	\$56,114,769	\$56,944,394	\$57,928,450	\$58,928,629	\$59,937,203	\$60,956,851	\$61,988,001	\$63,031,407

Tri-Cities Consolidated Plan
Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Plant Statistics

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Total Plant Miles to Construct										
Tri-Cities, Illinois	443.00	173.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Plant Miles to Construct	443.00	173.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Residential Plant Miles - Constructed										
Tri-Cities, Illinois	230.00	215.22	5.34	5.41	5.47	5.54	5.60	5.67	5.74	5.81
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Residential Plant Miles - Constructed	230.00	215.22	5.34	5.41	5.47	5.54	5.60	5.67	5.74	5.81
Residential Plant Miles - End										
Tri-Cities, Illinois	230.00	445.22	450.56	455.97	461.44	466.98	472.58	478.25	483.99	489.80
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Residential Plant Miles - Begin	230.00	445.22	450.56	455.97	461.44	466.98	472.58	478.25	483.99	489.80

Tri-Cities Consolidated Plan
Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Plant Statistics (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Commercial Plant Miles - Begin										
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Residential Plant Miles - Constructed	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Commercial Plant Miles - Constructed										
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Commercial Plant Miles - Constructed	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Commercial Plant Miles - End										
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Commercial Plant Miles - End	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Plant Miles										
Total Plant Miles - Begin	0.00	230.00	445.22	450.56	455.97	461.44	466.98	472.58	478.25	483.99
Total Plant Miles - Constructed	230.00	215.22	5.34	5.41	5.47	5.54	5.60	5.67	5.74	5.81
Total Plant Miles - End	230.00	445.22	450.56	455.97	461.44	466.98	472.58	478.25	483.99	489.80
Total Construction Footage	1,214,400	1,136,359	28,209	28,548	28,890	29,237	29,588	29,943	30,302	30,666
% of Outside Plant - Aerial	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
% of Outside Plant - Underground	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Aerial Construction Footage	479,809	448,975	11,145	11,279	11,415	11,551	11,690	11,830	11,972	12,116
Underground Construction Footage	734,591	687,383	17,064	17,268	17,476	17,685	17,898	18,112	18,330	18,550

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Residential Homes Passed Per Mile										
Tri-Cities, Illinois	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Average Homes Passed Per Mile	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34
Customers Per Mile										
Tri-Cities, Illinois	23.16	23.16	23.16	23.16	23.16	23.16	23.16	23.16	23.16	23.16
Commercial Units Passed Per Mile										
Tri-Cities, Illinois	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Active Commercial Units Passed Per Mile	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Homes Passed - Customers

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Add Serviceable Homes Passed Total & by Franchise Area										
Begin Homes Passed	0	14,798	28,645	28,989	29,337	29,689	30,045	30,406	30,771	31,140
Tri-Cities, Illinois	14,798	13,847	344	348	352	356	361	365	369	374
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
Total Add Serviceable Homes Passed	14,798	13,847	344	348	352	356	361	365	369	374
End Homes Passed	14,798	28,645	28,989	29,337	29,689	30,045	30,406	30,771	31,140	31,514
Total Potential Homes Passed by Franchise Area										
Tri-Cities, Illinois	14,798	28,645	28,989	29,337	29,689	30,045	30,406	30,771	31,140	31,514
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
End Homes Passed	14,798	28,645	28,989	29,337	29,689	30,045	30,406	30,771	31,140	31,514

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Homes Passed - Customers (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
End Customers by Franchise Area										
Tri-Cities, Illinois	5,327	10,312	10,436	10,561	10,688	10,816	10,946	11,077	11,210	11,345
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
Total Customers	5,327	10,312	10,436	10,561	10,688	10,816	10,946	11,077	11,210	11,345
Average Customers by Franchise Area										
Tri-Cities, Illinois	2,664	7,820	10,374	10,499	10,625	10,752	10,881	11,012	11,144	11,278
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
Total Average Customers	2,664	7,820	10,374	10,499	10,625	10,752	10,881	11,012	11,144	11,278

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Homes Passed - Customers (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Average Customers Percentage by Franchise Area										
Tri-Cities, Illinois	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Phase II Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Phase III Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
New Plant Extensions Homes Constructed										
Tri-Cities, Illinois	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Phase II Service Area	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Phase III Service Area	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Video Service Penetration - New Construction All	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%
Video Service Penetration - Overall	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Homes Passed - Customers (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
New Construction Video Service Installs										
Tri-Cities, Illinois	5,327	4,985	124	125	127	128	130	131	133	135
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
Total New Construction Video Service Installs	5,327	4,985	124	125	127	128	130	131	133	135

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Homes Passed - Customers (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Video Services Reconnects										
Tri-Cities, Illinois	35	269	3,465	3,507	3,549	3,591	3,634	3,678	3,722	3,767
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
Total Basic Video Service Reconnects	35	269	3,465	3,507	3,549	3,591	3,634	3,678	3,722	3,767
Video Services Disconnects										
Tri-Cities, Illinois	35	269	3,465	3,507	3,549	3,591	3,634	3,678	3,722	3,767
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
Total Basic Video Service Disconnects	35	269	3,465	3,507	3,549	3,591	3,634	3,678	3,722	3,767
Video Service Customers										
Begin Basic Video Service Customers	0	5,327	10,312	10,436	10,561	10,688	10,816	10,946	11,077	11,210
Net Add Basic Video Service Customers	5,327	4,985	124	125	127	128	130	131	133	135
End Basic Video Service Customers	5,327	10,312	10,436	10,561	10,688	10,816	10,946	11,077	11,210	11,345
Average Basic Video Service Customers	2,664	9,169	10,374	10,499	10,625	10,752	10,881	11,012	11,144	11,278

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Homes Passed - Customers (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
High Speed Data Customers										
Begin High Speed Data Customers	0	923	3,514	3,575	3,639	3,705	3,773	3,844	3,917	3,993
Add High Speed Data Customers	939	2,741	289	296	302	309	316	323	331	338
High Speed Data Disconnects	16	150	228	232	236	241	245	250	255	260
End High Speed Data Customers	923	3,514	3,575	3,639	3,705	3,773	3,844	3,917	3,993	4,071
Average High Speed Data Customers	462	2,219	3,545	3,607	3,672	3,739	3,809	3,881	3,955	4,032
High Speed Data Penetration to Homes Passed	6.24%	12.27%	12.33%	12.40%	12.48%	12.56%	12.64%	12.73%	12.82%	12.92%
High Speed Data Penetration to Subscribers	17.33%	34.08%	34.26%	34.45%	34.66%	34.88%	35.12%	35.36%	35.62%	35.88%
Commercial Customers Passed										
Begin Commercial Units Passed	0	2,291	4,434	4,488	4,541	4,596	4,651	4,707	4,763	4,821
Tri-Cities, Illinois	2,291	2,144	53	54	54	55	56	56	57	58
Phase II Service Area	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0
End Commercial Units Passed	2,291	4,434	4,488	4,541	4,596	4,651	4,707	4,763	4,821	4,878
Total Add Commercial Unites Passed	2,291	2,144	53	54	54	55	56	56	57	58
Video Service Penetration - Commercial Units	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Begin Commercial Unit Video Customers	0	115	222	224	227	230	233	235	238	241
Commercial Units Video Added Customers	115	107	3	3	3	3	3	3	3	3
Ending Commercial Video Units Customers	115	222	224	227	230	233	235	238	241	244
Average Commercial Video Units	57	168	223	226	228	231	234	237	240	242
Average Commercial Video Penetration to Units Passed	2.5%	3.8%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Average FCC Equivalent Commercial Units	6	42	46	47	46	45	45	45	44	44
Total Average Equivalent Video Customers	2,670	9,210	10,420	10,545	10,670	10,797	10,927	11,056	11,188	11,322

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Service Penetration

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Expanded Basic	97.00%	97.00%	97.00%	97.00%	97.00%	97.00%	97.00%	97.00%	97.00%	97.00%
Business Basic	0.20%	0.20%	0.20%	0.20%	0.20%	0.20%	0.20%	0.20%	0.20%	0.20%
Line Maintenance Plan	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%
Set Top with Remote	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Additional Digital Converter	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
HBO Analog Only	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
HBO Digital Group	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%
Cinemax Digital Group	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Showtime Digital Group	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
The Movie Channel Digital Group	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Starz/Encore Group	12.50%	12.50%	12.50%	12.50%	12.50%	12.50%	12.50%	12.50%	12.50%	12.50%
Encore	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Showtime Digital Combo (Show, TMC, Flix & Sundance)	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
HBO Digital Group/Cinemax Digital Group	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Digital Basic Tier with Music Choice	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%
Video on Demand Movies & Events	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%
Advertising Sales	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Open	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Open	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Open	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Late Charges	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Pay Per View Movies	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%	40.00%
Pay Per View Channels	6	6	6	6	6	6	6	6	6	6
Commercial Basic	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Commercial HBO	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
Commercial Pay Per View	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Residential										
Standard High Speed Data - Level 1	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%
Silver High Speed Data - Level 2	1.95%	3.70%	4.60%	5.50%	6.40%	7.30%	8.20%	9.10%	10.00%	10.90%
Gold & Platinum High Speed Data - Level 3	1.42%	1.42%	1.42%	1.42%	1.42%	1.42%	1.42%	1.42%	1.42%	1.42%
High Speed Data - New Installations - New Market	4.12%	5.87%	6.77%	7.67%	8.57%	9.47%	10.37%	11.27%	12.17%	13.07%
High Speed Data - Level 1 - Remarket	0.11%	0.11%	0.21%	0.21%	0.21%	0.21%	0.21%	0.21%	0.21%	0.21%
High Speed Data - Level 2 - Remarket	0.29%	0.29%	0.39%	0.39%	0.39%	0.39%	0.39%	0.39%	0.39%	0.39%
High Speed Data - Level 3 - Remarket	0.21%	0.21%	0.31%	0.31%	0.31%	0.31%	0.31%	0.31%	0.31%	0.31%
High Speed Data - New Installations - Remarket	0.62%	0.62%	0.92%	0.92%	0.92%	0.92%	0.92%	0.92%	0.92%	0.92%
High Speed Data Penetration to Homes Passed	6.24%	12.27%	12.33%	12.40%	12.48%	12.56%	12.64%	12.73%	12.82%	12.92%
Residential Modem Rental	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Commercial										
Standard Business High Speed Data - Level 1	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Standard Business High Speed Data - Level 2	0.98%	0.98%	0.98%	0.98%	0.98%	0.98%	0.98%	0.98%	0.98%	0.98%
Business Plus High Speed Data - Level 1	1.46%	1.46%	1.46%	1.46%	1.46%	1.46%	1.46%	1.46%	1.46%	1.46%
Business Plus High Speed Data - Level 2	1.95%	1.95%	1.95%	1.95%	1.95%	1.95%	1.95%	1.95%	1.95%	1.95%
Business Elite High Speed Data - Level 1	2.43%	2.43%	2.43%	2.43%	2.43%	2.43%	2.43%	2.43%	2.43%	2.43%
Business Elite High Speed Data - Level 2	2.91%	2.91%	2.91%	2.91%	2.91%	2.91%	2.91%	2.91%	2.91%	2.91%
Direct Business High Speed Data - Level 1	3.39%	3.39%	3.39%	3.39%	3.39%	3.39%	3.39%	3.39%	3.39%	3.39%
Direct Business High Speed Data - Level 2	3.88%	3.88%	3.88%	3.88%	3.88%	3.88%	3.88%	3.88%	3.88%	3.88%
Commercial High Speed Data - New Installations	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
Commercial High Speed Data - To Units Passed	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Customer Rate Summary

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	\$131.40	\$131.40	\$135.34	\$139.40	\$143.58	\$147.89	\$152.33	\$156.90	\$161.61	\$166.45
Expanded Basic	\$264.00	\$264.00	\$271.92	\$280.08	\$288.48	\$297.13	\$306.05	\$315.23	\$324.69	\$334.43
Business Basic	\$395.40	\$395.40	\$407.26	\$419.48	\$432.06	\$445.03	\$458.38	\$472.13	\$486.29	\$500.88
Line Maintenance Plan	\$23.40	\$23.40	\$24.10	\$24.83	\$25.57	\$26.34	\$27.13	\$27.94	\$28.78	\$29.64
Set Top with Remote	\$12.00	\$12.00	\$12.36	\$12.73	\$13.11	\$13.51	\$13.91	\$14.33	\$14.76	\$15.20
Additional Digital Converter	\$71.40	\$71.40	\$73.54	\$75.75	\$78.02	\$80.36	\$82.77	\$85.26	\$87.81	\$90.45
HBO Analog Only	\$143.40	\$143.40	\$143.40	\$147.70	\$147.70	\$147.70	\$152.13	\$152.13	\$152.13	\$156.70
HBO Digital Group	\$143.40	\$143.40	\$143.40	\$147.70	\$147.70	\$147.70	\$152.13	\$152.13	\$152.13	\$156.70
Cinemax Digital Group	\$119.40	\$119.40	\$119.40	\$122.98	\$122.98	\$122.98	\$126.67	\$126.67	\$126.67	\$130.47
Showtime Digital Group	\$131.40	\$131.40	\$131.40	\$135.34	\$135.34	\$135.34	\$139.40	\$139.40	\$139.40	\$143.58
The Movie Channel Digital Group	\$107.40	\$107.40	\$107.40	\$110.62	\$110.62	\$110.62	\$113.94	\$113.94	\$113.94	\$117.36
Starz/Encore Group	\$131.40	\$131.40	\$131.40	\$135.34	\$135.34	\$135.34	\$139.40	\$139.40	\$139.40	\$143.58
Encore	\$71.40	\$71.40	\$71.40	\$73.54	\$73.54	\$73.54	\$75.75	\$75.75	\$75.75	\$78.02
Showtime Digital Combo (Show, TMC, Flix & Sundance)	\$155.40	\$155.40	\$155.40	\$160.06	\$160.06	\$160.06	\$164.86	\$164.86	\$164.86	\$169.81
HBO Digital Group/Cinemax Digital Group	\$234.00	\$234.00	\$234.00	\$241.02	\$241.02	\$241.02	\$248.25	\$248.25	\$248.25	\$255.70
Digital Basic Tier with Music Choice	\$131.40	\$131.40	\$131.40	\$135.34	\$135.34	\$135.34	\$139.40	\$139.40	\$139.40	\$143.58
Video on Demand Movies & Events	\$132.00	\$132.00	\$132.00	\$135.96	\$135.96	\$135.96	\$140.04	\$140.04	\$140.04	\$144.24
Advertising Sales	\$30.00	\$30.00	\$30.00	\$30.90	\$30.90	\$30.90	\$31.83	\$31.83	\$31.83	\$32.78
Late Charges	\$35.40	\$35.40	\$35.40	\$36.46	\$36.46	\$36.46	\$37.56	\$37.56	\$37.56	\$38.68
Pay Per View Movies	\$47.40	\$47.40	\$47.40	\$48.82	\$48.82	\$48.82	\$50.29	\$50.29	\$50.29	\$51.80
Pay Per View Channels	30	30	30	30	30	30	30	30	30	30
Commercial Basic	\$84.00	\$84.00	\$84.00	\$86.52	\$86.52	\$86.52	\$89.12	\$89.12	\$89.12	\$91.79
Commercial HBO	\$60.00	\$60.00	\$60.00	\$61.80	\$61.80	\$61.80	\$63.65	\$63.65	\$63.65	\$65.56
Commercial Pay Per View	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Customer Rate Summary (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Residential										
Standard High Speed Data - Level 1	\$323.40	\$323.40	\$323.40	\$333.10	\$333.10	\$333.10	\$343.10	\$343.10	\$343.10	\$353.39
Silver High Speed Data - Level 2	\$419.40	\$419.40	\$419.40	\$431.98	\$431.98	\$431.98	\$444.94	\$444.94	\$444.94	\$458.29
Gold & Platinum High Speed Data - Level 3	\$659.40	\$659.40	\$659.40	\$679.18	\$679.18	\$679.18	\$699.56	\$699.56	\$699.56	\$720.54
Residential Modem Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Residential Service Activation	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Ethernet Card and Installation	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Commercial										
Standard Business High Speed Data - Level 1	\$599.40	\$599.40	\$599.40	\$617.38	\$617.38	\$617.38	\$635.90	\$635.90	\$635.90	\$654.98
Standard Business High Speed Data - Level 2	\$839.40	\$839.40	\$839.40	\$864.58	\$864.58	\$864.58	\$890.52	\$890.52	\$890.52	\$917.24
Business Plus High Speed Data - Level 1	\$1,079.40	\$1,079.40	\$1,079.40	\$1,111.78	\$1,111.78	\$1,111.78	\$1,145.14	\$1,145.14	\$1,145.14	\$1,179.49
Business Plus High Speed Data - Level 2	\$1,199.40	\$1,199.40	\$1,199.40	\$1,235.38	\$1,235.38	\$1,235.38	\$1,272.44	\$1,272.44	\$1,272.44	\$1,310.62
Business Elite High Speed Data - Level 1	\$1,559.40	\$1,559.40	\$1,559.40	\$1,606.18	\$1,606.18	\$1,606.18	\$1,654.37	\$1,654.37	\$1,654.37	\$1,704.00
Business Elite High Speed Data - Level 2	\$2,039.40	\$2,039.40	\$2,039.40	\$2,100.58	\$2,100.58	\$2,100.58	\$2,163.60	\$2,163.60	\$2,163.60	\$2,228.51
Direct Business High Speed Data - Level 1	\$2,700.00	\$2,700.00	\$2,700.00	\$2,781.00	\$2,781.00	\$2,781.00	\$2,864.43	\$2,864.43	\$2,864.43	\$2,950.36
Direct Business High Speed Data - Level 2	\$5,700.00	\$5,700.00	\$5,700.00	\$5,871.00	\$5,871.00	\$5,871.00	\$6,047.13	\$6,047.13	\$6,047.13	\$6,228.54
Standard Business High Speed Data - Level 1 - Setup	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
Standard Business High Speed Data - Level 2 - Setup	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
Business Plus High Speed Data - Level 1 - Setup	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00
Business Plus High Speed Data - Level 2 - Setup	\$775.00	\$775.00	\$775.00	\$775.00	\$775.00	\$775.00	\$775.00	\$775.00	\$775.00	\$775.00
Business Elite High Speed Data - Level 1 - Setup	\$1,125.00	\$1,125.00	\$1,125.00	\$1,125.00	\$1,125.00	\$1,125.00	\$1,125.00	\$1,125.00	\$1,125.00	\$1,125.00
Business Elite High Speed Data - Level 2 - Setup	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00
Direct Business High Speed Data - Level 1 - Setup	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
Direct Business High Speed Data - Level 2 - Setup	\$1,525.00	\$1,525.00	\$1,525.00	\$1,525.00	\$1,525.00	\$1,525.00	\$1,525.00	\$1,525.00	\$1,525.00	\$1,525.00

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Average Customer Rate Summary

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	\$131.40	\$131.40	\$135.34	\$139.40	\$143.58	\$147.89	\$152.33	\$156.90	\$161.61	\$166.45
Expanded Basic	\$256.08	\$256.08	\$263.76	\$271.68	\$279.83	\$288.22	\$296.87	\$305.77	\$314.95	\$324.39
Business Basic	\$0.79	\$0.79	\$0.81	\$0.84	\$0.86	\$0.89	\$0.92	\$0.94	\$0.97	\$1.00
Line Maintenance Plan	\$15.21	\$15.21	\$15.67	\$16.14	\$16.62	\$17.12	\$17.63	\$18.16	\$18.71	\$19.27
Set Top with Remote	\$0.12	\$0.12	\$0.12	\$0.13	\$0.13	\$0.14	\$0.14	\$0.14	\$0.15	\$0.15
HBO Analog Only	\$21.51	\$21.51	\$21.51	\$22.16	\$22.16	\$22.16	\$22.82	\$22.82	\$22.82	\$23.50
HBO Digital Group	\$11.47	\$11.47	\$11.47	\$11.82	\$11.82	\$11.82	\$12.17	\$12.17	\$12.17	\$12.54
Cinemax Digital Group	\$7.16	\$7.16	\$7.16	\$7.38	\$7.38	\$7.38	\$7.60	\$7.60	\$7.60	\$7.83
Showtime Digital Group	\$7.88	\$7.88	\$7.88	\$8.12	\$8.12	\$8.12	\$8.36	\$8.36	\$8.36	\$8.62
The Movie Channel Digital Group	\$5.37	\$5.37	\$5.37	\$5.53	\$5.53	\$5.53	\$5.70	\$5.70	\$5.70	\$5.87
Starz/Encore Group	\$16.43	\$16.43	\$16.43	\$16.92	\$16.92	\$16.92	\$17.43	\$17.43	\$17.43	\$17.95
Encore	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Showtime Digital Combo (Show, TMC, Flix & Sundance)	\$23.31	\$23.31	\$23.31	\$24.01	\$24.01	\$24.01	\$24.73	\$24.73	\$24.73	\$25.47
HBO Digital Group/Cinemax Digital Group	\$11.70	\$11.70	\$11.70	\$12.05	\$12.05	\$12.05	\$12.41	\$12.41	\$12.41	\$12.78
Digital Basic Tier with Music Choice	\$31.54	\$31.54	\$31.54	\$32.48	\$32.48	\$32.48	\$33.46	\$33.46	\$33.46	\$34.46
Video on Demand Movies & Events	\$14.52	\$14.52	\$14.52	\$14.96	\$14.96	\$14.96	\$15.40	\$15.40	\$15.40	\$15.87
Advertising Sales	\$30.00	\$30.00	\$30.00	\$30.90	\$30.90	\$30.90	\$31.83	\$31.83	\$31.83	\$32.78
Open	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Open	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Open	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Late Charges	\$1.77	\$1.77	\$1.77	\$1.82	\$1.82	\$1.82	\$1.88	\$1.88	\$1.88	\$1.93
Pay Per View Movies	\$18.96	\$18.96	\$18.96	\$19.53	\$19.53	\$19.53	\$20.11	\$20.11	\$20.11	\$20.72
Commercial Basic	\$84.00	\$84.00	\$84.00	\$86.52	\$86.52	\$86.52	\$89.12	\$89.12	\$89.12	\$91.79
Commercial HBO	\$12.00	\$12.00	\$12.00	\$12.36	\$12.36	\$12.36	\$12.73	\$12.73	\$12.73	\$13.11
Commercial Pay Per View	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Customer Revenue

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	\$181,344	\$1,204,746	\$1,404,068	\$1,463,545	\$1,525,540	\$1,590,162	\$1,657,522	\$1,727,734	\$1,800,921	\$1,877,208
Expanded Basic	\$353,414	\$2,347,878	\$2,736,330	\$2,852,241	\$2,973,062	\$3,099,001	\$3,230,275	\$3,367,109	\$3,509,740	\$3,658,413
Business Basic	\$1,091	\$7,250	\$8,450	\$8,808	\$9,181	\$9,570	\$9,975	\$10,398	\$10,838	\$11,298
Line Maintenance Plan	\$20,991	\$139,453	\$162,526	\$169,410	\$176,587	\$184,067	\$191,864	\$199,991	\$208,463	\$217,293
Set Top with Remote	\$166	\$1,100	\$1,282	\$1,337	\$1,393	\$1,452	\$1,514	\$1,578	\$1,645	\$1,714
HBO Analog Only	\$29,686	\$197,215	\$223,150	\$232,602	\$235,393	\$238,218	\$248,309	\$251,289	\$254,304	\$265,077
HBO Digital Group	\$15,832	\$105,181	\$119,013	\$124,055	\$125,543	\$127,050	\$132,431	\$134,021	\$135,629	\$141,374
Cinemax Digital Group	\$9,887	\$65,683	\$74,321	\$77,469	\$78,399	\$79,340	\$82,700	\$83,693	\$84,697	\$88,285
Showtime Digital Group	\$10,881	\$72,285	\$81,790	\$85,255	\$86,278	\$87,313	\$91,012	\$92,104	\$93,209	\$97,158
The Movie Channel Digital Group	\$7,411	\$49,235	\$55,710	\$58,069	\$58,766	\$59,471	\$61,991	\$62,735	\$63,487	\$66,177
Starz/Encore Group	\$22,668	\$150,593	\$170,397	\$177,615	\$179,746	\$181,903	\$189,608	\$191,884	\$194,186	\$202,412
Encore	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Showtime Digital Combo (Show, TMC, Flix & Sundance)	\$32,170	\$213,719	\$241,823	\$252,067	\$255,092	\$258,153	\$269,088	\$272,317	\$275,585	\$287,259
HBO Digital Group/Cinemax Digital Group	\$16,147	\$107,272	\$121,378	\$126,520	\$128,038	\$129,575	\$135,064	\$136,684	\$138,324	\$144,184
Digital Basic Tier with Music Choice	\$43,523	\$289,139	\$327,162	\$341,020	\$345,112	\$349,254	\$364,048	\$368,417	\$372,838	\$388,631
Video on Demand Movies & Events	\$20,039	\$133,127	\$150,634	\$157,015	\$158,899	\$160,806	\$167,617	\$169,629	\$171,664	\$178,936
Advertising Sales	\$41,403	\$275,056	\$311,227	\$324,410	\$328,303	\$332,243	\$346,317	\$350,472	\$354,678	\$369,702
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Late Charges	\$2,443	\$16,228	\$18,362	\$19,140	\$19,370	\$19,602	\$20,433	\$20,678	\$20,926	\$21,812
Pay Per View Movies	\$26,167	\$173,835	\$196,695	\$205,027	\$207,488	\$209,977	\$218,872	\$221,499	\$224,157	\$233,652
Total Basic Customer Revenue	\$842,160	\$5,594,822	\$6,457,724	\$6,731,273	\$6,950,217	\$7,177,641	\$7,481,686	\$7,727,948	\$7,983,793	\$8,321,987
Franchise Fees	\$42,108	\$279,741	\$322,886	\$336,564	\$347,511	\$358,882	\$374,084	\$386,397	\$399,190	\$416,099
FCC Regulatory Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Tax	\$50,530	\$335,689	\$387,463	\$403,876	\$417,013	\$430,658	\$448,901	\$463,677	\$479,028	\$499,319
Gross Basic Customer Revenue	\$934,798	\$6,210,252	\$7,168,074	\$7,471,713	\$7,714,741	\$7,967,182	\$8,304,672	\$8,578,022	\$8,862,010	\$9,237,405

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Residential High Speed Data Revenue and Expenses

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Revenue										
Standard High Speed Data - Level 1	\$12,886	\$129,736	\$197,482	\$211,418	\$219,192	\$226,745	\$241,116	\$248,489	\$255,683	\$270,591
Silver High Speed Data - Level 2	\$43,449	\$513,713	\$752,407	\$782,055	\$790,629	\$800,648	\$836,428	\$849,582	\$864,090	\$906,308
Gold & Platinum High Speed Data - Level 3	\$49,571	\$499,072	\$751,714	\$789,070	\$803,722	\$818,238	\$857,616	\$872,341	\$886,977	\$928,584
Residential Modem Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Recurring High Speed Data Revenue	\$105,906	\$1,142,520	\$1,701,603	\$1,782,544	\$1,813,543	\$1,845,631	\$1,935,159	\$1,970,413	\$2,006,749	\$2,105,483
Franchise Fees	\$5,295	\$57,126	\$85,080	\$89,127	\$90,677	\$92,282	\$96,758	\$98,521	\$100,337	\$105,274
Sales Tax	\$6,354	\$68,551	\$102,096	\$106,953	\$108,813	\$110,738	\$116,110	\$118,225	\$120,405	\$126,329
High Speed Data Installation Revenue	\$46,929	\$137,065	\$14,458	\$14,788	\$15,124	\$15,466	\$15,813	\$16,167	\$16,528	\$16,894
Total Residential High Speed Data Revenue	\$164,484	\$1,405,262	\$1,903,237	\$1,993,411	\$2,028,156	\$2,064,116	\$2,163,840	\$2,203,325	\$2,244,019	\$2,353,980
Expense										
Salaries - Technical	\$46,042	\$114,373	\$133,900	\$137,800	\$141,700	\$145,951	\$150,330	\$154,839	\$159,485	\$164,269
Payroll Taxes	\$7,509	\$18,654	\$21,839	\$22,475	\$23,111	\$23,805	\$24,519	\$25,254	\$26,012	\$26,792
Benefits	\$23,481	\$58,330	\$68,289	\$70,278	\$72,267	\$74,435	\$76,668	\$78,968	\$81,337	\$83,777
Vehicles	\$8,075	\$20,059	\$20,661	\$21,281	\$21,919	\$22,577	\$23,254	\$23,952	\$24,670	\$25,410
Mobile Communications	\$6,375	\$15,836	\$16,311	\$16,801	\$17,305	\$17,824	\$18,359	\$18,909	\$19,477	\$20,061
Office Expenses	\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952	\$3,040	\$3,131
Miscellaneous	\$3,000	\$3,090	\$3,183	\$3,278	\$3,377	\$3,478	\$3,582	\$3,690	\$3,800	\$3,914
Franchise Fees	\$5,295	\$57,126	\$85,080	\$89,127	\$90,677	\$92,282	\$96,758	\$98,521	\$100,337	\$105,274
Sales Tax	\$6,354	\$68,551	\$102,096	\$106,953	\$108,813	\$110,738	\$116,110	\$118,225	\$120,405	\$126,329
Help Desk Support	\$10,494	\$114,379	\$170,143	\$173,130	\$176,239	\$179,466	\$182,811	\$186,272	\$189,848	\$193,537
High Speed Data/Telecommunications Circuits - T-1	\$5,929	\$75,435	\$122,368	\$122,368	\$122,368	\$122,368	\$122,368	\$122,368	\$122,368	\$122,368
Total Other Services Expense	\$124,954	\$548,306	\$746,417	\$766,114	\$780,476	\$795,705	\$817,624	\$833,950	\$850,780	\$874,864
Total Other Services Cash Flow	\$39,530	\$856,957	\$1,156,820	\$1,227,298	\$1,247,680	\$1,268,411	\$1,346,216	\$1,369,375	\$1,393,239	\$1,479,116

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Commercial Video and High Speed Data Revenue & Expenses

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Revenue										
Commercial Basic	\$2,492	\$16,559	\$18,736	\$19,530	\$19,764	\$20,001	\$20,849	\$21,099	\$21,352	\$22,256
Commercial HBO	\$356	\$2,366	\$2,677	\$2,790	\$2,823	\$2,857	\$2,978	\$3,014	\$3,050	\$3,179
Commercial Pay Per View	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial High Speed Data	\$273,100	\$1,814,321	\$2,052,909	\$2,139,871	\$2,165,549	\$2,191,536	\$2,284,369	\$2,311,782	\$2,339,523	\$2,438,625
Total Commercial Revenue	\$275,949	\$1,833,245	\$2,074,322	\$2,162,190	\$2,188,137	\$2,214,394	\$2,308,196	\$2,335,894	\$2,363,925	\$2,464,061
Franchise Fees	\$13,797	\$91,662	\$103,716	\$108,110	\$109,407	\$110,720	\$115,410	\$116,795	\$118,196	\$123,203
Sales Tax	\$16,557	\$109,995	\$124,459	\$129,731	\$131,288	\$132,864	\$138,492	\$140,154	\$141,836	\$147,844
FCC Regulatory Fee	\$4	\$25	\$28	\$28	\$27	\$27	\$27	\$27	\$26	\$27
Total Gross Commercial Recurring Revenue	\$306,303	\$2,034,902	\$2,302,525	\$2,400,059	\$2,428,859	\$2,458,005	\$2,562,125	\$2,592,870	\$2,623,983	\$2,735,134
Standard Business High Speed Data - Level 1 - Setup	\$2,291	\$2,144	\$53	\$54	\$54	\$55	\$56	\$56	\$57	\$58
Standard Business High Speed Data - Level 2 - Setup	\$5,063	\$4,737	\$118	\$119	\$120	\$122	\$123	\$125	\$126	\$128
Business Plus High Speed Data - Level 1 - Setup	\$25,162	\$23,545	\$584	\$591	\$599	\$606	\$613	\$620	\$628	\$635
Business Plus High Speed Data - Level 2 - Setup	\$34,562	\$32,341	\$803	\$812	\$822	\$832	\$842	\$852	\$862	\$873
Business Elite High Speed Data - Level 1 - Setup	\$62,599	\$58,576	\$1,454	\$1,472	\$1,489	\$1,507	\$1,525	\$1,543	\$1,562	\$1,581
Business Elite High Speed Data - Level 2 - Setup	\$76,695	\$71,766	\$1,782	\$1,803	\$1,825	\$1,846	\$1,869	\$1,891	\$1,914	\$1,937
Direct Business High Speed Data - Level 1 - Setup	\$116,607	\$109,114	\$2,709	\$2,741	\$2,774	\$2,807	\$2,841	\$2,875	\$2,910	\$2,945
Direct Business High Speed Data - Level 2 - Setup	\$135,398	\$126,697	\$3,145	\$3,183	\$3,221	\$3,260	\$3,299	\$3,338	\$3,378	\$3,419
Commercial High Speed Data Install Revenue	\$458,376	\$428,920	\$10,648	\$10,775	\$10,905	\$11,035	\$11,168	\$11,302	\$11,438	\$11,575
Gross Commercial Revenue	\$764,680	\$2,463,822	\$2,313,173	\$2,410,835	\$2,439,764	\$2,469,040	\$2,573,293	\$2,604,172	\$2,635,421	\$2,746,709

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Commercial Revenue & Expenses (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Programming Expenses										
Commercial Basic	\$1,002	\$6,856	\$7,990	\$8,328	\$8,681	\$9,049	\$9,432	\$9,832	\$10,248	\$10,682
Commercial HBO	\$600	\$4,105	\$4,784	\$4,986	\$5,198	\$5,418	\$5,647	\$5,887	\$6,136	\$6,396
Commercial Pay Per View	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Guide Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Programming Expenses	\$1,602	\$10,960	\$12,774	\$13,315	\$13,879	\$14,467	\$15,079	\$15,718	\$16,384	\$17,078
G & A Expenses										
Salaries	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Payroll & Benefits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Marketing Materials	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hotel Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Maintenance & Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Vehicle Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
General & Administration	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
System Power	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Communications	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Copyright Fees	\$1	\$8	\$9	\$9	\$10	\$10	\$10	\$11	\$11	\$12
Franchise Fees	\$13,797	\$91,662	\$103,716	\$108,110	\$109,407	\$110,720	\$115,410	\$116,795	\$118,196	\$123,203
Sales Tax	\$16,557	\$109,995	\$124,459	\$129,731	\$131,288	\$132,864	\$138,492	\$140,154	\$141,836	\$147,844
FCC Regulatory Fee	\$4	\$25	\$28	\$28	\$27	\$27	\$27	\$27	\$26	\$27
High Speed Data	\$27,939	\$135,103	\$131,228	\$130,932	\$138,779	\$138,424	\$138,052	\$137,664	\$137,262	\$144,897
Help Desk Support	\$9,972	\$66,246	\$74,958	\$75,857	\$76,767	\$77,688	\$78,621	\$79,564	\$80,519	\$81,485
Miscellaneous	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Commercial Expenses	\$68,270	\$403,039	\$434,398	\$444,667	\$456,278	\$459,733	\$470,612	\$474,214	\$477,850	\$497,468
Commercial Operating Income	\$694,808	\$2,049,822	\$1,866,002	\$1,952,853	\$1,969,607	\$1,994,841	\$2,087,602	\$2,114,239	\$2,141,186	\$2,232,164

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Telecommunications Revenue & Expenses

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Telecommunications Revenue										
Local Service Revenue	\$602,015	\$4,246,536	\$4,895,382	\$5,140,315	\$5,396,778	\$5,666,915	\$5,949,735	\$6,247,708	\$6,560,176	\$6,888,457
Vertical Service Revenues	\$27,821	\$195,064	\$224,858	\$236,141	\$247,928	\$260,331	\$273,293	\$287,045	\$301,413	\$316,395
Non-Recurring Charge Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interstate Access Revenue	\$6,934	\$48,798	\$56,246	\$59,070	\$62,036	\$65,128	\$68,346	\$71,794	\$75,388	\$79,176
Intrastate Access Revenue	\$526	\$3,706	\$4,274	\$4,490	\$4,714	\$4,950	\$5,194	\$5,456	\$5,730	\$6,018
Interstate Toll Revenue	\$12,611	\$88,729	\$102,264	\$107,400	\$112,794	\$118,416	\$124,266	\$130,536	\$137,070	\$143,958
Intrastate Toll Revenue	\$12,611	\$88,729	\$102,264	\$107,400	\$112,794	\$118,416	\$124,266	\$130,536	\$137,070	\$143,958
Voice Mail Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
DS1 Data Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Wholesale Transport Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operator Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Directory Assistance Revenue	\$2,260	\$15,806	\$18,221	\$19,132	\$20,086	\$21,092	\$22,145	\$23,254	\$24,417	\$25,639
Yellow Page Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Universal Service Payments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Telecommunications Revenue	\$664,778	\$4,687,369	\$5,403,510	\$5,673,948	\$5,957,130	\$6,255,248	\$6,567,245	\$6,896,329	\$7,241,263	\$7,603,601
Franchise Fee	\$33,239	\$234,368	\$270,175	\$283,697	\$297,856	\$312,762	\$328,362	\$344,816	\$362,063	\$380,180
Sales Tax	\$39,887	\$281,242	\$324,211	\$340,437	\$357,428	\$375,315	\$394,035	\$413,780	\$434,476	\$456,216
Telecommunications Tax	\$38,868	\$202,191	\$232,050	\$243,635	\$255,711	\$268,365	\$281,556	\$295,406	\$309,869	\$325,005
Less Bad Debt	(\$7,207)	(\$50,815)	(\$58,579)	(\$61,511)	(\$64,581)	(\$67,813)	(\$71,195)	(\$74,763)	(\$78,502)	(\$82,430)
Net Telecommunications Revenue	\$769,565	\$5,354,355	\$6,171,367	\$6,480,207	\$6,803,544	\$7,143,877	\$7,500,004	\$7,875,568	\$8,269,169	\$8,682,572

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Telecommunications Revenue & Expenses (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Cost of Goods Sold										
Wholesale Long Distance	\$11,094	\$78,074	\$89,992	\$94,512	\$99,258	\$104,206	\$109,354	\$114,872	\$120,622	\$126,684
Operator Services	\$904	\$6,322	\$7,288	\$7,653	\$8,034	\$8,437	\$8,858	\$9,302	\$9,767	\$10,256
Switching	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000
Total Cost of Goods Sold	\$29,998	\$102,396	\$115,280	\$120,165	\$125,292	\$130,643	\$136,212	\$142,174	\$148,389	\$154,940
Facility Based										
Engineering Salary & Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Switching Salary & Wages	\$31,063	\$63,990	\$131,819	\$135,773	\$139,846	\$144,042	\$148,363	\$152,814	\$157,398	\$162,120
Field Services Salary & Wages	\$40,466	\$199,137	\$228,961	\$235,830	\$242,905	\$312,740	\$322,122	\$331,786	\$341,739	\$422,390
Customer Provisioning Salary & Wages	\$28,665	\$81,809	\$87,431	\$90,054	\$92,755	\$95,538	\$98,404	\$145,424	\$149,787	\$154,280
Benefits and Taxes	\$35,068	\$120,727	\$156,874	\$161,580	\$166,427	\$193,312	\$199,111	\$220,508	\$227,124	\$258,577
Vehicle Expense	\$12,825	\$42,750	\$57,000	\$57,000	\$57,000	\$62,700	\$62,700	\$68,400	\$68,400	\$74,100
Tools & Equipment	\$1,500	\$5,500	\$7,200	\$7,200	\$7,200	\$8,400	\$8,400	\$8,400	\$8,400	\$9,600
Network Occupancy	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Computer	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Switching Expense	\$14,085	\$86,189	\$99,528	\$104,508	\$109,728	\$115,224	\$120,972	\$127,032	\$133,392	\$140,052
Access Node Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Network Maintenance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Trunk Expense	\$19,580	\$89,992	\$39,984	\$39,984	\$39,984	\$39,984	\$39,984	\$39,984	\$44,976	\$44,976
Number Portability	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Local Interconnection	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Internet Transport	\$19,200	\$28,800	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000
Engineering	\$20,451	\$21,012	\$21,642	\$22,292	\$22,960	\$23,649	\$24,359	\$25,089	\$25,842	\$26,617
Total Facility Based	\$222,903	\$739,905	\$838,438	\$862,220	\$886,806	\$1,003,589	\$1,032,415	\$1,127,438	\$1,165,058	\$1,300,713
Sales & Marketing and Customer Operations										
Sales & Marketing Salary, Wages & Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales & Marketing Commissions	\$77,315	\$72,346	\$7,483	\$7,857	\$8,250	\$8,663	\$9,096	\$9,550	\$10,028	\$10,529
Benefits and Taxes	\$27,060	\$25,321	\$2,619	\$2,750	\$2,888	\$3,032	\$3,183	\$3,343	\$3,510	\$3,685
Customer Operations Salary & Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Advertising & Marketing	\$6,000	\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379	\$7,601
Billing	\$12,180	\$62,480	\$71,292	\$74,741	\$78,364	\$82,137	\$86,084	\$90,276	\$94,643	\$99,257
Total Commercial & Marketing	\$122,555	\$166,147	\$87,574	\$91,714	\$96,058	\$100,585	\$105,318	\$110,334	\$115,560	\$121,072

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Telecommunications Revenue & Expenses (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
General & Administrative										
Executive Administration Salary & Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operations Salary & Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Benefits and Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel	\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952	\$3,040	\$3,131
Audit Fees and Accounting	\$18,000	\$18,540	\$19,096	\$19,669	\$20,259	\$20,867	\$21,493	\$22,138	\$22,802	\$23,486
Occupancy Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Telecommunications Expense	\$2,400	\$2,472	\$2,546	\$2,623	\$2,701	\$2,782	\$2,866	\$2,952	\$3,040	\$3,131
Property Insurance	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
Liability Insurance	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
General Expense	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391	\$1,433	\$1,476	\$1,520	\$1,566
Corporate Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
General Accounting	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Human Resources	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Legal Expense	\$18,000	\$18,000	\$18,900	\$19,845	\$20,837	\$21,879	\$22,973	\$24,122	\$25,328	\$26,594
Consultants	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Gen & Admin	\$5,300	\$5,600	\$5,880	\$6,174	\$6,483	\$6,807	\$7,147	\$7,505	\$7,880	\$8,274
Total Administrative	\$50,900	\$52,028	\$54,061	\$56,178	\$58,384	\$60,682	\$63,076	\$65,571	\$68,170	\$70,880
Franchise Fees	\$33,239	\$234,368	\$270,175	\$283,697	\$297,856	\$312,762	\$328,362	\$344,816	\$362,063	\$380,180
Sales Tax	\$39,887	\$281,242	\$324,211	\$340,437	\$357,428	\$375,315	\$394,035	\$413,780	\$434,476	\$456,216
Telecommunications Tax	\$38,868	\$202,191	\$232,050	\$243,635	\$255,711	\$268,365	\$281,556	\$295,406	\$309,869	\$325,005
Reimbursement	\$45,868	\$183,481	\$205,171	\$210,838	\$215,379	\$259,802	\$266,988	\$300,441	\$306,865	\$359,171
Total Telecommunications Expenses	\$584,217	\$1,961,760	\$2,126,961	\$2,208,885	\$2,292,915	\$2,511,742	\$2,607,963	\$2,799,958	\$2,910,450	\$3,168,176
Total Telecommunications Operating Income	\$185,348	\$3,392,596	\$4,044,406	\$4,271,322	\$4,510,629	\$4,632,135	\$4,892,041	\$5,075,610	\$5,358,719	\$5,514,396

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Broadband Services Salary and Wage Variables

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Operations Management										
Vice President Operations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Director of Operations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Executive Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Engineering										
Engineers	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Technician	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Engineering Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Switching										
Switch Manager	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Switch Technicians	\$27,011	\$55,643	\$114,625	\$118,064	\$121,606	\$125,254	\$129,011	\$132,882	\$136,868	\$140,974
Overtime	\$4,052	\$8,346	\$17,194	\$17,710	\$18,241	\$18,788	\$19,352	\$19,932	\$20,530	\$21,146
Switch Total	\$31,063	\$63,990	\$131,819	\$135,773	\$139,846	\$144,042	\$148,363	\$152,814	\$157,398	\$162,120
Field Services										
Supervisor	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Field Techs	\$35,188	\$173,162	\$199,097	\$205,069	\$211,221	\$271,948	\$280,106	\$288,509	\$297,165	\$367,295
Overtime	\$5,278	\$25,974	\$29,864	\$30,760	\$31,683	\$40,792	\$42,016	\$43,276	\$44,575	\$55,094
Field Services Total	\$40,466	\$199,137	\$228,961	\$235,830	\$242,905	\$312,740	\$322,122	\$331,786	\$341,739	\$422,390
Customer Provisioning										
Supervisor	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Customer Provisioning Reps	\$17,916	\$70,737	\$76,027	\$78,308	\$80,657	\$83,076	\$85,569	\$132,204	\$136,170	\$140,255
Overtime	\$10,749	\$11,072	\$11,404	\$11,746	\$12,099	\$12,461	\$12,835	\$13,220	\$13,617	\$14,025
Customer Provisioning Total	\$28,665	\$81,809	\$87,431	\$90,054	\$92,755	\$95,538	\$98,404	\$145,424	\$149,787	\$154,280
Sales & Marketing										
Director	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
SAM's	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
AM's	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tech Consultant	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Marketing Specialist	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bridge payments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales & Marketing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Customer Operations										
Manager	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Specialist	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Customer Operations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Executive Administration										
Senior Vice President	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Financial Manager	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Administration	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Salaries & Wages	\$100,194	\$344,935	\$448,210	\$461,657	\$475,506	\$552,320	\$568,889	\$630,024	\$648,924	\$738,790
Commissions	\$77,315	\$72,346	\$7,483	\$7,857	\$8,250	\$8,663	\$9,096	\$9,550	\$10,028	\$10,529
Broadband Services Total Salaries, Wages & Commissions	\$177,508	\$417,281	\$455,693	\$469,514	\$483,756	\$560,982	\$577,985	\$639,574	\$658,952	\$749,320

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Broadband Services Salary and Wage Variables (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Network operations										
Vp Operations	\$160,800	\$165,624	\$170,593	\$175,711	\$180,982	\$186,411	\$192,004	\$197,764	\$203,697	\$209,808
Director	\$100,800	\$103,824	\$106,939	\$110,147	\$113,451	\$116,855	\$120,360	\$123,971	\$127,690	\$131,521
Engineers	\$65,496	\$67,461	\$69,485	\$71,570	\$73,717	\$75,928	\$78,206	\$80,552	\$82,969	\$85,458
Technician	\$45,000	\$45,113	\$46,466	\$47,860	\$49,296	\$50,775	\$52,298	\$53,867	\$55,483	\$57,147
Switch Mngr	\$85,470	\$88,034	\$90,675	\$93,395	\$96,197	\$99,083	\$102,056	\$105,117	\$108,271	\$111,519
Switch Techs	\$54,023	\$55,643	\$57,312	\$59,032	\$60,803	\$62,627	\$64,506	\$66,441	\$68,434	\$70,487
Overtime	\$8,103	\$8,346	\$8,597	\$8,855	\$9,120	\$9,394	\$9,676	\$9,966	\$10,265	\$10,573
Total switching										
Supervisor	\$65,835	\$67,810	\$69,844	\$71,940	\$74,098	\$76,321	\$78,610	\$80,969	\$83,398	\$85,900
Field Techs	\$46,917	\$48,324	\$49,774	\$51,267	\$52,805	\$54,390	\$56,021	\$57,702	\$59,433	\$61,216
Overtime	\$7,038	\$7,249	\$7,466	\$7,690	\$7,921	\$8,158	\$8,403	\$8,655	\$8,915	\$9,182
Total Field Services										
Supervisor	\$47,959	\$49,398	\$50,879	\$52,406	\$53,978	\$55,597	\$57,265	\$58,983	\$60,753	\$62,575
Reps	\$35,831	\$36,906	\$38,013	\$39,154	\$40,328	\$41,538	\$42,784	\$44,068	\$45,390	\$46,752
Overtime	\$5,375	\$5,536	\$5,702	\$5,873	\$6,049	\$6,231	\$6,418	\$6,610	\$6,808	\$7,013
Total Provisioning										
Sales & Marketing										
Director	\$141,300	\$145,539	\$149,905	\$154,402	\$159,034	\$163,805	\$168,720	\$173,781	\$178,995	\$184,364
Sr Acct Mngr	\$65,625	\$67,594	\$69,622	\$71,710	\$73,862	\$76,077	\$78,360	\$80,710	\$83,132	\$85,626
Acct Mngr	\$42,000	\$43,260	\$44,558	\$45,895	\$47,271	\$48,690	\$50,150	\$51,655	\$53,204	\$54,800
Tech Consult	\$68,250	\$70,298	\$72,406	\$74,579	\$76,816	\$79,120	\$81,494	\$83,939	\$86,457	\$89,051
Specialist	\$42,000	\$43,260	\$44,558	\$45,895	\$47,271	\$48,690	\$50,150	\$51,655	\$53,204	\$54,800
Bridge Payments	\$36,000	\$37,080	\$38,192	\$39,338	\$40,518	\$41,734	\$42,986	\$44,275	\$45,604	\$46,972
Customer Operations										
Manager	\$72,000	\$74,160	\$76,385	\$78,676	\$81,037	\$83,468	\$85,972	\$88,551	\$91,207	\$93,944
Specialist	\$35,000	\$36,050	\$37,132	\$38,245	\$39,393	\$40,575	\$41,792	\$43,046	\$44,337	\$45,667
Administration										
Sr VP	\$179,800	\$185,194	\$190,750	\$196,472	\$202,366	\$208,437	\$214,691	\$221,131	\$227,765	\$234,598
Fin Mngr	\$66,000	\$67,980	\$70,019	\$72,120	\$74,284	\$76,512	\$78,807	\$81,172	\$83,607	\$86,115

Tri-Cities Consolidated Plan
Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Broadband Service Staffing

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Telecommunications Service Employees										
Switch Techs	1	1	2	2	2	2	2	2	2	2
Overtime eligible	1	1	2	2	2	2	2	2	2	2
Field Techs	1	4	4	4	4	5	5	5	5	6
Overtime eligible	1	4	4	4	4	5	5	5	5	6
Provisioning Reps	1	2	2	2	2	2	2	3	3	3
Overtime eligible	2	2	2	2	2	2	2	2	2	2
Total Telecommunications Employees	4	8	10	10	10	11	11	12	12	13
Cable Service Employees										
General Managers	1	1	1	1	1	1	1	1	1	1
Office Manager	1	1	1	1	1	1	1	1	1	1
MIS Director	1	1	1	1	1	1	1	1	1	1
Customer Service Representatives	5	7	7	7	7	7	7	7	7	7
Support Staff	2	2	2	2	2	2	2	2	2	2
Technical Manager (s)	1	1	1	1	1	1	1	1	1	1
Headend Technicians	2	2	2	2	2	2	2	2	2	2
Construction Manager/Plant Manager	2	2	1	1	1	1	1	1	1	1
Broadband Service Technicians	3	5	5	5	5	5	5	5	5	5
Installer/Service Technician	4	4	4	4	4	4	4	4	4	4
Contract Installers	7	4	4	4	4	4	4	4	4	4
Marketing and Sales Manager	1	1	1	1	1	1	1	1	1	1
Contract Field Representatives	8	8	3	3	3	3	3	3	3	3
Total	41	43	37	37	37	37	37	37	37	37
Total Telecommunications and Cable Service Employees	45	51	47	47	47	48	48	49	49	50

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Limited Basic										
Headline News	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WBBM (2) CBS Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WGN (9) Chicago Local Off-Air	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WFLD (32) Fox Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WMAQ (5) Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WCIU (26) IND Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Local Community Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WLS (7) ABC Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WPWR (50) UPN Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WTTW (11) PBS Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WCPX (38) PAX Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TV Guide Channel	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
WGBO (66) Univision Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WSNS (44) Telemundo Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WYCC (22) PBS Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TBS	\$3.36	\$3.46	\$3.56	\$3.67	\$3.78	\$3.90	\$4.01	\$4.13	\$4.26	\$4.38
Local Govt/Educational/Public Access Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Limited Basic	\$4.56	\$4.70	\$4.84	\$4.98	\$5.13	\$5.29	\$5.44	\$5.61	\$5.78	\$5.95
Standard Basic										
A & E	\$2.82	\$2.90	\$2.99	\$3.08	\$3.17	\$3.27	\$3.37	\$3.47	\$3.57	\$3.68
American Movie Classics	\$3.06	\$3.15	\$3.25	\$3.34	\$3.44	\$3.55	\$3.65	\$3.76	\$3.88	\$3.99
American's Health Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
America's Talking	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
America's Voice Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Animal Planet	\$1.84	\$1.89	\$1.95	\$2.01	\$2.07	\$2.13	\$2.19	\$2.26	\$2.33	\$2.40
BET	\$1.80	\$1.85	\$1.91	\$1.97	\$2.03	\$2.09	\$2.15	\$2.21	\$2.28	\$2.35
BET On Jazz	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bloomberg Television	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bravo	\$1.95	\$2.01	\$2.07	\$2.13	\$2.19	\$2.26	\$2.33	\$2.40	\$2.47	\$2.54
Cable In the Classroom	\$0.04	\$0.04	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.06
Cartoon Network	\$1.52	\$1.57	\$1.62	\$1.67	\$1.72	\$1.77	\$1.82	\$1.87	\$1.93	\$1.99
CMTV	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
CNBC	\$2.52	\$2.60	\$2.67	\$2.75	\$2.84	\$2.92	\$3.01	\$3.10	\$3.19	\$3.29
CNN	\$4.60	\$4.73	\$4.88	\$5.02	\$5.17	\$5.33	\$5.49	\$5.65	\$5.82	\$6.00

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Program, Exp. Per Channel - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
CNNfn	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
CNNSI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Comedy Central	\$1.98	\$2.04	\$2.10	\$2.16	\$2.23	\$2.30	\$2.36	\$2.44	\$2.51	\$2.58
Court TV	\$1.68	\$1.73	\$1.78	\$1.84	\$1.89	\$1.95	\$2.01	\$2.07	\$2.13	\$2.19
C-Span	\$0.72	\$0.74	\$0.76	\$0.79	\$0.81	\$0.83	\$0.86	\$0.89	\$0.91	\$0.94
C-Span 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Discovery	\$3.79	\$3.91	\$4.02	\$4.14	\$4.27	\$4.40	\$4.53	\$4.66	\$4.80	\$4.95
Disney	\$10.20	\$10.51	\$10.82	\$11.15	\$11.48	\$11.82	\$12.18	\$12.54	\$12.92	\$13.31
Do It Yourself Network	\$0.72	\$0.74	\$0.76	\$0.79	\$0.81	\$0.83	\$0.86	\$0.89	\$0.91	\$0.94
E! Entertainment	\$1.68	\$1.73	\$1.78	\$1.84	\$1.89	\$1.95	\$2.01	\$2.07	\$2.13	\$2.19
Encore	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Encore MoviePlex	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
ESPN	\$21.76	\$22.41	\$23.08	\$23.77	\$24.49	\$25.22	\$25.98	\$26.76	\$27.56	\$28.39
ESPN 2	\$4.50	\$4.64	\$4.77	\$4.92	\$5.06	\$5.22	\$5.37	\$5.53	\$5.70	\$5.87
ESPN News	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
ESPN Classic Sports	\$1.80	\$1.85	\$1.91	\$1.97	\$2.03	\$2.09	\$2.15	\$2.21	\$2.28	\$2.35
EWTN	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Fit TV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
ABC Family Channel	\$2.20	\$2.26	\$2.33	\$2.40	\$2.47	\$2.55	\$2.62	\$2.70	\$2.78	\$2.87
Food Network	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25	\$1.29	\$1.33
Fox News	\$2.65	\$2.73	\$2.81	\$2.89	\$2.98	\$3.07	\$3.16	\$3.25	\$3.35	\$3.45
fX	\$3.58	\$3.68	\$3.79	\$3.91	\$4.02	\$4.15	\$4.27	\$4.40	\$4.53	\$4.67
fX Movies (no fX in system)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Game Show Network	\$1.32	\$1.36	\$1.40	\$1.44	\$1.49	\$1.53	\$1.58	\$1.62	\$1.67	\$1.72
Golf Channel	\$2.52	\$2.60	\$2.67	\$2.75	\$2.84	\$2.92	\$3.01	\$3.10	\$3.19	\$3.29
Great American Country	\$0.42	\$0.43	\$0.45	\$0.46	\$0.47	\$0.49	\$0.50	\$0.52	\$0.53	\$0.55
Headline News (Free with CNN)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
History Channel	\$2.16	\$2.22	\$2.29	\$2.36	\$2.43	\$2.50	\$2.58	\$2.66	\$2.74	\$2.82
Home & Garden TV	\$1.80	\$1.85	\$1.91	\$1.97	\$2.03	\$2.09	\$2.15	\$2.21	\$2.28	\$2.35
Home Shopping Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Independent Film Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
International Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Inspirational Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Lifetime Movie Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Open	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Tri-Cities Consolidated Plan
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	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
Learning Channel	\$1.93	\$1.66	\$2.05	\$2.11	\$2.17	\$2.24	\$2.31	\$2.38	\$2.45	\$2.52
Lifetime	\$3.48	\$2.99	\$3.69	\$3.80	\$3.92	\$4.03	\$4.16	\$4.28	\$4.41	\$4.54
Military Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
MSNBC	\$1.56	\$1.34	\$1.66	\$1.70	\$1.76	\$1.81	\$1.86	\$1.92	\$1.98	\$2.04
MTV	\$3.54	\$3.65	\$3.76	\$3.87	\$3.98	\$4.10	\$4.23	\$4.35	\$4.48	\$4.62
Much Music	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
NASA TV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
The National Network	\$3.72	\$3.83	\$3.95	\$4.06	\$4.19	\$4.31	\$4.44	\$4.58	\$4.71	\$4.85
NET	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Newsport	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Nickelodeon	\$5.08	\$5.23	\$5.39	\$5.55	\$5.71	\$5.88	\$6.06	\$6.24	\$6.43	\$6.62
Nostalgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Hallmark Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Outdoor Life Network	\$2.05	\$2.11	\$2.18	\$2.24	\$2.31	\$2.38	\$2.45	\$2.52	\$2.60	\$2.68
The Outdoor Channel	\$0.86	\$0.89	\$0.92	\$0.94	\$0.97	\$1.00	\$1.03	\$1.06	\$1.09	\$1.13
Ovation	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Oxygen	\$2.60	\$2.68	\$2.76	\$2.85	\$2.93	\$3.02	\$3.11	\$3.20	\$3.30	\$3.40
Pax Family Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Product Information Network (PIN)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
QVC	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Women's Entertainment (formerly Romance Classics)	\$1.68	\$1.73	\$1.78	\$1.84	\$1.89	\$1.95	\$2.01	\$2.07	\$2.13	\$2.19
Sci-Fi Network	\$1.92	\$1.98	\$2.04	\$2.10	\$2.16	\$2.23	\$2.29	\$2.36	\$2.43	\$2.51
Speed Channel	\$2.05	\$2.11	\$2.18	\$2.24	\$2.31	\$2.38	\$2.45	\$2.52	\$2.60	\$2.68
Fox Sports Midwest	\$9.00	\$9.27	\$9.55	\$9.83	\$10.13	\$10.43	\$10.75	\$11.07	\$11.40	\$11.74
Style	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TBN	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TBS	\$3.36	\$3.46	\$3.56	\$3.67	\$3.78	\$3.90	\$4.01	\$4.13	\$4.26	\$4.38
TNT	\$8.64	\$8.90	\$9.17	\$9.44	\$9.72	\$10.02	\$10.32	\$10.63	\$10.94	\$11.27
Toon Disney	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25	\$1.29	\$1.33	\$1.37	\$1.41
Travel Channel	\$0.84	\$0.87	\$0.89	\$0.92	\$0.95	\$0.97	\$1.00	\$1.03	\$1.06	\$1.10
Turner Classic Movies	\$2.64	\$2.72	\$2.80	\$2.88	\$2.97	\$3.06	\$3.15	\$3.25	\$3.34	\$3.44
Turner South	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Tech TV	\$0.84	\$0.87	\$0.89	\$0.92	\$0.95	\$0.97	\$1.00	\$1.03	\$1.06	\$1.10
TV Land	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
USA Network	\$4.80	\$4.94	\$5.09	\$5.25	\$5.40	\$5.56	\$5.73	\$5.90	\$6.08	\$6.26

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
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Standard Basic (Cont.)										
VH-1	\$1.56	\$1.61	\$1.66	\$1.70	\$1.76	\$1.81	\$1.86	\$1.92	\$1.98	\$2.04
Weather Channel	\$1.87	\$1.93	\$1.99	\$2.05	\$2.11	\$2.17	\$2.24	\$2.30	\$2.37	\$2.44
WeatherScan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SoapNet	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
National Geographic Channel	\$1.80	\$1.85	\$1.91	\$1.97	\$2.03	\$2.09	\$2.15	\$2.21	\$2.28	\$2.35
Fine Living	\$1.32	\$1.36	\$1.40	\$1.44	\$1.49	\$1.53	\$1.58	\$1.62	\$1.67	\$1.72
Galavision	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Biography (Includes History International)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Annual Adjustment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Standard Basic	\$157.27	\$160.79	\$166.84	\$171.85	\$177.00	\$182.31	\$187.78	\$193.42	\$199.22	\$205.20
Digital Tier										
Discovery Kids	\$0.96	\$0.99	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25
Discovery Science	\$0.96	\$0.99	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25
Discovery Home & Leisure	\$0.96	\$0.99	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25
Discovery Health	\$0.36	\$0.37	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47
Discovery Civilization	\$0.36	\$0.37	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47
Discovery People	\$0.36	\$0.37	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47
BBC America (Free with The Discovery Channel)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Much Music	\$1.50	\$1.55	\$1.59	\$1.64	\$1.69	\$1.74	\$1.79	\$1.84	\$1.90	\$1.96
Nick 2	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
Noggin	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
Nick Games & Sports	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
WAM!	\$3.35	\$3.45	\$3.55	\$3.66	\$3.77	\$3.88	\$4.00	\$4.12	\$4.24	\$4.37
Boomerang	\$0.36	\$0.37	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47
CNN fn	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Fox Sportsworld	\$2.16	\$2.22	\$2.29	\$2.36	\$2.43	\$2.50	\$2.58	\$2.66	\$2.74	\$2.82
Outdoor Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
MTV 2	\$1.56	\$1.61	\$1.66	\$1.70	\$1.76	\$1.81	\$1.86	\$1.92	\$1.98	\$2.04
MTV X Generation	\$1.56	\$1.61	\$1.66	\$1.70	\$1.76	\$1.81	\$1.86	\$1.92	\$1.98	\$2.04
BET on Jazz	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25	\$1.29	\$1.33
BET Gospel	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25	\$1.29	\$1.33
Wisdom Network	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
FamilyNet	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bloomberg	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Lifetime Movie Network	\$1.80	\$1.85	\$1.91	\$1.97	\$2.03	\$2.09	\$2.15	\$2.21	\$2.28	\$2.35
Independent Film Channel	\$1.92	\$1.98	\$2.04	\$2.10	\$2.16	\$2.23	\$2.29	\$2.36	\$2.43	\$2.51

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	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Digital Tier (Cont.)										
Style	\$1.32	\$1.36	\$1.40	\$1.44	\$1.49	\$1.53	\$1.58	\$1.62	\$1.67	\$1.72
Tech TV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
VH-1 Classic Rock (Free with VH-1)	\$1.56	\$1.61	\$1.66	\$1.70	\$1.76	\$1.81	\$1.86	\$1.92	\$1.98	\$2.04
VH-Country (Free with VH-1)	\$1.56	\$1.61	\$1.66	\$1.70	\$1.76	\$1.81	\$1.86	\$1.92	\$1.98	\$2.04
VH-1 Soul (Free with VH-1)	\$1.56	\$1.61	\$1.66	\$1.70	\$1.76	\$1.81	\$1.86	\$1.92	\$1.98	\$2.04
SoapNet	\$1.20	\$1.24	\$1.27	\$1.31	\$1.35	\$1.39	\$1.43	\$1.48	\$1.52	\$1.57
Inspirational Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
National Geographic	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Good Life TV	\$0.96	\$0.99	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25
Music Choice (45 Channels of Digital Audio)	\$4.56	\$4.70	\$4.84	\$4.98	\$5.13	\$5.29	\$5.44	\$5.61	\$5.78	\$5.95
Biography Channel/History International	\$2.52	\$2.60	\$2.67	\$2.75	\$2.84	\$2.92	\$3.01	\$3.10	\$3.19	\$3.29
Annual Programming Adjustment (Five Percent)	\$2.01	\$2.07	\$2.14	\$2.20	\$2.27	\$2.33	\$2.40	\$2.48	\$2.55	\$2.63
Total Digital Basic Tier	\$42.2629	\$43.5308	\$44.8367	\$46.1818	\$47.5673	\$48.9943	\$50.4641	\$51.9781	\$53.5374	\$55.1435
Premium Services										
HBO Analog Only	\$95.16	\$98.01	\$100.96	\$103.98	\$107.10	\$110.32	\$113.63	\$117.03	\$120.55	\$124.16
HBO Digital Group	\$95.16	\$98.01	\$100.96	\$103.98	\$107.10	\$110.32	\$113.63	\$117.03	\$120.55	\$124.16
Cinemax Digital Group	\$53.40	\$55.00	\$56.65	\$58.35	\$60.10	\$61.91	\$63.76	\$65.68	\$67.65	\$69.67
Showtime Digital Group	\$75.84	\$78.12	\$80.46	\$82.87	\$85.36	\$87.92	\$90.56	\$93.27	\$96.07	\$98.95
The Movie Channel Digital Group	\$55.20	\$56.86	\$58.56	\$60.32	\$62.13	\$63.99	\$65.91	\$67.89	\$69.93	\$72.02
Starz/Encore Group	\$50.64	\$52.16	\$53.72	\$55.34	\$57.00	\$58.71	\$60.47	\$62.28	\$64.15	\$66.07
Encore	\$19.32	\$19.90	\$20.50	\$21.11	\$21.74	\$22.40	\$23.07	\$23.76	\$24.47	\$25.21
Showtime Digital Combo (Show, TMC, Flix & Sundance)	\$79.80	\$82.19	\$84.66	\$87.20	\$89.82	\$92.51	\$95.29	\$98.14	\$101.09	\$104.12
HBO Digital Group/Cinemax Digital Group	\$127.56	\$131.39	\$135.33	\$139.39	\$143.57	\$147.88	\$152.31	\$156.88	\$161.59	\$166.44
Digital Basic Tier with Music Choice	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Video on Demand Movies & Events	\$78.00	\$80.34	\$82.75	\$85.23	\$87.79	\$90.42	\$93.14	\$95.93	\$98.81	\$101.77
Advertising Sales	\$12.00	\$12.36	\$12.73	\$13.11	\$13.51	\$13.91	\$14.33	\$14.76	\$15.20	\$15.66
Pay Per View										
PPV 1	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
PPV 2	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
PPV 3	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
PPV 4	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
PPV 5	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
PPV 6	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Program, Exp. Per Channel - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Limited Basic										
Headline News	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WBBM (2) CBS Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WGN (9) Chicago Local Off-Air	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WFLD (32) Fox Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WMAQ (5) Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WCIU (26) IND Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Local Community Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WLS (7) ABC Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WPWR (50) UPN Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WTTW (11) PBS Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WCPX (38) PAX Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TV Guide Channel	\$0.25	\$0.26	\$0.27	\$0.28	\$0.29	\$0.30	\$0.30	\$0.31	\$0.32	\$0.33
WGBO (66) Univision Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WSNS (44) Telemundo Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WYCC (22) PBS Chicago	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TBS	\$0.71	\$0.74	\$0.76	\$0.78	\$0.80	\$0.83	\$0.85	\$0.88	\$0.90	\$0.93
Local Govt/Educational/Public Access Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Limited Basic	\$0.9687	\$0.9978	\$1.0277	\$1.0586	\$1.0903	\$1.1230	\$1.1567	\$1.1914	\$1.2272	\$1.2640
Standard Basic										
A & E	\$0.60	\$0.62	\$0.64	\$0.65	\$0.67	\$0.69	\$0.72	\$0.74	\$0.76	\$0.78
American Movie Classics	\$0.65	\$0.67	\$0.69	\$0.71	\$0.73	\$0.75	\$0.78	\$0.80	\$0.82	\$0.85
American's Health Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
America's Talking	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
America's Voice Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Animal Planet	\$0.39	\$0.40	\$0.41	\$0.43	\$0.44	\$0.45	\$0.47	\$0.48	\$0.49	\$0.51
BET	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47	\$0.48	\$0.50
BET On Jazz	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bloomberg Television	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bravo	\$0.41	\$0.43	\$0.44	\$0.45	\$0.47	\$0.48	\$0.49	\$0.51	\$0.52	\$0.54
Cable In the Classroom	\$0.11	\$0.11	\$0.11	\$0.12	\$0.12	\$0.13	\$0.13	\$0.13	\$0.14	\$0.14
Cartoon Network	\$0.32	\$0.33	\$0.34	\$0.35	\$0.36	\$0.38	\$0.39	\$0.40	\$0.41	\$0.42
CMTV	\$0.25	\$0.26	\$0.27	\$0.28	\$0.29	\$0.30	\$0.30	\$0.31	\$0.32	\$0.33
CNBC	\$0.54	\$0.55	\$0.57	\$0.58	\$0.60	\$0.62	\$0.64	\$0.66	\$0.68	\$0.70
CNN	\$0.98	\$1.01	\$1.04	\$1.07	\$1.10	\$1.13	\$1.17	\$1.20	\$1.24	\$1.27
Open	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
CNNfn	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
CNNSI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Comedy Central	\$0.42	\$0.43	\$0.45	\$0.46	\$0.47	\$0.49	\$0.50	\$0.52	\$0.53	\$0.55
Court TV	\$0.36	\$0.37	\$0.38	\$0.39	\$0.40	\$0.41	\$0.43	\$0.44	\$0.45	\$0.47
C-Span	\$0.15	\$0.16	\$0.16	\$0.17	\$0.17	\$0.18	\$0.18	\$0.19	\$0.19	\$0.20
C-Span 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Discovery	\$0.81	\$0.83	\$0.85	\$0.88	\$0.91	\$0.93	\$0.96	\$0.99	\$1.02	\$1.05
Disney	\$2.17	\$2.23	\$2.30	\$2.37	\$2.44	\$2.51	\$2.59	\$2.67	\$2.74	\$2.83
Do It Yourself Network	\$0.15	\$0.16	\$0.16	\$0.17	\$0.17	\$0.18	\$0.18	\$0.19	\$0.19	\$0.20
E! Entertainment	\$0.36	\$0.37	\$0.38	\$0.39	\$0.40	\$0.41	\$0.43	\$0.44	\$0.45	\$0.47
Encore	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Encore MoviePlex	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
ESPN	\$4.62	\$4.76	\$4.90	\$5.05	\$5.20	\$5.36	\$5.52	\$5.68	\$5.85	\$6.03
ESPN 2	\$0.96	\$0.98	\$1.01	\$1.04	\$1.08	\$1.11	\$1.14	\$1.18	\$1.21	\$1.25
ESPN News	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
ESPN Classic Sports	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47	\$0.48	\$0.50
EWTN	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Fit TV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
ABC Family Channel	\$0.47	\$0.48	\$0.49	\$0.51	\$0.53	\$0.54	\$0.56	\$0.57	\$0.59	\$0.61
Food Network	\$0.22	\$0.22	\$0.23	\$0.24	\$0.24	\$0.25	\$0.26	\$0.27	\$0.27	\$0.28
Fox News	\$0.56	\$0.58	\$0.60	\$0.61	\$0.63	\$0.65	\$0.67	\$0.69	\$0.71	\$0.73
fX	\$0.76	\$0.78	\$0.81	\$0.83	\$0.86	\$0.88	\$0.91	\$0.93	\$0.96	\$0.99
fX Movies (no fX in system)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Game Show Network	\$0.28	\$0.29	\$0.30	\$0.31	\$0.32	\$0.33	\$0.33	\$0.34	\$0.36	\$0.37
Golf Channel	\$0.54	\$0.55	\$0.57	\$0.58	\$0.60	\$0.62	\$0.64	\$0.66	\$0.68	\$0.70
Great American Country	\$0.09	\$0.09	\$0.09	\$0.10	\$0.10	\$0.10	\$0.11	\$0.11	\$0.11	\$0.12
Headline News (Free with CNN)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
History Channel	\$0.46	\$0.47	\$0.49	\$0.50	\$0.52	\$0.53	\$0.55	\$0.56	\$0.58	\$0.60
Home & Garden TV	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47	\$0.48	\$0.50
Home Shopping Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Independent Film Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
International Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Inspirational Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Lifetime Movie Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Open	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Program, Exp. Per Channel - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
Military Channel	\$0.41	\$0.42	\$0.44	\$0.45	\$0.46	\$0.48	\$0.49	\$0.50	\$0.52	\$0.54
MSNBC	\$0.74	\$0.76	\$0.78	\$0.81	\$0.83	\$0.86	\$0.88	\$0.91	\$0.94	\$0.96
MTV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Much Music	\$0.33	\$0.34	\$0.35	\$0.36	\$0.37	\$0.38	\$0.40	\$0.41	\$0.42	\$0.43
NASA TV	\$0.75	\$0.77	\$0.80	\$0.82	\$0.85	\$0.87	\$0.90	\$0.92	\$0.95	\$0.98
The National Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
NET	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Newsport	\$0.79	\$0.81	\$0.84	\$0.86	\$0.89	\$0.92	\$0.94	\$0.97	\$1.00	\$1.03
Nickelodeon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Nostalgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Hallmark Channel	\$1.08	\$1.11	\$1.14	\$1.18	\$1.21	\$1.25	\$1.29	\$1.33	\$1.37	\$1.41
Outdoor Life Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
The Outdoor Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Ovation	\$0.44	\$0.45	\$0.46	\$0.48	\$0.49	\$0.51	\$0.52	\$0.54	\$0.55	\$0.57
Oxygen	\$0.18	\$0.19	\$0.19	\$0.20	\$0.21	\$0.21	\$0.22	\$0.23	\$0.23	\$0.24
Pax Family Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Product Information Network (PIN)	\$0.55	\$0.57	\$0.59	\$0.60	\$0.62	\$0.64	\$0.66	\$0.68	\$0.70	\$0.72
QVC	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Women's Entertainment (formerly Romance Classics)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Sci-Fi Network	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Speed Channel	\$0.36	\$0.37	\$0.38	\$0.39	\$0.40	\$0.41	\$0.43	\$0.44	\$0.45	\$0.47
Fox Sports Midwest	\$0.41	\$0.42	\$0.43	\$0.45	\$0.46	\$0.47	\$0.49	\$0.50	\$0.52	\$0.53
Style	\$0.44	\$0.45	\$0.46	\$0.48	\$0.49	\$0.51	\$0.52	\$0.54	\$0.55	\$0.57
TBN	\$1.91	\$1.97	\$2.03	\$2.09	\$2.15	\$2.22	\$2.28	\$2.35	\$2.42	\$2.49
TBS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TNT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Toon Disney	\$0.71	\$0.74	\$0.76	\$0.78	\$0.80	\$0.83	\$0.85	\$0.88	\$0.90	\$0.93
Travel Channel	\$1.84	\$1.89	\$1.95	\$2.01	\$2.07	\$2.13	\$2.19	\$2.26	\$2.33	\$2.39
Turner Classic Movies	\$0.23	\$0.24	\$0.24	\$0.25	\$0.26	\$0.27	\$0.27	\$0.28	\$0.29	\$0.30
Turner South	\$0.18	\$0.18	\$0.19	\$0.19	\$0.20	\$0.21	\$0.21	\$0.22	\$0.23	\$0.23
Tech TV	\$0.56	\$0.58	\$0.60	\$0.61	\$0.63	\$0.65	\$0.67	\$0.69	\$0.71	\$0.73
TV Land	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
USA Network	\$0.18	\$0.18	\$0.19	\$0.19	\$0.20	\$0.21	\$0.21	\$0.22	\$0.23	\$0.23
VH-1	\$0.25	\$0.26	\$0.27	\$0.28	\$0.29	\$0.30	\$0.30	\$0.31	\$0.32	\$0.33
Weather Channel	\$1.02	\$1.05	\$1.08	\$1.11	\$1.15	\$1.18	\$1.22	\$1.25	\$1.29	\$1.33

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Program. Exp. Per Channel - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
VH-1	\$0.33	\$0.34	\$0.35	\$0.36	\$0.37	\$0.38	\$0.40	\$0.41	\$0.42	\$0.43
Weather Channel	\$0.40	\$0.41	\$0.42	\$0.43	\$0.45	\$0.46	\$0.47	\$0.49	\$0.50	\$0.52
WeatherScan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SoapNet	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
National Geographic Channel	\$0.38	\$0.39	\$0.41	\$0.42	\$0.43	\$0.44	\$0.46	\$0.47	\$0.48	\$0.50
Fine Living	\$0.28	\$0.29	\$0.30	\$0.31	\$0.32	\$0.33	\$0.33	\$0.34	\$0.36	\$0.37
Galavision	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Biography (Includes History International)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Standard Basic	\$33.51	\$34.51	\$35.55	\$36.62	\$37.72	\$38.85	\$40.01	\$41.21	\$42.45	\$43.72

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Premium Services										
HBO Analog Only	\$20.22	\$20.82	\$21.45	\$22.09	\$22.75	\$23.44	\$24.14	\$24.86	\$25.61	\$26.38
Pay Per View										
PPV 1	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
PPV 2	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
PPV 3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
PPV 4	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
PPV 5	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Programming Expense - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Limited Basic										
Headline News	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WBBM (2) CBS Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WGN (9) Chicago Local Off-Air	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WCIU (26) IND Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WPWR (50) UPN Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WTTW (11) PBS Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WCPX (38) PAX Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TV Guide Channel	\$1,656	\$11,332	\$13,207	\$13,767	\$14,350	\$14,958	\$15,591	\$16,252	\$16,940	\$17,658
WGBO (66) Univision Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WSNS (44) Telemundo Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WYCC (22) PBS Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TBS	\$4,637	\$31,730	\$36,980	\$38,547	\$40,180	\$41,882	\$43,656	\$45,505	\$47,432	\$49,442
Local Govt/Educational/Public Access Channel	\$4,637	\$31,730	\$36,980	\$38,547	\$40,180	\$41,882	\$43,656	\$45,505	\$47,432	\$49,442
Total Limited Basic	\$10,930	\$74,793	\$87,168	\$90,860	\$94,709	\$98,721	\$102,903	\$107,262	\$111,805	\$116,541
Standard Basic										
A & E	\$3,775	\$25,832	\$30,106	\$31,381	\$32,710	\$34,096	\$35,540	\$37,046	\$38,615	\$40,251
American Movie Classics	\$4,096	\$28,030	\$32,668	\$34,052	\$35,494	\$36,998	\$38,565	\$40,199	\$41,902	\$43,676
American's Health Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
America's Talking	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
America's Voice Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Animal Planet	\$2,458	\$16,818	\$19,601	\$20,431	\$21,297	\$22,199	\$23,139	\$24,119	\$25,141	\$26,206
BET	\$2,410	\$16,489	\$19,217	\$20,031	\$20,879	\$21,763	\$22,685	\$23,646	\$24,648	\$25,692
BET On Jazz	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bloomberg Television	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bravo	\$2,610	\$17,863	\$20,818	\$21,700	\$22,619	\$23,577	\$24,576	\$25,617	\$26,702	\$27,833
Cable In the Classroom	\$57	\$389	\$454	\$473	\$493	\$514	\$536	\$558	\$582	\$607
Cartoon Network	\$2,040	\$13,960	\$16,270	\$16,959	\$17,678	\$18,426	\$19,207	\$20,021	\$20,869	\$21,753
CMTV	\$1,606	\$10,992	\$12,811	\$13,354	\$13,919	\$14,509	\$15,124	\$15,764	\$16,432	\$17,128
CNBC	\$3,373	\$23,084	\$26,903	\$28,043	\$29,231	\$30,469	\$31,759	\$33,105	\$34,507	\$35,969
CNN	\$11,875	\$42,101	\$49,066	\$51,145	\$53,311	\$55,569	\$57,923	\$60,377	\$62,934	\$65,600
CNNfn	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CNN SI	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Comedy Central	\$2,651	\$18,137	\$21,138	\$22,034	\$22,967	\$23,940	\$24,954	\$26,011	\$27,113	\$28,261
Court TV	\$2,249	\$15,389	\$17,935	\$18,695	\$19,487	\$20,313	\$21,173	\$22,070	\$23,005	\$23,979
C-Span	\$964	\$6,595	\$7,687	\$8,012	\$8,352	\$8,705	\$9,074	\$9,459	\$9,859	\$10,277
Discovery	\$5,076	\$34,736	\$40,483	\$42,198	\$43,985	\$45,848	\$47,790	\$49,815	\$51,925	\$54,125
Disney	\$13,655	\$93,435	\$108,894	\$113,506	\$118,314	\$123,326	\$128,550	\$133,996	\$139,672	\$145,588

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Programming Expense - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
Do It Yourself Network	\$964	\$6,595	\$7,687	\$8,012	\$8,352	\$8,705	\$9,074	\$9,459	\$9,859	\$10,277
E! Entertainment	\$2,249	\$15,389	\$17,935	\$18,695	\$19,487	\$20,313	\$21,173	\$22,070	\$23,005	\$23,979
Encore	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Encore MoviePlex	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
ESPN	\$29,125	\$199,291	\$232,263	\$242,102	\$252,358	\$263,047	\$274,190	\$285,805	\$297,912	\$310,531
ESPN 2	\$6,024	\$41,221	\$48,041	\$50,076	\$52,198	\$54,409	\$56,713	\$59,116	\$61,620	\$64,230
EWTN	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fit TV	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
ABC Family Channel	\$2,940	\$20,116	\$23,444	\$24,437	\$25,472	\$26,551	\$27,676	\$28,848	\$30,070	\$31,344
Food Network	\$1,365	\$9,343	\$10,889	\$11,351	\$11,831	\$12,333	\$12,855	\$13,400	\$13,967	\$14,559
Fox News	\$3,542	\$24,238	\$28,248	\$29,445	\$30,692	\$31,992	\$33,347	\$34,760	\$36,232	\$37,767
fX	\$4,787	\$32,757	\$38,177	\$39,794	\$41,480	\$43,237	\$45,068	\$46,977	\$48,967	\$51,042
fX Movies (no fX in system)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Game Show Network	\$1,767	\$12,092	\$14,092	\$14,689	\$15,311	\$15,960	\$16,636	\$17,341	\$18,075	\$18,841
Golf Channel	\$3,373	\$23,084	\$26,903	\$28,043	\$29,231	\$30,469	\$31,759	\$33,105	\$34,507	\$35,969
Great American Country	\$562	\$3,847	\$4,484	\$4,674	\$4,872	\$5,078	\$5,293	\$5,517	\$5,751	\$5,995
Headline News (Free with CNN)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
History Channel	\$2,892	\$19,786	\$23,060	\$24,037	\$25,055	\$26,116	\$27,222	\$28,376	\$29,578	\$30,830
Home & Garden TV	\$2,410	\$16,489	\$19,217	\$20,031	\$20,879	\$21,763	\$22,685	\$23,646	\$24,648	\$25,692
Home Shopping Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Independent Film Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
International Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inspirational Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lifetime Movie Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Learning Channel	\$2,586	\$17,698	\$20,626	\$21,499	\$22,410	\$23,359	\$24,349	\$25,380	\$26,455	\$27,576
Lifetime	\$4,659	\$31,878	\$37,152	\$38,726	\$40,366	\$42,076	\$43,858	\$45,716	\$47,653	\$49,671
Military Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
MSNBC	\$2,088	\$14,290	\$16,654	\$17,360	\$18,095	\$18,862	\$19,661	\$20,493	\$21,362	\$22,266
MTV	\$4,739	\$32,427	\$37,792	\$39,393	\$41,062	\$42,801	\$44,615	\$46,504	\$48,474	\$50,528
Much Music	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NASA TV	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
The National Network	\$4,980	\$34,076	\$39,714	\$41,396	\$43,150	\$44,978	\$46,883	\$48,869	\$50,939	\$53,097
NET	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Newsport	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Nickelodeon	\$6,795	\$46,498	\$54,191	\$56,486	\$58,879	\$61,373	\$63,973	\$66,683	\$69,507	\$72,452

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Programming Expense - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
Nostalgia	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hallmark Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Outdoor Life Network	\$2,747	\$18,797	\$21,907	\$22,835	\$23,802	\$24,810	\$25,861	\$26,957	\$28,099	\$29,289
The Outdoor Channel	\$1,157	\$7,914	\$9,224	\$9,615	\$10,022	\$10,446	\$10,889	\$11,350	\$11,831	\$12,332
Ovation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Oxygen	\$3,486	\$23,853	\$27,800	\$28,977	\$30,205	\$31,484	\$32,818	\$34,208	\$35,657	\$37,168
Pax Family Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Product Information Network (PIN)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
QVC	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Women's Entertainment (formerly Romance Classics)	\$2,249	\$15,389	\$17,935	\$18,695	\$19,487	\$20,313	\$21,173	\$22,070	\$23,005	\$23,979
Sci-Fi Network	\$2,570	\$17,588	\$20,498	\$21,366	\$22,271	\$23,214	\$24,198	\$25,223	\$26,291	\$27,405
Speed Channel	\$2,747	\$18,797	\$21,907	\$22,835	\$23,802	\$24,810	\$25,861	\$26,957	\$28,099	\$29,289
Fox Sports Midwest	\$12,048	\$82,443	\$96,083	\$100,153	\$104,395	\$108,817	\$113,427	\$118,231	\$123,240	\$128,460
Style	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TBN	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TBS	\$4,498	\$30,779	\$35,871	\$37,390	\$38,974	\$40,625	\$42,346	\$44,140	\$46,010	\$47,958
TNT	\$11,566	\$79,145	\$92,239	\$96,146	\$100,219	\$104,465	\$108,890	\$113,502	\$118,310	\$123,322
Toon Disney	\$1,446	\$9,893	\$11,530	\$12,018	\$12,527	\$13,058	\$13,611	\$14,188	\$14,789	\$15,415
Travel Channel	\$1,124	\$7,695	\$8,968	\$9,348	\$9,744	\$10,156	\$10,586	\$11,035	\$11,502	\$11,990
Turner Classic Movies	\$3,534	\$24,183	\$28,184	\$29,378	\$30,623	\$31,920	\$33,272	\$34,681	\$36,150	\$37,682
Turner South	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tech TV	\$1,124	\$7,695	\$8,968	\$9,348	\$9,744	\$10,156	\$10,586	\$11,035	\$11,502	\$11,990
TV Land	\$1,606	\$10,992	\$12,811	\$13,354	\$13,919	\$14,509	\$15,124	\$15,764	\$16,432	\$17,128
USA Network	\$6,426	\$43,969	\$51,244	\$53,415	\$55,677	\$58,036	\$60,494	\$63,057	\$65,728	\$68,512
VH-1	\$2,088	\$14,290	\$16,654	\$17,360	\$18,095	\$18,862	\$19,661	\$20,493	\$21,362	\$22,266
Weather Channel	\$2,506	\$17,148	\$19,985	\$20,832	\$21,714	\$22,634	\$23,593	\$24,592	\$25,634	\$26,720
WeatherScan	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
SoapNet	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
National Geographic Channel	\$2,410	\$16,489	\$19,217	\$20,031	\$20,879	\$21,763	\$22,685	\$23,646	\$24,648	\$25,692
Fine Living	\$1,767	\$12,092	\$14,092	\$14,689	\$15,311	\$15,960	\$16,636	\$17,341	\$18,075	\$18,841
Galavision	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Biography (Includes History International)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Programming Expense - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
Annual Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Standard Basic	\$213,844	\$1,424,117	\$1,659,735	\$1,730,041	\$1,803,326	\$1,879,714	\$1,959,339	\$2,042,337	\$2,128,850	\$2,219,028

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Programming Expense - Residential

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Premiums										
HBO Digital Group	\$10,506	\$71,892	\$83,787	\$87,336	\$91,035	\$94,892	\$98,911	\$103,101	\$107,468	\$112,021
Cinemax Digital Group	\$4,422	\$30,257	\$35,263	\$36,757	\$38,314	\$39,937	\$41,629	\$43,392	\$45,230	\$47,146
Showtime Digital Group	\$6,280	\$42,972	\$50,082	\$52,203	\$54,415	\$56,720	\$59,122	\$61,627	\$64,237	\$66,958
The Movie Channel Digital Group	\$3,809	\$26,064	\$30,377	\$31,663	\$33,005	\$34,403	\$35,860	\$37,379	\$38,962	\$40,613
Starz/Encore Group	\$8,736	\$59,778	\$69,668	\$72,619	\$75,695	\$78,902	\$82,244	\$85,728	\$89,359	\$93,145
Flix Group	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Independent Film Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sundance Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Showtime Digital Combo (Show, TMC, Flix & Sundance)	\$16,520	\$113,040	\$131,742	\$137,323	\$143,140	\$149,203	\$155,523	\$162,111	\$168,978	\$176,136
HBO Digital Group/Cinemax Digital Group	\$8,802	\$60,231	\$70,196	\$73,170	\$76,269	\$79,500	\$82,868	\$86,378	\$90,037	\$93,851
Sundance, Flix, Independent Film Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Digital Basic Tier with Music Choice	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Video on Demand Movies & Events	\$11,841	\$81,026	\$94,432	\$98,432	\$102,601	\$106,947	\$111,478	\$116,200	\$121,122	\$126,253
Advertising Sales	\$16,561	\$113,323	\$132,072	\$137,667	\$143,498	\$149,577	\$155,913	\$162,517	\$169,402	\$176,578
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$87,477	\$598,584	\$697,618	\$727,170	\$757,972	\$790,080	\$823,548	\$858,433	\$894,797	\$932,700
Pay Per View										
PPV 1	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
PPV 2	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
PPV 3	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
PPV 4	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
PPV 5	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
PPV 6	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
Open	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
Open	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
Open	\$2,208	\$14,670	\$16,599	\$16,798	\$17,000	\$17,204	\$17,410	\$17,619	\$17,830	\$18,044
Total	\$19,873	\$132,027	\$149,389	\$151,182	\$152,996	\$154,832	\$156,690	\$158,570	\$160,473	\$162,398

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Programming Expense - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Limited Basic										
Headline News	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WBBM (2) CBS Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WGN (9) Chicago Local Off-Air	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WFLD (32) Fox Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WMAQ (5) Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WCIU (26) IND Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Local Community Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WLS (7) ABC Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WPWR (50) UPN Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WTTW (11) PBS Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WCPX (38) PAX Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TV Guide Channel	\$8	\$52	\$60	\$63	\$66	\$68	\$71	\$74	\$77	\$81
WGBO (66) Univision Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WSNS (44) Telemundo Chicago	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WYCC (22) PBS Chicago	\$29	\$197	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TBS	\$0	\$0	\$169	\$176	\$184	\$191	\$199	\$208	\$217	\$226
Local Govt/Educational/Public Access Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Limited Basic	\$8	\$52	\$60	\$63	\$66	\$68	\$71	\$74	\$77	\$81
Standard Basic										
A & E	\$18	\$122	\$142	\$148	\$154	\$161	\$167	\$174	\$182	\$190
American Movie Classics	\$19	\$132	\$154	\$160	\$167	\$174	\$182	\$189	\$197	\$206
American's Health Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
America's Talking	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
America's Voice Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Animal Planet	\$12	\$79	\$92	\$96	\$100	\$105	\$109	\$114	\$118	\$123
BET	\$11	\$78	\$90	\$94	\$98	\$102	\$107	\$111	\$116	\$121
BET On Jazz	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bloomberg Television	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bravo	\$12	\$84	\$98	\$102	\$107	\$111	\$116	\$121	\$126	\$131
Cable In the Classroom	\$3	\$22	\$26	\$27	\$28	\$29	\$30	\$32	\$33	\$34
Cartoon Network	\$10	\$66	\$77	\$80	\$83	\$87	\$90	\$94	\$98	\$102
CMTV	\$8	\$52	\$60	\$63	\$66	\$68	\$71	\$74	\$77	\$81
CNBC	\$16	\$109	\$127	\$132	\$138	\$143	\$150	\$156	\$162	\$169
CNN	\$29	\$198	\$231	\$241	\$251	\$262	\$273	\$284	\$296	\$309

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Programming Expense - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
CNNfn	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CNN SI	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Comedy Central	\$12	\$85	\$100	\$104	\$108	\$113	\$118	\$122	\$128	\$133
Court TV	\$11	\$72	\$84	\$88	\$92	\$96	\$100	\$104	\$108	\$113
C-Span	\$5	\$31	\$36	\$38	\$39	\$41	\$43	\$45	\$46	\$48
C-Span 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Discovery	\$24	\$164	\$191	\$199	\$207	\$216	\$225	\$235	\$245	\$255
Disney	\$64	\$440	\$513	\$534	\$557	\$581	\$605	\$631	\$658	\$686
Do It Yourself Network	\$5	\$31	\$36	\$38	\$39	\$41	\$43	\$45	\$46	\$48
E! Entertainment	\$11	\$72	\$84	\$88	\$92	\$96	\$100	\$104	\$108	\$113
Encore	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Encore MoviePlex	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
ESPN	\$137	\$938	\$1,094	\$1,140	\$1,188	\$1,239	\$1,291	\$1,346	\$1,403	\$1,462
ESPN 2	\$28	\$194	\$226	\$236	\$246	\$256	\$267	\$278	\$290	\$302
ESPN News	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
ESPN Classic Sports	\$11	\$78	\$90	\$94	\$98	\$102	\$107	\$111	\$116	\$121
EWTN	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fit TV	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
ABC Family Channel	\$14	\$95	\$110	\$115	\$120	\$125	\$130	\$136	\$142	\$148
Food Network	\$6	\$44	\$51	\$53	\$56	\$58	\$61	\$63	\$66	\$69
Fox News	\$17	\$114	\$133	\$139	\$145	\$151	\$157	\$164	\$171	\$178
fX	\$23	\$154	\$180	\$187	\$195	\$204	\$212	\$221	\$231	\$240
fX Movies (no fX in system)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Game Show Network	\$8	\$57	\$66	\$69	\$72	\$75	\$78	\$82	\$85	\$89
Golf Channel	\$16	\$109	\$127	\$132	\$138	\$143	\$150	\$156	\$162	\$169
Great American Country	\$3	\$18	\$21	\$22	\$23	\$24	\$25	\$26	\$27	\$28
Headline News (Free with CNN)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
History Channel	\$14	\$93	\$109	\$113	\$118	\$123	\$128	\$134	\$139	\$145
Home & Garden TV	\$11	\$78	\$90	\$94	\$98	\$102	\$107	\$111	\$116	\$121
Home Shopping Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Independent Film Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
International Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inspirational Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lifetime Movie Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Programming Expense - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
Learning Channel	\$12	\$83	\$97	\$101	\$106	\$110	\$115	\$120	\$125	\$130
Lifetime	\$22	\$150	\$175	\$182	\$190	\$198	\$207	\$215	\$224	\$234
Military Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
MSNBC	\$10	\$67	\$78	\$82	\$85	\$89	\$93	\$97	\$101	\$105
MTV	\$22	\$153	\$178	\$185	\$193	\$202	\$210	\$219	\$228	\$238
Much Music	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NASA TV	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
The National Network	\$23	\$160	\$187	\$195	\$203	\$212	\$221	\$230	\$240	\$250
NET	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Newsport	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Nickelodeon	\$32	\$219	\$255	\$266	\$277	\$289	\$301	\$314	\$327	\$341
Nostalgia	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hallmark Channel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Outdoor Life Network	\$13	\$89	\$103	\$108	\$112	\$117	\$122	\$127	\$132	\$138
The Outdoor Channel	\$5	\$37	\$43	\$45	\$47	\$49	\$51	\$53	\$56	\$58
Ovation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Oxygen	\$16	\$112	\$131	\$136	\$142	\$148	\$155	\$161	\$168	\$175
Pax Family Network	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Product Information Network (PIN)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
QVC	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Women's Entertainment (formerly Romance Classics)	\$11	\$72	\$84	\$88	\$92	\$96	\$100	\$104	\$108	\$113
Sci-Fi Network	\$12	\$83	\$97	\$101	\$105	\$109	\$114	\$119	\$124	\$129
Speed Channel	\$13	\$89	\$103	\$108	\$112	\$117	\$122	\$127	\$132	\$138
Fox Sports Midwest	\$57	\$388	\$452	\$472	\$492	\$512	\$534	\$557	\$580	\$605
Style	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TBN	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TBS	\$21	\$145	\$169	\$176	\$184	\$191	\$199	\$208	\$217	\$226
TNT	\$54	\$373	\$434	\$453	\$472	\$492	\$513	\$534	\$557	\$581
Toon Disney	\$7	\$47	\$54	\$57	\$59	\$61	\$64	\$67	\$70	\$73
Travel Channel	\$5	\$36	\$42	\$44	\$46	\$48	\$50	\$52	\$54	\$56
Turner Classic Movies	\$17	\$114	\$133	\$138	\$144	\$150	\$157	\$163	\$170	\$177
Turner South	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tech TV	\$5	\$36	\$42	\$44	\$46	\$48	\$50	\$52	\$54	\$56
TV Land	\$8	\$52	\$60	\$63	\$66	\$68	\$71	\$74	\$77	\$81
USA Network	\$30	\$207	\$241	\$252	\$262	\$273	\$285	\$297	\$310	\$323

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Programming Expense - Commercial

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard Basic (Cont.)										
VH-1	\$10	\$67	\$78	\$82	\$85	\$89	\$93	\$97	\$101	\$105
Weather Channel	\$12	\$81	\$94	\$98	\$102	\$107	\$111	\$116	\$121	\$126
WeatherScan	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
SoapNet	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
National Geographic Channel	\$11	\$78	\$90	\$94	\$98	\$102	\$107	\$111	\$116	\$121
Fine Living	\$8	\$57	\$66	\$69	\$72	\$75	\$78	\$82	\$85	\$89
Galavision	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Biography (Includes History International)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Open	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Standard Basic	\$994	\$6,804	\$7,929	\$8,265	\$8,615	\$8,980	\$9,361	\$9,757	\$10,171	\$10,602
HBO Analog Only	\$600	\$4,105	\$4,784	\$4,986	\$5,198	\$5,418	\$5,647	\$5,887	\$6,136	\$6,396
Pay Per View	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Begin All Services

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	0	5,327	10,312	10,436	10,561	10,688	10,816	10,946	11,077	11,210
Expanded Basic	0	5,168	10,003	10,123	10,244	10,367	10,492	10,618	10,745	10,874
Business Basic	0	11	21	21	21	21	22	22	22	22
Line Maintenance Plan	0	3,463	6,703	6,783	6,865	6,947	7,031	7,115	7,200	7,287
HBO Digital Group	0	426	825	835	845	855	865	876	886	897
Cinemax Digital Group	0	320	619	626	634	641	649	657	665	673
Showtime Digital Group	0	320	619	626	634	641	649	657	665	673
The Movie Channel Digital Group	0	266	516	522	528	534	541	547	554	561
Starz/Encore Group	0	666	1,289	1,305	1,320	1,336	1,352	1,368	1,385	1,401
Flix Group	0	0	0	0	0	0	0	0	0	0
Independent Film Channel	0	0	0	0	0	0	0	0	0	0
Sundance Channel	0	0	0	0	0	0	0	0	0	0
Showtime Digital Combo (Show, TMC, Flix & Sundance)	0	799	1,547	1,565	1,584	1,603	1,622	1,642	1,662	1,682
HBO Digital Group/Cinemax Digital Group	0	266	516	522	528	534	541	547	554	561
Sundance, Flix, Independent Film Channel	0	0	0	0	0	0	0	0	0	0
Digital Basic Tier with Music Choice	0	1,279	2,475	2,505	2,535	2,565	2,596	2,627	2,659	2,690
Video on Demand Movies & Events	0	586	1,134	1,148	1,162	1,176	1,190	1,204	1,219	1,233
Advertising Sales	0	5,327	10,312	10,436	10,561	10,688	10,816	10,946	11,077	11,210
Open	0	0	0	0	0	0	0	0	0	0
Open	0	0	0	0	0	0	0	0	0	0
Open	0	0	0	0	0	0	0	0	0	0
Commercial Basic	0	115	222	224	227	230	233	235	238	241
Commercial HBO	0	23	44	45	45	46	47	47	48	48
Commercial Pay Per View	0	0	0	0	0	0	0	0	0	0

Tri-Cities Consolidated Plan

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Begin All Services (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard High Speed Data - Level 1	0	168	598	623	647	670	692	714	735	756
Silver High Speed Data - Level 2	0	437	1,787	1,801	1,819	1,841	1,866	1,894	1,925	1,959
Gold & Platinum High Speed Data - Level 3	0	317	1,129	1,151	1,173	1,194	1,215	1,236	1,257	1,278
Standard Business High Speed Data - Level 1	0	11	22	22	23	23	23	24	24	24
Standard Business High Speed Data - Level 2	0	23	44	44	45	45	46	46	47	47
Business Plus High Speed Data - Level 1	0	34	65	66	67	67	68	69	70	71
Business Plus High Speed Data - Level 2	0	45	86	87	88	89	91	92	93	94
Business Elite High Speed Data - Level 1	0	56	108	109	110	112	113	114	116	117
Business Elite High Speed Data - Level 2	0	67	129	131	132	134	135	137	139	140
Direct Business High Speed Data - Level 1	0	78	150	152	154	156	158	160	162	164
Direct Business High Speed Data - Level 2	0	89	172	174	176	178	180	182	185	187

Tri-Cities Consolidated Plan

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Add All Services

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	5,327	4,985	124	125	127	128	130	131	133	135
Expanded Basic	5,168	4,835	120	121	123	124	126	127	129	130
Business Basic	11	10	0	0	0	0	0	0	0	0
Line Maintenance Plan	3,463	3,240	80	81	82	83	84	85	86	87
HBO Digital Group	426	399	10	10	10	10	10	11	11	11
Cinemax Digital Group	320	299	7	8	8	8	8	8	8	8
Showtime Digital Group	320	299	7	8	8	8	8	8	8	8
The Movie Channel Digital Group	266	249	6	6	6	6	6	7	7	7
Starz/Encore Group	666	623	15	16	16	16	16	16	17	17
Flix Group	0	0	0	0	0	0	0	0	0	0
Independent Film Channel	0	0	0	0	0	0	0	0	0	0
Sundance Channel	0	0	0	0	0	0	0	0	0	0
Showtime Digital Combo (Show, TMC, Flix & Sundance)	799	748	19	19	19	19	19	20	20	20
Commercial Basic	115	107	3	3	3	3	3	3	3	3
Commercial HBO	23	21	1	1	1	1	1	1	1	1
Commercial Pay Per View	0	0	0	0	0	0	0	0	0	0

Tri-Cities Consolidated Plan

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Add All Services (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard High Speed Data - Level 1	111	104	3	3	3	3	3	3	3	3
Silver High Speed Data - Level 2	289	512	16	19	23	26	30	33	37	41
Gold & Platinum High Speed Data - Level 3	209	196	5	5	5	5	5	5	5	5
High Speed Data - Level 1 - Remarket	60	352	62	62	63	64	65	65	66	67
High Speed Data - Level 2 - Remarket	156	914	114	115	117	118	119	121	122	124
High Speed Data - Level 3 - Remarket	113	663	91	92	93	94	95	96	97	98
Total	939	2,741	289	296	302	309	316	323	331	338
Standard Business High Speed Data - Level 1	11	11	0	0	0	0	0	0	0	0
Standard Business High Speed Data - Level 2	23	21	1	1	1	1	1	1	1	1
Business Plus High Speed Data - Level 1	34	31	1	1	1	1	1	1	1	1
Business Plus High Speed Data - Level 2	45	42	1	1	1	1	1	1	1	1
Business Elite High Speed Data - Level 1	56	52	1	1	1	1	1	1	1	1
Business Elite High Speed Data - Level 2	67	62	2	2	2	2	2	2	2	2
Direct Business High Speed Data - Level 1	78	73	2	2	2	2	2	2	2	2
Direct Business High Speed Data - Level 2	89	83	2	2	2	2	2	2	2	2
Total	401	375	9	9	10	10	10	10	10	10

Tri-Cities Consolidated Plan

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
End All Services

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	5,327	10,312	10,436	10,561	10,688	10,816	10,946	11,077	11,210	11,345
Expanded Basic	5,168	10,003	10,123	10,244	10,367	10,492	10,618	10,745	10,874	11,005
Business Basic	11	21	21	21	21	22	22	22	22	23
Line Maintenance Plan	3,463	6,703	6,783	6,865	6,947	7,031	7,115	7,200	7,287	7,374
HBO Digital Group	426	825	835	845	855	865	876	886	897	908
Cinemax Digital Group	320	619	626	634	641	649	657	665	673	681
Showtime Digital Group	320	619	626	634	641	649	657	665	673	681
The Movie Channel Digital Group	266	516	522	528	534	541	547	554	561	567
Starz/Encore Group	666	1,289	1,305	1,320	1,336	1,352	1,368	1,385	1,401	1,418
Flix Group	0	0	0	0	0	0	0	0	0	0
Independent Film Channel	0	0	0	0	0	0	0	0	0	0
Sundance Channel	0	0	0	0	0	0	0	0	0	0
Showtime Digital Combo (Show, TMC, Flix & Sundance)	799	1,547	1,565	1,584	1,603	1,622	1,642	1,662	1,682	1,702
Commercial Basic	115	222	224	227	230	233	235	238	241	244
Commercial HBO	23	44	45	45	46	47	47	48	48	49
Commercial Pay Per View	0	0	0	0	0	0	0	0	0	0

Tri-Cities Consolidated Plan

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
End All Services (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
High Speed Data - Level 1 Disconnects	3	25	40	41	43	44	46	47	48	50
High Speed Data - Level 2 Disconnects	7	77	115	116	118	119	121	123	125	127
High Speed Data - Level 3 Disconnects	5	48	73	75	76	78	79	80	82	83
High Speed Data - Level 1 Net	168	598	623	647	670	692	714	735	756	776
High Speed Data - Level 2 Net	437	1,787	1,801	1,819	1,841	1,866	1,894	1,925	1,959	1,996
High Speed Data - Level 3 Net	317	1,129	1,151	1,173	1,194	1,215	1,236	1,257	1,278	1,299
Standard Business High Speed Data - Level 1	11	22	22	23	23	23	24	24	24	24
Standard Business High Speed Data - Level 2	23	44	44	45	45	46	46	47	47	48
Business Plus High Speed Data - Level 1	34	65	66	67	67	68	69	70	71	71
Business Plus High Speed Data - Level 2	45	86	87	88	89	91	92	93	94	95
Business Elite High Speed Data - Level 1	56	108	109	110	112	113	114	116	117	118
Business Elite High Speed Data - Level 2	67	129	131	132	134	135	137	139	140	142
Direct Business High Speed Data - Level 1	78	150	152	154	156	158	160	162	164	166
Direct Business High Speed Data - Level 2	89	172	174	176	178	180	182	185	187	189
Total Commercial High Speed Data	401	776	785	795	804	814	824	834	844	854

Tri-Cities Consolidated Plan

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Average All Services

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Basic	1,380	9,169	10,374	10,499	10,625	10,752	10,881	11,012	11,144	11,278
Expanded Basic	1,339	8,893	10,063	10,184	10,306	10,430	10,555	10,681	10,810	10,939
Business Basic	3	18	21	21	21	22	22	22	22	23
Line Maintenance Plan	897	5,960	6,743	6,824	6,906	6,989	7,073	7,158	7,244	7,330
HBO Digital Group	110	733	830	840	850	860	870	881	892	902
Cinemax Digital Group	83	550	622	630	637	645	653	661	669	677
Showtime Digital Group	83	550	622	630	637	645	653	661	669	677
The Movie Channel Digital Group	69	458	519	525	531	538	544	551	557	564
Starz/Encore Group	173	1,146	1,297	1,312	1,328	1,344	1,360	1,376	1,393	1,410
Flix Group	0	0	0	0	0	0	0	0	0	0
Independent Film Channel	0	0	0	0	0	0	0	0	0	0
Sundance Channel	0	0	0	0	0	0	0	0	0	0
Showtime Digital Combo (Show, TMC, Flix & Sundance)	207	1,375	1,556	1,575	1,594	1,613	1,632	1,652	1,672	1,692
HBO Digital Group/Cinemax Digital Group	69	458	519	525	531	538	544	551	557	564
Sundance, Flix, Independent Film Channel	0	0	0	0	0	0	0	0	0	0
Digital Basic Tier with Music Choice	331	2,200	2,490	2,520	2,550	2,581	2,611	2,643	2,675	2,707
Video on Demand Movies & Events	152	1,009	1,141	1,155	1,169	1,183	1,197	1,211	1,226	1,241
Advertising Sales	1,380	9,169	10,374	10,499	10,625	10,752	10,881	11,012	11,144	11,278
Open	0	0	0	0	0	0	0	0	0	0
Open	0	0	0	0	0	0	0	0	0	0
Open	0	0	0	0	0	0	0	0	0	0
Commercial Basic	30	197	223	226	228	231	234	237	240	242
Commercial HBO	6	39	45	45	46	46	47	47	48	48
Commercial Pay Per View	0	0	0	0	0	0	0	0	0	0

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Average All Services (Cont.)

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
Standard High Speed Data - Level 1	40	401	611	635	658	681	703	724	745	766
Silver High Speed Data - Level 2	104	1,225	1,794	1,810	1,830	1,853	1,880	1,909	1,942	1,978
Gold & Platinum High Speed Data - Level 3	75	757	1,140	1,162	1,183	1,205	1,226	1,247	1,268	1,289
Total	219	2,383	3,545	3,607	3,672	3,739	3,809	3,881	3,955	4,032
Standard Business High Speed Data - Level 1	3	20	22	23	23	23	23	24	24	24
Standard Business High Speed Data - Level 2	6	39	44	44	45	45	46	47	47	48
Business Plus High Speed Data - Level 1	9	58	65	66	67	68	69	69	70	71
Business Plus High Speed Data - Level 2	12	77	87	88	89	90	91	92	93	94
Business Elite High Speed Data - Level 1	14	96	108	110	111	112	114	115	116	118
Business Elite High Speed Data - Level 2	17	115	130	131	133	135	136	138	140	141
Direct Business High Speed Data - Level 1	20	134	151	153	155	157	159	161	163	165
Direct Business High Speed Data - Level 2	23	153	173	175	177	179	181	184	186	188
Total	104	690	781	790	800	809	819	829	839	849

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Bond Compliance Flow of Funds

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
<u>Customer Revenues</u>												
Video	\$0	\$0	\$0	\$0	\$0	\$13,074	\$45,759	\$84,982	\$124,204	\$169,963	\$222,260	\$274,556
Residential High Speed Data	\$0	\$0	\$0	\$0	\$0	\$4,402	\$9,886	\$15,149	\$20,920	\$29,398	\$37,819	\$46,909
Commercial Video and High Speed Data	\$0	\$0	\$0	\$0	\$0	\$44,143	\$74,782	\$87,634	\$100,486	\$135,410	\$152,546	\$169,682
Telecommunications	\$0	\$0	\$0	\$0	\$1,645	\$1,630	\$17,588	\$62,553	\$108,363	\$147,687	\$192,610	\$237,490
Total Customer Operating Revenues	\$0	\$0	\$0	\$0	\$1,645	\$63,250	\$148,015	\$250,318	\$353,974	\$482,458	\$605,234	\$728,637
<u>Customer Operating Expenses</u>												
Video	\$72,709	\$72,709	\$77,938	\$81,083	\$102,062	\$130,187	\$143,653	\$165,234	\$199,929	\$211,657	\$248,465	\$353,054
Residential High Speed Data	\$450	\$450	\$450	\$5,831	\$5,831	\$11,468	\$12,451	\$13,664	\$14,664	\$16,231	\$18,054	\$25,409
Commercial Video and High Speed Data	\$0	\$0	\$0	\$0	\$0	\$586	\$3,930	\$6,594	\$9,230	\$13,046	\$16,225	\$20,260
Telecommunications	\$8,709	\$9,009	\$9,009	\$9,009	\$15,554	\$13,540	\$48,353	\$84,280	\$73,804	\$94,997	\$105,115	\$112,837
Total Customer Operating Expenses	\$81,868	\$82,168	\$87,397	\$95,924	\$123,447	\$155,782	\$208,386	\$269,772	\$297,627	\$335,931	\$387,860	\$511,560
<u>Net Revenues Before Other Resolution Income & Expenses</u>												
Video	(\$72,709)	(\$72,709)	(\$77,938)	(\$81,083)	(\$102,062)	(\$117,113)	(\$97,893)	(\$80,252)	(\$75,725)	(\$41,694)	(\$26,206)	(\$78,498)
Residential High Speed Data	(\$450)	(\$450)	(\$450)	(\$5,831)	(\$5,831)	(\$7,066)	(\$2,565)	\$1,485	\$6,256	\$13,167	\$19,765	\$21,501
Commercial Video and High Speed Data	\$0	\$0	\$0	\$0	\$0	\$43,556	\$70,852	\$81,040	\$91,256	\$122,364	\$136,321	\$149,422
Telecommunications	(\$8,709)	(\$9,009)	(\$9,009)	(\$9,009)	(\$13,909)	(\$11,909)	(\$30,765)	(\$21,727)	\$34,559	\$52,690	\$87,494	\$124,653
Total Net Revenues Before Other O&M Under Resolution	(\$81,868)	(\$82,168)	(\$87,397)	(\$95,924)	(\$121,802)	(\$92,532)	(\$60,371)	(\$19,454)	\$56,347	\$146,527	\$217,375	\$217,077
<u>Other Income & Expenses</u>												
Interest Earned	\$0	\$83,354	\$75,869	\$75,734	\$75,252	\$66,103	\$63,448	\$57,601	\$53,572	\$49,725	\$44,753	\$39,913
Other O&M Expenses Under Resolution	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Revenues As Defined By Resolution	(\$81,868)	\$1,186	(\$11,527)	(\$20,190)	(\$46,550)	(\$26,430)	\$3,077	\$38,146	\$109,919	\$196,252	\$262,128	\$256,991
<u>Uses of Net Revenue</u>												
Debt Service (Defined as Principal and Interest)	\$0	\$0	\$0	\$0	\$0	\$0	\$1,492,688	\$0	\$0	\$0	\$0	\$0
Utility Plant Improvement Fund	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fund Transfer	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Available for Flow of Funds	(\$81,868)	\$1,186	(\$11,527)	(\$20,190)	(\$46,550)	(\$26,430)	(\$1,489,611)	\$38,146	\$109,919	\$196,252	\$262,128	\$256,991
Debt Service Coverage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Customer Summary

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Homes Passed by Service Area												
Tri-Cities, Illinois	0	0	0	0	0	1,287	3,217	5,147	7,077	9,651	12,225	14,798
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	1,287	3,217	5,147	7,077	9,651	12,225	14,798
Total Video Customers by Service Area												
Tri-Cities, Illinois	0	0	0	0	0	463	1,158	1,853	2,548	3,474	4,401	5,327
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	463	1,158	1,853	2,548	3,474	4,401	5,327
Video Customers to Homes Passed	0.0%	0.0%	0.0%	0.0%	0.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%
Total Residential Data Customers												
Total	0	0	0	0	0	61	159	269	390	553	730	923
Residential Data Customer to Homes Passed	0.0%	0.0%	0.0%	0.0%	0.0%	4.7%	4.9%	5.2%	5.5%	5.7%	6.0%	6.2%
Residential Telephone Customers in Service												
Residential Households	0	0	0	0	0	0	225	360	495	676	856	1,036
Multiple Dwelling Units	0	0	0	0	0	0	16	26	35	48	61	74
Total Residential Telephone Customers in Service	0	0	0	0	0	0	241	386	531	724	917	1,110
Residential Telephone Customers to Homes Passed	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
Commercial Customers Passed												
Tri-Cities, Illinois	0	0	0	0	0	199	498	797	1,096	1,494	1,892	2,291
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
End Commercial Units Passed	0	0	0	0	0	199	498	797	1,096	1,494	1,892	2,291
Commercial Data Customers												
Total	0	0	0	0	0	17	61	113	166	227	296	366
Commercial Data Customer to Units Passed	0.0%	0.0%	0.0%	0.0%	0.0%	8.8%	12.3%	14.2%	15.1%	15.2%	15.7%	16.0%
Commercial Telephone Customers in Service												
Small Business A	0	0	0	0	0	0	0	40	55	75	95	115
Small Business B	0	0	0	0	0	0	0	30	41	56	71	86
Large Entities	0	0	0	0	0	0	12	20	27	37	47	57
Total	0	0	0	0	0	0	12	90	123	168	213	258
Commercial Telephone Customers to Units Passed	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.5%	11.3%	11.3%	11.3%	11.3%	11.3%

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Summary (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Average Video Customers by Service Area												
Tri-Cities, Illinois	0	0	0	0	0	232	811	1,506	2,200	3,011	3,938	4,864
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total Average Video Customers	0	0	0	0	0	232	811	1,506	2,200	3,011	3,938	4,864
Average Video Customers Percentage by Service Area												
Tri-Cities, Illinois	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Phase II Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Phase III Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Average Video Customers to Homes Passed	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	36.00%	36.00%	36.00%	36.00%	36.00%	36.00%

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Summary (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Total Plant Miles by Service Area												
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	20.00	50.00	80.00	110.00	150.00	190.00	230.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Plant Miles	0.00	0.00	0.00	0.00	0.00	20.00	50.00	80.00	110.00	150.00	190.00	230.00
Plant Miles % Per Service Area												
Tri-Cities, Illinois	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Phase II Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Phase III Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Telecommunications Customer Assumptions (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Lines Sold												
Residential Households	0	0	0	0	0	0	270	162	163	216	216	216
Multiple Dwelling Units	0	0	0	0	0	0	19	12	11	16	15	16
Small Business A	0	0	0	0	0	0	0	159	60	80	79	80
Small Business B	0	0	0	0	0	0	0	299	112	149	150	149
Large Entities	0	0	0	0	0	0	311	187	187	249	249	249
Grand Total Lines Sold	0	0	0	0	0	0	600	819	533	710	709	710
Lines in Service (EOP)												
Residential Households	0	0	0	0	0	0	270	432	595	811	1,027	1,243
Multiple Dwelling Units	0	0	0	0	0	0	19	31	42	58	73	89
Small Business A	0	0	0	0	0	0	0	159	219	299	378	458
Small Business B	0	0	0	0	0	0	0	299	411	560	710	859
Large Entities	0	0	0	0	0	0	311	498	685	934	1,183	1,432
Grand Total Lines In Service EOP	0	0	0	0	0	0	600	1,419	1,952	2,662	3,371	4,081
Average Lines												
Residential Households	0	0	0	0	0	0	135	351	514	703	919	1,135
Multiple Dwelling Units	0	0	0	0	0	0	10	25	37	50	66	81
Small Business A	0	0	0	0	0	0	0	80	189	259	339	418
Small Business B	0	0	0	0	0	0	0	150	355	486	635	785
Large Entities	0	0	0	0	0	0	156	405	592	810	1,059	1,308
Grand Total Average Lines In Service	0	0	0	0	0	0	301	1,011	1,687	2,308	3,018	3,727

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Summary (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Commercial Customers Passed												
Begin Commercial Units Passed	0	0	0	0	0	0	199	498	797	1,096	1,494	1,892
Tri-Cities, Illinois	0	0	0	0	0	199	498	797	1,096	1,494	1,892	2,291
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
End Commercial Units Passed	0	0	0	0	0	199	498	797	1,096	1,494	1,892	2,291

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
Telecommunications Customer Assumptions

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Customers Sold												
Residential Households	0	0	0	0	0	0	225	135	135	180	180	180
Multiple Dwelling Units	0	0	0	0	0	0	16	10	10	13	13	13
Small Business A	0	0	0	0	0	0	0	40	15	20	20	20
Small Business B	0	0	0	0	0	0	0	30	11	15	15	15
Large Entities	0	0	0	0	0	0	12	7	7	10	10	10
Grand Total Customers Sold	0	0	0	0	0	0	254	222	178	238	238	238
Customers in Service - EOP												
Residential Households	0	0	0	0	0	0	225	360	495	676	856	1,036
Multiple Dwelling Units	0	0	0	0	0	0	16	26	35	48	61	74
Small Business A	0	0	0	0	0	0	0	40	55	75	95	115
Small Business B	0	0	0	0	0	0	0	30	41	56	71	86
Large Entities	0	0	0	0	0	0	12	20	27	37	47	57
Grand Total Customers In Service EOP	0	0	0	0	0	0	254	476	654	892	1,130	1,368
Average Customers												
Residential Households	0	0	0	0	0	0	113	293	428	585	766	946
Multiple Dwelling Units	0	0	0	0	0	0	8	21	31	42	55	68
Small Business A	0	0	0	0	0	0	0	20	47	65	85	105
Small Business B	0	0	0	0	0	0	0	15	35	49	63	78
Large Entities	0	0	0	0	0	0	6	16	24	32	42	52
Grand Total Average Customers	0	0	0	0	0	0	127	365	565	773	1,011	1,249
Average Service Penetration												
Residential Households	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.51%	5.69%	6.05%	6.06%	6.27%	6.39%
Multiple Dwelling Units	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.25%	0.41%	0.44%	0.44%	0.45%	0.46%
Small Business A	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.51%	4.29%	4.35%	4.49%	4.58%
Small Business B	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.88%	3.19%	3.28%	3.33%	3.40%
Large Entities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.20%	2.01%	2.19%	2.14%	2.22%	2.27%
Average Residential Service Penetration	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.76%	6.10%	6.49%	6.50%	6.72%	6.85%
Average Commercial Service Penetration	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.20%	6.40%	9.68%	9.77%	10.04%	10.26%

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Sources and Uses

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Sources												
Begin Cash on Hand	\$0	\$60,712,710	\$60,695,521	\$60,586,869	\$60,201,804	\$52,882,005	\$50,758,320	\$46,080,638	\$42,857,672	\$39,780,266	\$35,802,686	\$31,930,688
Paid In Capital - Broadband Service Provider	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Revenue Bond Issue Proceeds - Capital Budget	\$55,235,776	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Revenue Bond Issue Proceeds - Capitalized Interest	\$5,970,750	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cost of Revenue Bond Financing	\$526,997	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Original Issue and Underwriters Discount	\$781,791	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Revenue Bond Financing Insurance	\$333,105	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Excess Revenue Bond Proceeds	\$1,581	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest Earned	\$0	\$83,354	\$75,869	\$75,734	\$75,252	\$66,103	\$63,448	\$57,601	\$53,572	\$49,725	\$44,753	\$39,913
Utility Plant Improvement Fund	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EBITDA	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$56,347	\$146,527	\$217,375	\$217,077
Total Sources	\$62,950,000	\$60,796,065	\$60,771,391	\$60,662,603	\$60,277,056	\$52,948,108	\$50,821,768	\$46,138,239	\$42,967,591	\$39,976,518	\$36,064,814	\$32,187,678
Uses												
Capital Expenditures	\$413,528	\$18,375	\$97,125	\$364,875	\$7,273,248	\$2,097,255	\$3,188,072	\$3,261,113	\$3,187,325	\$4,173,833	\$4,134,126	\$4,262,419
Operating Loss	\$81,868	\$82,168	\$87,397	\$95,924	\$121,802	\$92,532	\$60,371	\$19,454	\$0	\$0	\$0	\$0
Revenue Bond Issue Interest	\$0	\$0	\$0	\$0	\$0	\$0	\$1,492,688	\$0	\$0	\$0	\$0	\$0
Revenue Bond Principal Reduction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cost of Revenue Bond Financing	\$526,997	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Original Issue and Underwriters Discount	\$781,791	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Revenue Bond Financing Insurance	\$333,105	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reimbursement - Broadband Service Provider	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Utility Plant Improvement Fund	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Property Tax Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fund Transfer	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Uses	\$2,237,290	\$100,543	\$184,522	\$460,799	\$7,395,051	\$2,189,787	\$4,741,130	\$3,280,567	\$3,187,325	\$4,173,833	\$4,134,126	\$4,262,419
End Cash on Hand	\$60,712,710	\$60,695,521	\$60,586,869	\$60,201,804	\$52,882,005	\$50,758,320	\$46,080,638	\$42,857,672	\$39,780,266	\$35,802,686	\$31,930,688	\$27,925,259
Total Amount of Revenue Bond Financing:	\$62,850,000											

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Cash Flow Statement

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Video Services Revenue	\$0	\$0	\$0	\$0	\$0	\$13,074	\$45,759	\$84,982	\$124,204	\$169,963	\$222,260	\$274,556
Video Services Operating Expenses	\$72,709	\$72,709	\$77,938	\$81,083	\$102,062	\$130,187	\$143,653	\$165,234	\$199,929	\$211,657	\$248,465	\$353,054
Video Services Customer Cash Flow	(\$72,709)	(\$72,709)	(\$77,938)	(\$81,083)	(\$102,062)	(\$117,113)	(\$97,893)	(\$80,252)	(\$75,725)	(\$41,694)	(\$26,206)	(\$78,498)
Residential High Speed Data Revenue	\$0	\$0	\$0	\$0	\$0	\$4,402	\$9,886	\$15,149	\$20,920	\$29,398	\$37,819	\$46,909
Residential High Speed Data Expense	\$450	\$450	\$450	\$5,831	\$5,831	\$11,468	\$12,451	\$13,664	\$14,664	\$16,231	\$18,054	\$25,409
Residential High Speed Data Cash Flow	(\$450)	(\$450)	(\$450)	(\$5,831)	(\$5,831)	(\$7,066)	(\$2,565)	\$1,485	\$6,256	\$13,167	\$19,765	\$21,501
Commercial Video and High Speed Data Revenue	\$0	\$0	\$0	\$0	\$0	\$44,143	\$74,782	\$87,634	\$100,486	\$135,410	\$152,546	\$169,682
Commercial Video and High Speed Data Operating Exp.	\$0	\$0	\$0	\$0	\$0	\$586	\$3,930	\$6,594	\$9,230	\$13,046	\$16,225	\$20,260
Commercial Cash Flow	\$0	\$0	\$0	\$0	\$0	\$43,556	\$70,852	\$81,040	\$91,256	\$122,364	\$136,321	\$149,422
Telecommunications Revenue	\$0	\$0	\$0	\$0	\$1,645	\$1,630	\$17,588	\$62,553	\$108,363	\$147,687	\$192,610	\$237,490
Telecommunications Expenses	\$8,709	\$9,009	\$9,009	\$9,009	\$15,554	\$13,540	\$48,353	\$84,280	\$73,804	\$94,997	\$105,115	\$112,837
Telecommunications Cash Flow	(\$8,709)	(\$9,009)	(\$9,009)	(\$9,009)	(\$13,909)	(\$11,909)	(\$30,765)	(\$21,727)	\$34,559	\$52,690	\$87,494	\$124,653
Total Revenue	\$0	\$0	\$0	\$0	\$1,645	\$63,250	\$148,015	\$250,318	\$353,974	\$482,458	\$605,234	\$728,637
Total Operating Expense	\$81,868	\$82,168	\$87,397	\$95,924	\$123,447	\$155,782	\$208,386	\$269,772	\$297,627	\$335,931	\$387,860	\$511,560
EBITDA	(\$81,868)	(\$82,168)	(\$87,397)	(\$95,924)	(\$121,802)	(\$92,532)	(\$60,371)	(\$19,454)	\$56,347	\$146,527	\$217,375	\$217,077
Interest Earned	\$0	\$83,354	\$75,869	\$75,734	\$75,252	\$66,103	\$63,448	\$57,601	\$53,572	\$49,725	\$44,753	\$39,913
Municipal Bond - Interest	\$0	\$0	\$0	\$0	\$0	\$0	\$1,492,688	\$0	\$0	\$0	\$0	\$0
Municipal Bond - Principal	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Municipal Bond - Total	\$0	\$0	\$0	\$0	\$0	\$0	\$1,492,688	\$0	\$0	\$0	\$0	\$0
Net Operating Cash Flow	(\$81,868)	\$1,186	(\$11,527)	(\$20,190)	(\$46,550)	(\$26,430)	(\$1,489,611)	\$38,146	\$109,919	\$196,252	\$262,128	\$256,991
Cumulative Cash Flow	(\$81,868)	(\$80,682)	(\$92,210)	(\$112,400)	(\$158,950)	(\$185,380)	(\$1,674,991)	(\$1,636,844)	(\$1,526,925)	(\$1,330,673)	(\$1,068,545)	(\$811,554)
Operating Expense Ratio	0%	0%	0%	0%	0%	0%	314%	194%	161%	125%	112%	129%
Operating Income Ratio	0%	0%	0%	0%	0%	0%	-214%	-94%	-61%	-25%	-12%	-29%
Debt Service Coverage Ratio	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rate of Return on Depreciated Assets	-19.91%	0.28%	-2.21%	-2.29%	-0.57%	-0.26%	0.02%	0.23%	0.56%	0.83%	0.95%	0.81%
Outstanding Debt Ratio to Assets	0.97	0.97	0.97	0.97	0.97	0.97	0.94	0.94	0.94	0.94	0.95	0.95
Cable Services Percentage of Total Revenue	0%	0%	0%	0%	0%	0%	88%	75%	69%	69%	68%	67%
Telecom Services Percentage of Total Revenue	0%	0%	0%	0%	0%	0%	12%	25%	31%	31%	32%	33%

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Income Statement

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Subscriber Revenue	\$0	\$0	\$0	\$0	\$1,645	\$63,250	\$148,015	\$250,318	\$353,974	\$482,458	\$605,234	\$728,637
Interest Earned	\$0	\$83,354	\$75,869	\$75,734	\$75,252	\$66,103	\$63,448	\$57,601	\$53,572	\$49,725	\$44,753	\$39,913
Total Revenue	\$0	\$83,354	\$75,869	\$75,734	\$76,897	\$129,352	\$211,463	\$307,919	\$407,546	\$532,183	\$649,987	\$768,551
Operating Expenses	\$81,868	\$82,168	\$87,397	\$95,924	\$123,447	\$155,782	\$208,386	\$269,772	\$297,627	\$335,931	\$387,860	\$511,560
Depreciation Expense	\$2,297	\$2,399	\$2,939	\$4,966	\$45,373	\$57,024	\$74,736	\$92,853	\$110,561	\$133,749	\$156,716	\$180,396
Property Tax Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operating Income	(\$84,166)	(\$1,214)	(\$14,466)	(\$25,156)	(\$91,923)	(\$83,454)	(\$71,659)	(\$54,707)	(\$642)	\$62,504	\$105,412	\$76,595
Interest Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$1,492,688	\$0	\$0	\$0	\$0	\$0
Net Income	(\$84,166)	(\$1,214)	(\$14,466)	(\$25,156)	(\$91,923)	(\$83,454)	(\$1,564,347)	(\$54,707)	(\$642)	\$62,504	\$105,412	\$76,595
Fund Transfer	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Income After Fund Transfer	(\$84,166)	(\$1,214)	(\$14,466)	(\$25,156)	(\$91,923)	(\$83,454)	(\$1,564,347)	(\$54,707)	(\$642)	\$62,504	\$105,412	\$76,595

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Additional Information

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Total Capital Expenditures	\$413,528	\$18,375	\$97,125	\$364,875	\$7,273,248	\$2,097,255	\$3,188,072	\$3,261,113	\$3,187,325	\$4,173,833	\$4,134,126	\$4,262,419
Total Capital Expenditures to Date	\$413,528	\$431,903	\$529,028	\$893,903	\$8,167,151	\$10,264,406	\$13,452,478	\$16,713,590	\$19,900,915	\$24,074,748	\$28,208,874	\$32,471,293
Total Capital Expenditures Per Video Customer	\$0	\$0	\$0	\$0	\$0	\$0	\$16,519	\$11,051	\$9,003	\$7,959	\$7,131	\$6,645
Total Residential Plant Cost	\$413,528	\$18,375	\$97,125	\$364,875	\$7,273,248	\$2,097,255	\$3,188,072	\$3,261,113	\$3,187,325	\$4,173,833	\$4,134,126	\$4,262,419
Total Residential Plant Cost to Date	\$413,528	\$431,903	\$529,028	\$893,903	\$8,167,151	\$10,264,406	\$13,452,478	\$16,713,590	\$19,900,915	\$24,074,748	\$28,208,874	\$32,471,293
Total Plant Cost	\$413,528	\$18,375	\$97,125	\$364,875	\$7,273,248	\$2,097,255	\$3,188,072	\$3,261,113	\$3,187,325	\$4,173,833	\$4,134,126	\$4,262,419
Total Plant Cost to Date	\$413,528	\$431,903	\$529,028	\$893,903	\$8,167,151	\$10,264,406	\$13,452,478	\$16,713,590	\$19,900,915	\$24,074,748	\$28,208,874	\$32,471,293
Total Cost Per Residential Plant Mile	\$0	\$0	\$0	\$0	\$0	\$0	\$269,050	\$208,920	\$180,917	\$160,498	\$148,468	\$141,180
Total Plant Cost Per Home Passed	\$0	\$0	\$0	\$0	\$0	\$0	\$4,182	\$3,247	\$2,812	\$2,495	\$2,308	\$2,194
Total Plant Cost Per Customer	\$0	\$0	\$0	\$0	\$0	\$0	\$11,616	\$9,020	\$7,811	\$6,929	\$6,410	\$6,095
Paid In Capital	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Paid in Capital	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Total Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000
EBITDA to Debt Multiple	0.00	0.00	\$0	0.00	(\$16.00)	(\$679.22)	(\$1,041.06)	(\$3,230.63)	1,115.41	428.93	289.13	289.53
Debt Per Customer	\$0	\$0	\$0	\$0	\$0	\$0	\$77,175	\$41,556	\$28,433	\$20,778	\$15,889	\$12,862
Accumulated Depreciation	\$2,297	\$4,697	\$7,636	\$12,602	\$57,975	\$115,000	\$189,736	\$282,589	\$393,149	\$526,898	\$683,614	\$864,010
Depreciable Plant in Service and Inventory	\$411,230	\$427,206	\$521,392	\$881,301	\$8,109,176	\$10,149,407	\$13,262,742	\$16,431,002	\$19,507,766	\$23,547,850	\$27,525,260	\$31,607,283

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Variables and Valuation

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Equity Additions	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Equity	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Debt Additions	\$62,850,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Municipal Bond Debt Before Principal Reduction	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000
Municipal Bond Debt Reductions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Municipal Bond Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000
Municipal Bonds Available	\$62,850,000	\$60,712,710	\$60,695,521	\$60,586,869	\$60,201,804	\$52,882,005	\$50,758,320	\$46,080,638	\$42,857,672	\$39,780,266	\$35,802,686	\$31,930,688
Municipal Bond Draw	\$2,037,290	\$0	\$0	\$385,065	\$7,319,798	\$2,123,685	\$4,677,682	\$3,222,966	\$3,077,406	\$3,977,580	\$3,871,998	\$4,005,429
Cash on Hand	\$60,712,710	\$60,695,521	\$60,586,869	\$60,201,804	\$52,882,005	\$50,758,320	\$46,080,638	\$42,857,672	\$39,780,266	\$35,802,686	\$31,930,688	\$27,925,259
Loans From Shareholders	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Valuation												
Equity	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Senior Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000
Sub Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Loans From Shareholders	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000	\$62,950,000
EBITDA	(\$81,868)	(\$82,168)	(\$87,397)	(\$95,924)	(\$121,802)	(\$92,532)	(\$60,371)	(\$19,454)	\$56,347	\$146,527	\$217,375	\$217,077

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Variables and Valuation (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Sale Price @ a Multiple of: 8	(\$654,947)	(\$657,347)	(\$699,175)	(\$767,390)	(\$974,419)	(\$740,258)	(\$482,969)	(\$155,635)	\$450,775	\$1,172,216	\$1,738,996	\$1,736,618
End Cash	\$60,712,710	\$60,695,521	\$60,586,869	\$60,201,804	\$52,882,005	\$50,758,320	\$46,080,638	\$42,857,672	\$39,780,266	\$35,802,686	\$31,930,688	\$27,925,259
Gross Profit	(\$2,892,237)	(\$2,911,826)	(\$3,062,306)	(\$3,515,586)	(\$11,042,414)	(\$12,931,937)	(\$17,352,331)	(\$20,247,963)	(\$22,718,958)	(\$25,975,098)	(\$29,280,316)	(\$33,288,123)
Return on Equity	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Annual Rate of Return	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Return on Assets	-4.7%	-4.7%	-4.9%	-5.7%	-17.9%	-20.9%	-28.8%	-33.7%	-37.8%	-43.1%	-48.5%	-55.1%
Annual Rate of Return on Depreciated Assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Video Customers	0	0	\$0	0	0	233	814	1,512	2,210	3,025	3,956	4,886
Sales Price Per Video Customer	\$0	\$0	\$0	\$0	\$0	\$0	(\$593)	(\$103)	\$204	\$388	\$440	\$355
Total Cost Per Video Customer	\$0	\$0	\$0	\$0	\$0	\$0	\$77,297	\$41,622	\$28,478	\$20,811	\$15,914	\$12,883
Profit (Loss) Per Video Customer	\$0	\$0	\$0	\$0	\$0	\$0	(\$77,890)	(\$41,725)	(\$28,274)	(\$20,423)	(\$15,475)	(\$12,527)

Tri-Cities Consolidated Plan
 Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002
 Balance Sheet

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
ASSETS												
Current Assets												
Cash and cash equivalents	\$60,712,710	\$60,695,521	\$60,586,869	\$60,201,804	\$52,882,005	\$50,758,320	\$46,080,638	\$42,857,672	\$39,780,266	\$35,802,686	\$31,930,688	\$27,925,259
Short Term Investments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Receivable, Net	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventories, Net	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$60,712,710	\$60,695,521	\$60,586,869	\$60,201,804	\$52,882,005	\$50,758,320	\$46,080,638	\$42,857,672	\$39,780,266	\$35,802,686	\$31,930,688	\$27,925,259
Fixed Assets												
Land and Buildings	\$0	\$0	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Leasehold Improvements	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Towers, Earth Stations and Headend Equipment	\$0	\$0	\$0	\$0	\$6,756,903	\$6,756,903	\$6,756,903	\$6,756,903	\$6,756,903	\$6,756,903	\$6,756,903	\$6,756,903
Distribution Plant and Subscriber Drops	\$288,836	\$288,836	\$288,836	\$288,836	\$288,836	\$1,488,345	\$3,290,753	\$5,109,520	\$6,917,276	\$9,327,618	\$11,737,960	\$14,148,302
Customer Premise Equipment	\$0	\$0	\$0	\$0	\$0	\$631,500	\$1,664,138	\$2,889,385	\$3,974,772	\$5,422,070	\$6,870,759	\$8,320,837
Computer Equipment and Software	\$0	\$0	\$45,000	\$155,000	\$185,000	\$185,000	\$185,000	\$185,000	\$185,000	\$185,000	\$185,000	\$185,000
Vehicles, Machines, Mobile Comm. and Other Equipment	\$87,500	\$87,500	\$87,500	\$122,500	\$245,000	\$350,000	\$490,000	\$490,000	\$560,000	\$595,000	\$595,000	\$700,000
Test Equipment and Special Tools	\$0	\$0	\$0	\$185,000	\$185,000	\$200,000	\$200,000	\$200,000	\$210,000	\$215,000	\$215,000	\$230,000
Furniture, Fixtures and Other Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Assets	\$37,192	\$55,567	\$77,692	\$112,567	\$476,412	\$622,658	\$835,684	\$1,052,783	\$1,266,964	\$1,543,156	\$1,818,252	\$2,100,251
Less accumulated depreciation and amortization	(\$2,297)	(\$4,697)	(\$7,636)	(\$12,602)	(\$57,975)	(\$115,000)	(\$189,736)	(\$282,589)	(\$393,149)	(\$526,898)	(\$683,614)	(\$864,010)
Total Fixed Assets	\$411,230	\$427,206	\$521,392	\$881,301	\$8,109,176	\$10,149,407	\$13,262,742	\$16,431,002	\$19,507,766	\$23,547,850	\$27,525,260	\$31,607,283
Other Assets												
Other Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cost of Bond Financing & Insurance	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893	\$1,641,893
Total Assets	\$62,765,834	\$62,764,621	\$62,750,154	\$62,724,998	\$62,633,075	\$62,549,621	\$60,985,274	\$60,930,567	\$60,929,925	\$60,992,429	\$61,097,841	\$61,174,436
LIABILITIES AND FUND EQUITY												
Current Liabilities												
Accounts Payable and accrued liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Due to other Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Debt												
Bonds Payable	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000
Other Payables	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Long Term Debt	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000
Total Liabilities	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000	\$62,850,000
Fund Equity												
Reserved Funds:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Reserved Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Unreserved Funds:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Designated Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Undesignated Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Unreserved Funds	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Fund Equity	(\$84,166)	(\$85,379)	(\$99,846)	(\$125,002)	(\$216,925)	(\$300,379)	(\$1,864,726)	(\$1,919,433)	(\$1,920,075)	(\$1,857,571)	(\$1,752,159)	(\$1,675,564)
Total Liabilities and Fund Equity	\$62,765,834	\$62,764,621	\$62,750,154	\$62,724,998	\$62,633,075	\$62,549,621	\$60,985,274	\$60,930,567	\$60,929,925	\$60,992,429	\$61,097,841	\$61,174,436

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Key Operating Statistics - Residential

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Monthly Revenue All Services Per Video Customer												
Video Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.85	\$50.85	\$50.85	\$50.85	\$50.85	\$50.85
High Speed Data Access Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5.47	\$5.74	\$6.05	\$6.32	\$6.58	\$6.86
Telecommunications Service	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.51	\$0.71	\$0.71	\$0.71	\$0.71
Average Monthly Revenue All Services Per Video Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$56.32	\$57.10	\$57.60	\$57.88	\$58.14	\$58.42
Average Annual Revenue All Services Per Video Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$675.85	\$685.16	\$691.26	\$694.59	\$697.67	\$701.08
Average Monthly Revenue Per Telecommunications Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3.39	\$3.40	\$3.41	\$3.41	\$3.41	\$3.40
Average Annual Revenue Per Telecommunications Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$40.73	\$40.75	\$40.88	\$40.91	\$40.86	\$40.84
Monthly Programming Expense Per Video Customer												
Basic Programming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$13.23	\$13.23	\$13.23	\$13.23	\$13.23	\$13.23
Premium Programming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5.28	\$5.28	\$5.28	\$5.28	\$5.28	\$5.28
Pay Per View Programming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20	\$1.20
Channel Guide	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.31	\$0.17	\$0.11	\$0.08	\$0.06	\$0.05
Total Programming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20.02	\$19.88	\$19.82	\$19.79	\$19.77	\$19.76
Monthly Operating Expense Per Video Customer												
Sales & Advertising Expense Per Video Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19.58	\$10.54	\$7.21	\$5.33	\$4.08	\$3.30
Field & Technical	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$71.21	\$38.82	\$31.55	\$20.27	\$18.12	\$22.99
General & Administrative	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$66.39	\$40.51	\$32.27	\$24.90	\$21.14	\$26.53
Total Operating Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$157.18	\$89.87	\$71.04	\$50.50	\$43.33	\$52.82
Monthly Telecommunications Oper Exp Per Video Customer												
Cost of Goods Sold	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1.05	\$0.61	\$0.47	\$0.41	\$0.37	\$0.35
Facility Based	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$14.91	\$7.12	\$4.36	\$3.98	\$3.31	\$2.73
Commercial & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3.74	\$8.15	\$2.34	\$2.24	\$1.76	\$1.45
Administrative	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2.44	\$1.01	\$0.61	\$0.44	\$0.34	\$0.28
Total Telecommunications Oper Exp Per Video Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$22.14	\$16.90	\$7.78	\$7.08	\$5.78	\$4.81
Monthly Cash Flow All Services Per Video Cust												
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$143.02)	(\$69.55)	(\$41.03)	(\$19.49)	(\$10.74)	(\$18.97)
Monthly Revenue/Expenses Per Channel												
Total Channels	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00	\$131.00
Revenue Per Sub Per Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.43	\$0.44	\$0.44	\$0.44	\$0.44	\$0.45
Programming Exp. Per Sub Per Channel	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15
Monthly Telecommunications Oper Exp Per Telecommunications Customer												
Cost of Goods Sold	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7.03	\$2.93	\$2.27	\$1.98	\$1.80	\$1.68
Facility Based	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$99.93	\$34.15	\$20.90	\$19.11	\$15.87	\$13.09
Commercial & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.07	\$39.08	\$11.20	\$10.77	\$8.42	\$6.97
Administrative	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$16.32	\$4.86	\$2.92	\$2.13	\$1.63	\$1.32
Total Telecommunications Oper Exp Per Telecommunications Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$148.34	\$81.02	\$37.29	\$33.99	\$27.72	\$23.06

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Key Operating Statistics - Commercial

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Monthly Revenue Per Customer Per Service												
Average Video Service Per Video Service Unit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8.00	\$64.58	\$64.58	\$64.58	\$64.58	\$64.58
Average High Speed Data Revenue Per Data Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$219.10	\$63.92	\$63.92	\$63.92	\$63.92	\$63.92
Average Telecommunications Revenue Per Telecommunication	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$126.42	\$66.57	\$58.98	\$58.62	\$58.89	\$58.81
Monthly Expense Per Customer Per Service												
Programming Expense Per Video Service Unit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
High Speed Data Expense Per Data Customer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$38.77	\$32.55	\$30.09	\$31.93	\$29.11	\$29.70
Telecommunications Expenses Per Telecommunications Custon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,210.03	\$1,341.22	\$494.36	\$447.48	\$366.99	\$305.00

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Selling & Advertising - Residential

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Salaries - Sales	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979
Sales Commissions	\$0	\$0	\$0	\$2,490	\$2,490	\$2,490	\$2,490	\$2,490	\$2,490	\$2,490	\$2,490	\$2,490
Payroll Taxes	\$812	\$812	\$812	\$1,218	\$1,218	\$1,218	\$1,218	\$1,218	\$1,218	\$1,218	\$1,218	\$1,218
Benefits	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539	\$2,539
Advertising & Promotions	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250
Direct Mail	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400
Sales Materials	\$0	\$0	\$0	\$0	\$0	\$232	\$348	\$349	\$350	\$466	\$468	\$469
Support Materials	\$0	\$0	\$0	\$0	\$0	\$116	\$174	\$174	\$175	\$233	\$234	\$234
Graphic Design	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Office Supplies/Postage	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125
Training & Seminars	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Travel & Entertainment	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Miscellaneous	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750
Total Sales & Marketing Expenses	\$12,456	\$12,456	\$12,456	\$15,351	\$15,351	\$15,699	\$15,873	\$15,875	\$15,876	\$16,051	\$16,053	\$16,054
Total Sales & Marketing Expense Allocation	\$12,456	\$12,456	\$12,456	\$15,351	\$15,351	\$15,699	\$15,873	\$15,875	\$15,876	\$16,051	\$16,053	\$16,054

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Sales and Marketing Variables

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Sales and Marketing Employees and Contractors												
Marketing and Sales Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Sales Clerks	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
In-House Field Representatives	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Field Representatives	0.00	0.00	0.00	0.00	0.00	0.00	6.00	6.00	6.00	8.00	8.00	8.00
Total Sales and Marketing Employees and Contractors	1.50	1.50	1.50	1.50	1.50	1.50	7.50	7.50	7.50	9.50	9.50	9.50
Sales and Marketing Employees and Contractors												
Marketing and Sales Manager	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958	\$3,958
Sales Clerks	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021	\$1,021
In-House Field Representatives	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Contract Field Representatives	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Sales and Marketing Salary & Wages	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979	\$4,979
Vehicles	0	0	0	0	0	0	0	0	0	0	0	0

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Field & Technical Expenses - Residential

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Salaries - Technical	\$12,292	\$12,292	\$12,292	\$12,292	\$23,000	\$28,083	\$28,083	\$28,083	\$33,167	\$27,583	\$33,167	\$55,750
Payroll Taxes	\$2,005	\$2,005	\$2,005	\$2,005	\$3,751	\$4,580	\$4,580	\$4,580	\$5,409	\$4,499	\$5,409	\$9,093
Benefits	\$6,269	\$6,269	\$6,269	\$6,269	\$11,730	\$14,323	\$14,323	\$14,323	\$16,915	\$14,068	\$16,915	\$28,433
Pole Rental	\$0	\$0	\$0	\$0	\$0	\$158	\$395	\$632	\$869	\$1,185	\$1,501	\$1,817
Plant Repairs & Maintenance	\$0	\$0	\$0	\$0	\$0	\$120	\$300	\$480	\$660	\$900	\$1,140	\$1,380
Equipment Repairs & Maintenance	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350
Converter Maintenance	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350
Vehicle Expense	\$1,188	\$1,188	\$1,188	\$1,188	\$2,850	\$3,800	\$3,800	\$3,800	\$4,750	\$4,750	\$4,750	\$5,700
Mobile Communications	\$938	\$938	\$938	\$938	\$2,250	\$3,000	\$3,000	\$3,000	\$3,750	\$3,750	\$3,750	\$4,500
Supplies - Technical, Engineering, Drafting, etc.	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Training & Seminars	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Tools & Equipment	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Utilities - Power Supplies	\$0	\$0	\$0	\$0	\$0	\$200	\$500	\$800	\$1,100	\$1,500	\$1,900	\$2,300
Utilities - Headend	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800
Property Damage	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75
Uniforms	\$63	\$63	\$63	\$63	\$150	\$200	\$200	\$200	\$250	\$250	\$250	\$300
Office Supplies	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125
Miscellaneous	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350
Total Field & Technical Expenses	\$25,303	\$25,303	\$25,303	\$25,303	\$46,281	\$57,014	\$57,731	\$58,448	\$69,420	\$61,035	\$71,333	\$111,823
Total Field & Technical Expense Allocation	\$25,303	\$25,303	\$25,303	\$25,303	\$46,281	\$57,014	\$57,731	\$58,448	\$69,420	\$61,035	\$71,333	\$111,823

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Field & Technical Variables

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Field & Technical Employees and Contractors												
Technical Manager (s)	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Headend Technicians	0.00	0.00	0.00	0.00	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
Construction Manager/Plant Manager	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
Broadband Service Technicians	0.00	0.00	0.00	0.00	1.00	2.00	2.00	2.00	3.00	3.00	3.00	4.00
Telecom Service Technicians	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Installer/Service Technician	0.00	0.00	0.00	0.00	1.00	2.00	2.00	2.00	3.00	3.00	3.00	4.00
High Speed Data Technician	0.00	0.00	0.00	1.00	1.00	2.00	2.00	2.00	2.00	2.00	2.00	3.00
Contract Installers	0.00	0.00	0.00	0.00	0.00	0.00	7.00	7.00	7.00	10.00	10.00	10.00
Total Field & Technical Employees and Contractors	2.50	2.50	2.50	3.50	7.00	10.00	17.00	17.00	19.00	22.00	22.00	25.00
Field & Technical Salary & Wages & Bonus												
Technical Manager (s)	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$15,417
Headend Technicians	\$0	\$0	\$0	\$0	\$5,625	\$5,625	\$5,625	\$5,625	\$5,625	\$5,625	\$5,625	\$13,125
Construction Manager/Plant Manager	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875	\$6,875
Broadband Service Technicians	\$0	\$0	\$0	\$0	\$2,792	\$5,583	\$5,583	\$5,583	\$8,375	\$2,792	\$8,375	\$11,167
Telecom Service Technicians	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Installer/Service Technician	\$0	\$0	\$0	\$0	\$2,292	\$4,583	\$4,583	\$4,583	\$6,875	\$6,875	\$6,875	\$9,167
High Speed Data Technician	\$0	\$0	\$0	\$2,708	\$2,708	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$8,125
Total Field & Technical Salary & Wages	\$12,292	\$12,292	\$12,292	\$12,292	\$23,000	\$28,083	\$28,083	\$28,083	\$33,167	\$27,583	\$33,167	\$55,750
High Speed Data Salary & Wages	\$0	\$0	\$0	\$2,708	\$2,708	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$8,125
Vehicles - Field & Technical												
Vehicles - Field & Technical	3	3	3	3	6	8	8	8	10	10	10	12
Vehicles - High Speed Data												
Vehicles - High Speed Data	0	0	0	1	1	2	2	2	2	2	2	3
Attributable Technical Salary & Wage Expenses												
Cable Services Salary & Wages Allocated	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Telecom Salary & Wages Allocated to Cable Services	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	88.12%	75.01%	69.39%	69.39%	68.18%	67.41%
Additional Allocation - 1	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Additional Allocation - 2	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Salaries & Wages	\$15,833	\$15,833	\$18,958	\$18,958	\$18,958	\$25,208	\$27,292	\$27,292	\$29,375	\$29,375	\$29,375	\$51,875
Payroll Taxes	\$2,582	\$2,582	\$3,092	\$3,092	\$3,092	\$4,111	\$4,451	\$4,451	\$4,791	\$4,791	\$4,791	\$8,461
Benefits	\$8,075	\$8,075	\$9,669	\$9,669	\$9,669	\$12,856	\$13,919	\$13,919	\$14,981	\$14,981	\$14,981	\$26,456
Contract Labor	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Consulting	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Vehicle Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel & Entertainment	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Training & Seminars	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Bank Charges	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75
Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Contributions	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Bad Debt	\$0	\$0	\$0	\$0	\$0	\$261	\$915	\$1,700	\$2,484	\$3,399	\$4,445	\$5,491
Uniforms	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750
Utilities	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Postage	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Copyright Fees	\$0	\$0	\$0	\$0	\$0	\$3	\$10	\$18	\$27	\$36	\$47	\$59
Franchise Fees	\$0	\$0	\$0	\$0	\$0	\$589	\$2,061	\$3,828	\$5,595	\$7,656	\$10,012	\$12,367
FCC Regulatory Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Tax	\$0	\$0	\$0	\$0	\$0	\$707	\$2,473	\$4,594	\$6,714	\$9,187	\$12,014	\$14,841
Billing Service	\$0	\$0	\$0	\$0	\$0	\$463	\$1,621	\$3,011	\$4,401	\$6,022	\$7,875	\$9,728
Answering Service	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350
Dues & Subscriptions	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Rent	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Telecommunications	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Office Supplies	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350
Repair & Maint.	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125
Office Equipment	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Subs/Research	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35
Taxes & Licenses	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Accounting	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Legal	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Property Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Janitorial Services	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Computer Repair	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$175
Miscellaneous	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Telecom Allocation	\$0	\$0	\$0	\$0	\$0	\$0	(\$7,382)	(\$6,284)	(\$5,813)	(\$8,933)	(\$8,777)	(\$8,678)
Management Entity Allocation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total G & A Expenses	\$34,951	\$34,951	\$40,179	\$40,179	\$40,179	\$52,659	\$53,820	\$60,988	\$71,014	\$74,975	\$83,224	\$129,060
Total G & A Expense Allocation	\$34,951	\$34,951	\$40,179	\$40,179	\$40,179	\$52,659	\$53,820	\$60,988	\$71,014	\$74,975	\$83,224	\$129,060

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

G & A Variables

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
G & A Employees												
General Managers	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Office Manager	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
MIS Director	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Accountant	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Customer Service Representatives	0.00	0.00	0.00	0.00	0.00	3.00	4.00	4.00	5.00	5.00	5.00	5.00
Support Staff	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
Total G & A Employees	5.00	5.00	5.00	5.00	5.00	8.00	9.00	9.00	10.00	10.00	10.00	10.00
G & A Salary & Wages												
General Managers	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250	\$6,250	\$28,750
Office Manager	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750	\$3,750
MIS Director	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583	\$4,583
Accountant	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250
Customer Service Representatives	\$0	\$0	\$0	\$0	\$0	\$6,250	\$8,333	\$8,333	\$10,417	\$10,417	\$10,417	\$10,417
Support Staff	\$0	\$0	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125
Total G & A Salary & Wages	\$15,833	\$15,833	\$18,958	\$18,958	\$18,958	\$25,208	\$27,292	\$27,292	\$29,375	\$29,375	\$29,375	\$51,875
Vehicles	1	1	1	1	1	1	1	1	1	1	1	1

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Programming & Related Exp. - Residential

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Limited Basic Service	\$0	\$0	\$0	\$0	\$0	\$153	\$535	\$994	\$1,452	\$1,987	\$2,599	\$3,210
Standard Basic Service	\$0	\$0	\$0	\$0	\$0	\$2,911	\$10,188	\$18,920	\$27,653	\$37,840	\$49,483	\$61,127
Pay Programming	\$0	\$0	\$0	\$0	\$0	\$1,223	\$4,282	\$7,952	\$11,623	\$15,905	\$20,799	\$25,693
PPV Programming	\$0	\$0	\$0	\$0	\$0	\$278	\$973	\$1,807	\$2,641	\$3,613	\$4,725	\$5,837
Guide Channels	\$0	\$0	\$0	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Total Programming Expense	\$0	\$0	\$0	\$250	\$250	\$4,815	\$16,228	\$29,923	\$43,618	\$59,596	\$77,856	\$96,117

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Capital Expenditures

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Strand Mapping, Permitting, Engineering and Design	\$288,836	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Project Consulting	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500	\$17,500
Aerial Make Ready Engineering	\$0	\$0	\$0	\$0	\$0	\$2,921	\$4,381	\$4,381	\$4,381	\$5,841	\$5,841	\$5,841
Aerial Make Ready	\$0	\$0	\$0	\$0	\$0	\$31,605	\$47,407	\$47,407	\$47,407	\$63,210	\$63,210	\$63,210
Aerial Strand Labor	\$0	\$0	\$0	\$0	\$0	\$14,603	\$21,904	\$21,904	\$21,904	\$29,206	\$29,206	\$29,206
Aerial Strand, Hardware & Materials	\$0	\$0	\$0	\$0	\$0	\$14,368	\$21,553	\$21,553	\$21,553	\$28,737	\$28,737	\$28,737
Wave7 Optical Cores and Taps	\$0	\$0	\$0	\$0	\$0	\$470,599	\$705,899	\$705,899	\$705,899	\$941,198	\$941,198	\$941,198
Fiber Cable	\$0	\$0	\$0	\$0	\$0	\$84,110	\$126,166	\$126,166	\$126,166	\$168,221	\$168,221	\$168,221
Fiber Labor	\$0	\$0	\$0	\$0	\$0	\$54,912	\$82,368	\$82,368	\$82,368	\$109,824	\$109,824	\$109,824
Underground Plant Labor	\$0	\$0	\$0	\$0	\$0	\$303,418	\$455,127	\$455,127	\$455,127	\$606,836	\$606,836	\$606,836
Fiber Splicing	\$0	\$0	\$0	\$0	\$0	\$62,865	\$94,298	\$94,298	\$94,298	\$125,730	\$125,730	\$125,730
Customer Premise Install Labor & Materials - Residential	\$0	\$0	\$0	\$0	\$0	\$137,199	\$205,799	\$205,799	\$205,799	\$274,399	\$274,399	\$274,399
Customer Premise Install Labor & Materials - Commercial	\$0	\$0	\$0	\$0	\$0	\$0	\$3,146	\$19,503	\$8,493	\$11,325	\$11,325	\$11,325
Headend Video Electronics	\$0	\$0	\$0	\$0	\$2,008,679	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Headend Building, Tower & Generator	\$0	\$0	\$0	\$0	\$669,180	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Digital Headend Equipment	\$0	\$0	\$0	\$0	\$498,254	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Headend Optoelectronics	\$0	\$0	\$0	\$0	\$2,199,002	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hotel/Motel Rewiring - Labor & Materials	\$0	\$0	\$0	\$0	\$0	\$22,908	\$34,362	\$34,362	\$34,362	\$45,816	\$45,816	\$45,816
Customer Premise Equipment	\$0	\$0	\$0	\$0	\$0	\$6,221	\$9,332	\$9,332	\$9,332	\$12,443	\$12,443	\$12,443
Digital Customer Premise Equipment	\$0	\$0	\$0	\$0	\$0	\$137,886	\$206,829	\$206,829	\$206,829	\$275,772	\$275,772	\$275,772
Telephone Switch & Data Equipment	\$0	\$0	\$0	\$0	\$1,381,788	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Wave7 Customer Premise - Residential	\$0	\$0	\$0	\$0	\$0	\$478,055	\$717,083	\$717,083	\$717,083	\$956,111	\$956,111	\$956,111
Wave7 Customer Premise - Commercial	\$0	\$0	\$0	\$0	\$0	\$0	\$84,692	\$276,259	\$135,357	\$180,475	\$180,475	\$180,475
High Speed Data Installation - Residential	\$0	\$0	\$0	\$0	\$0	\$5,328	\$8,687	\$9,730	\$10,772	\$14,479	\$15,869	\$17,259
High Speed Data Installation - Commercial	\$0	\$0	\$0	\$0	\$0	\$4,010	\$6,014	\$6,014	\$6,014	\$8,019	\$8,019	\$8,019
Office Building, Land, Studio, Furniture & Office Equipment	\$0	\$0	\$30,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Computer Equipment & Billing System Software	\$0	\$0	\$45,000	\$110,000	\$30,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Marketing & Sales - Video	\$0	\$0	\$0	\$0	\$0	\$24,089	\$36,133	\$36,133	\$36,133	\$48,178	\$48,178	\$48,178
Marketing & Sales - Data	\$0	\$0	\$0	\$0	\$0	\$4,788	\$7,579	\$8,175	\$8,771	\$11,760	\$12,555	\$13,349
Special Project Fund	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fusion Splicer and Splicing Equipment	\$0	\$0	\$0	\$60,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tools, Test Equipment and Spare Equipment	\$0	\$0	\$0	\$125,000	\$0	\$15,000	\$0	\$0	\$10,000	\$5,000	\$0	\$15,000
Vehicles and Mobile Communications	\$87,500	\$0	\$0	\$35,000	\$122,500	\$105,000	\$140,000	\$0	\$70,000	\$35,000	\$0	\$105,000
Total	\$393,836	\$17,500	\$92,500	\$347,500	\$6,926,903	\$1,997,386	\$3,036,259	\$3,105,822	\$3,035,547	\$3,975,079	\$3,937,263	\$4,059,447
Contingency	\$19,692	\$875	\$4,625	\$17,375	\$346,345	\$99,869	\$151,813	\$155,291	\$151,777	\$198,754	\$196,863	\$202,972
State Sales Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Capital Expenditures	\$413,528	\$18,375	\$97,125	\$364,875	\$7,273,248	\$2,097,255	\$3,188,072	\$3,261,113	\$3,187,325	\$4,173,833	\$4,134,126	\$4,262,419
Total Capital Expenditures to Date	\$413,528	\$431,903	\$529,028	\$893,903	\$8,167,151	\$10,264,406	\$13,452,478	\$16,713,590	\$19,900,915	\$24,074,748	\$28,208,874	\$32,471,293

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Plant Statistics

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Total Plant Miles to Construct												
Tri-Cities, Illinois	443.00	443.00	443.00	443.00	443.00	423.00	393.00	363.00	333.00	293.00	253.00	213.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Plant Miles to Construct	443.00	443.00	443.00	443.00	443.00	423.00	393.00	363.00	333.00	293.00	253.00	213.00
Residential Plant Miles - Constructed												
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	20.00	30.00	30.00	30.00	40.00	40.00	40.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Residential Plant Miles - Constructed	0.00	0.00	0.00	0.00	0.00	20.00	30.00	30.00	30.00	40.00	40.00	40.00
Residential Plant Miles - End												
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	20.00	50.00	80.00	110.00	150.00	190.00	230.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Residential Plant Miles - End	0.00	0.00	0.00	0.00	0.00	20.00	50.00	80.00	110.00	150.00	190.00	230.00

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Plant Statistics (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Commercial Plant Miles - Begin												
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Commercial Plant Miles - Begin	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Commercial Plant Miles - Constructed												
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Commercial Plant Miles - Constructed	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Commercial Plant Miles - End												
Tri-Cities, Illinois	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Commercial Plant Miles - End	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Plant Miles												
Total Plant Miles - Begin	0.00	0.00	0.00	0.00	0.00	0.00	20.00	50.00	80.00	110.00	150.00	190.00
Total Plant Miles - Constructed	0.00	0.00	0.00	0.00	0.00	20.00	30.00	30.00	30.00	40.00	40.00	40.00
Total Plant Miles - End	0.00	0.00	0.00	0.00	0.00	20.00	50.00	80.00	110.00	150.00	190.00	230.00
Total Construction Footage	0	0	0	0	0	105,600	158,400	158,400	158,400	211,200	211,200	211,200
% of Outside Plant - Aerial	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
% of Outside Plant - Underground	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Aerial Construction Footage	0	0	0	0	0	41,723	62,584	62,584	62,584	83,445	83,445	83,445
Underground Construction Footage	0	0	0	0	0	63,877	95,816	95,816	95,816	127,755	127,755	127,755

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Homes and Customers Per Mile

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Residential Homes Passed Per Mile												
Tri-Cities, Illinois	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34	64.34
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Average Homes Passed Per Mile	0.00	0.00	0.00	0.00	0.00	0.00	64.34	64.34	64.34	64.34	64.34	64.34
Customers Per Mile	0.00	0.00	0.00	0.00	0.00	0.00	23.16	23.16	23.16	23.16	23.16	23.16
Commercial Units Passed Per Mile												
Tri-Cities, Illinois	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96	9.96
Phase II Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Phase III Service Area	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Active Commercial Units Pass/Mile	0.00	0.00	0.00	0.00	0.00	0.00	0.50	0.50	0.50	0.50	0.50	0.50

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Homes Passed - Customers

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Add Serviceable Homes Passed Total & by Franchise Area												
Begin Homes Passed	0	0	0	0	0	0	1,287	3,217	5,147	7,077	9,651	12,225
Tri-Cities, Illinois	0	0	0	0	0	1,287	1,930	1,930	1,930	2,574	2,574	2,574
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total Add Serviceable Homes Passed	0	0	0	0	0	1,287	1,930	1,930	1,930	2,574	2,574	2,574
End Homes Passed	0	0	0	0	0	1,287	3,217	5,147	7,077	9,651	12,225	14,798
Total Potential Homes Passed by Franchise Area												
Tri-Cities, Illinois	0	0	0	0	0	1,287	3,217	5,147	7,077	9,651	12,225	14,798
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
End Homes Passed	0	0	0	0	0	1,287	3,217	5,147	7,077	9,651	12,225	14,798

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Homes Passed - Customers (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
End Customers by Franchise Area												
Tri-Cities, Illinois	0	0	0	0	0	463	1,158	1,853	2,548	3,474	4,401	5,327
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total Customers	0	0	0	0	0	463	1,158	1,853	2,548	3,474	4,401	5,327
Average Customers by Franchise Area												
Tri-Cities, Illinois	0	0	0	0	0	232	811	1,506	2,200	3,011	3,938	4,864
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total Average Customers	0	0	0	0	0	232	811	1,506	2,200	3,011	3,938	4,864

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Average Customers Percentage by Franchise Area												
Tri-Cities, Illinois	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Phase II Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Phase III Service Area	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
New Plant Extensions Homes Constructed												
Tri-Cities, Illinois	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Phase II Service Area	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Phase III Service Area	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Video Service Penetration - New Construction All	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%
Video Service Penetration - Overall	0.0%	0.0%	0.0%	0.0%	0.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%	36.0%

Tri-Cities, Illinois FTTH/FTTB Broadband Financial Projections - Base Case 2002

Homes Passed - Customers (Cont.)

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
New Construction Video Service Installs												
Tri-Cities, Illinois	0	0	0	0	0	463	695	695	695	926	926	926
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total New Construction Video Service Installs	0	0	0	0	0	463	695	695	695	926	926	926

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
Video Services Reconnects												
Tri-Cities, Illinois	0	0	0	0	0	0	1	3	5	6	9	11
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total Basic Video Service Reconnects	0	0	0	0	0	0	1	3	5	6	9	11
Video Services Disconnects												
Tri-Cities, Illinois	0	0	0	0	0	0	1	3	5	6	9	11
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Total Basic Video Service Disconnects	0	0	0	0	0	0	1	3	5	6	9	11
Video Service Customers												
Begin Basic Video Service Customers	0	0	0	0	0	0	463	1,158	1,853	2,548	3,474	4,401
Net Add Basic Video Service Customers	0	0	0	0	0	463	695	695	695	926	926	926
End Basic Video Service Customers	0	0	0	0	0	463	1,158	1,853	2,548	3,474	4,401	5,327
Average Basic Video Service Customers	0	0	0	0	0	232	811	1,506	2,200	3,011	3,938	4,864

	<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>	<u>Month 4</u>	<u>Month 5</u>	<u>Month 6</u>	<u>Month 7</u>	<u>Month 8</u>	<u>Month 9</u>	<u>Month 10</u>	<u>Month 11</u>	<u>Month 12</u>
High Speed Data Customers												
Begin High Speed Data Customers	0	0	0	0	0	0	61	159	269	390	553	730
Add High Speed Data Customers	0	0	0	0	0	61	99	111	123	165	181	197
High Speed Data Disconnects	0	0	0	0	0	0	1	1	2	3	4	5
End High Speed Data Customers	0	0	0	0	0	61	159	269	390	553	730	923
Average High Speed Data Customers	0	0	0	0	0	30	110	214	329	471	642	827
High Speed Data Penetration to Homes Passed	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	4.94%	5.22%	5.51%	5.73%	5.98%	6.24%
High Speed Data Penetration to Subscribers	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	13.74%	14.51%	15.31%	15.91%	16.60%	17.33%
Commercial Customers Passed												
Begin Commercial Units Passed	0	0	0	0	0	0	199	498	797	1,096	1,494	1,892
Tri-Cities, Illinois	0	0	0	0	0	199	299	299	299	398	398	398
Phase II Service Area	0	0	0	0	0	0	0	0	0	0	0	0
Phase III Service Area	0	0	0	0	0	0	0	0	0	0	0	0
End Commercial Units Passed	0	0	0	0	0	199	498	797	1,096	1,494	1,892	2,291
Total Add Commercial Unites Passed	0	0	0	0	0	199	299	299	299	398	398	398
Video Service Penetration - Commercial Units	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Begin Commercial Unit Video Customers	0	0	0	0	0	0	10	25	40	55	75	95
Commercial Units Video Added Customers	0	0	0	0	0	10	15	15	15	20	20	20
Ending Commercial Video Units Customers	0	0	0	0	0	10	25	40	55	75	95	115
Average Commercial Video Units	0	0	0	0	0	5	17	32	47	65	85	105
Average Commercial Video Penetration to Units Passed	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.5%	4.1%	4.3%	4.3%	4.5%	4.6%
Average FCC Equivalent Commercial Units	0	0	0	0	0	1	4	7	10	14	18	22
Total Average Equivalent Video Customers	0	0	0	0	0	233	814	1,512	2,210	3,025	3,956	4,886