

**CONFIDENTIAL AND PROPRIETARY INFORMATION SUBJECT TO A  
REQUEST FOR CONFIDENTIALITY**

**WideOpenWest Illinois, LLC  
Application for State-Issued  
Authorization to Provide Cable Service  
Affidavit of Kelvin Fee  
Exhibit 2**

- (a) Present Cable Operations
- (b) Proposed Construction Budget and Plans
- (c) Biographical Information for Key Personnel

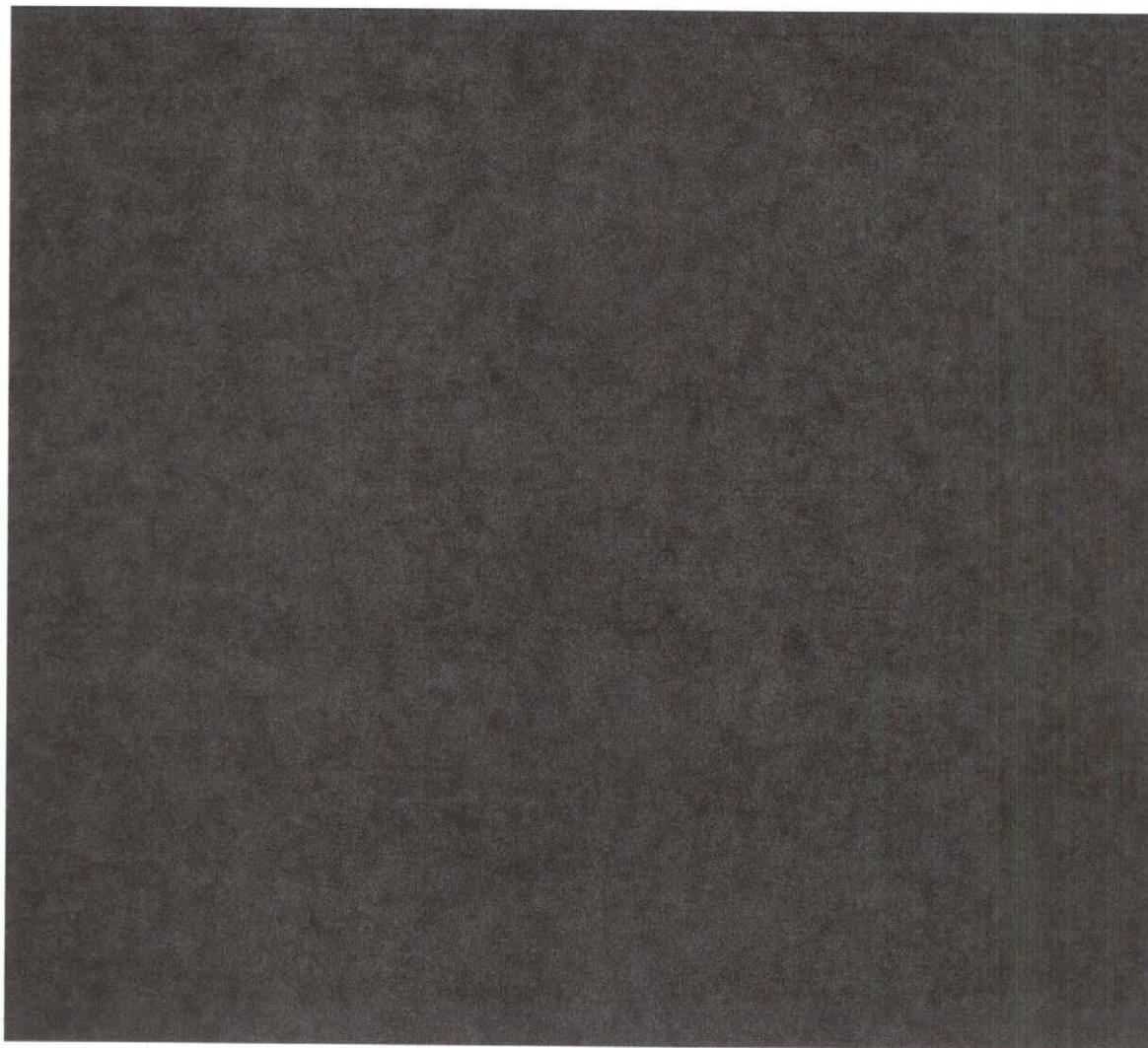
**PUBLIC  
VERSION**



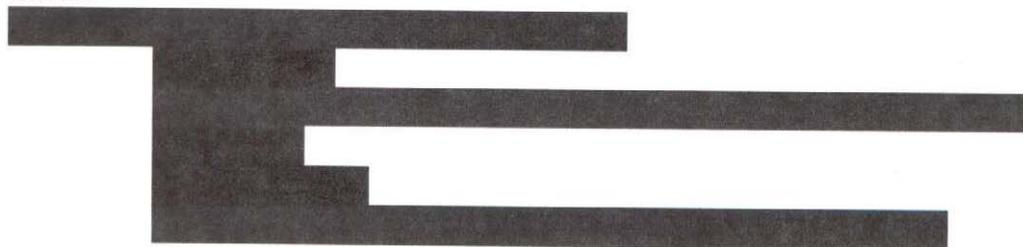
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Plant/Fiber Miles

Category	Statistic
Coax	[REDACTED]
Fiber	[REDACTED]
Nodes	[REDACTED]
Power Supplies	[REDACTED]



Offices



Current Illinois Employees

Department	Employee Count
Installation/Repair	
Preventive Maintenance	
Headend	
Construction	
Admin/Other	
Dispatch	
IT/NOC	
Total	

Connects/Disconnects/Service Calls:

[Redacted]

[Redacted]

Construction

[Redacted]

[Redacted]

[REDACTED]

**Architecture**

**System Specifications in current franchises**

[REDACTED]

[REDACTED]

Construction Department members who will drive the [REDACTED] construction project include:

**Tom Jebens**  
Senior Construction Manager, Illinois

[REDACTED]

[REDACTED]

[REDACTED]

**Jesus Martinez**  
Construction Engineer

[REDACTED]

[REDACTED]

**Chris Naylor**  
Fiber Specialist Technician, Illinois

[REDACTED]

[REDACTED]

**Darrell Schmitz**  
Director of Business Operations

[REDACTED]

[REDACTED]

[REDACTED]

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XXXXXXXX

**Construction**

<i>Footage</i>	<i>Aerial/UG</i>	<i>Miles</i>	<i>Per Mile Cost</i>	<i>Total</i>
	Aerial			
	Design/Wlk out			
	Permits			
	UG			
	Design/Wlk out			
	Permits			

XXXXXXXX Summary - Approved Budget  
Construction Material  
Construction Labor  
Installation/Customer Capital

**Fiber Backbone**

<i>Footage</i>	<i>Aerial/UG</i>	<i>Miles</i>	<i>Per Mile Cost</i>	<i>Total</i>
	Aerial			
	UG			

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**Total**

**HeadEnd**

**Total**

**Grand Total**

**Homes Past  
Total Nodes  
Cost per Home**

WideOpenWest

Joint Trench Payback Analysis  
Three Year Projections

PUBLIC VERSION

Property Name:  
Total lots at Year 3:  
Miles of Plant:  
Homes per Mile:  
Cost Per HP/ Mile:  
Incremental Capex per customer:  
Marketing Cost Per Acquisition:  
Type of Development:  
Total construction cost:

Exit Multiple  
Average Penetration:  
Avg Monthly Revenue:  
Average Churn :  
Cost/Sub/Programming:  
Cost/Sub/Cust Service:  
Cost/Sub/Technical:  
Churn Capex %

IRR	Year 1

	<i>Projected</i>								
	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9
% Cumul. Homes Built									
Homes Passed									
Subscribers									
Penetration									
Revenues									
Programming									
Customer Service									
Technical									
Mkt Sales & A&P									
Operating Cash Flow									
Operating Margin									
OCF Growth									
Capital Expenditures									
Free Cash Flow									
Ratio FCF/OCF									

**NOTE: Regional Variables in Blue. ONLY CHANGE CELLS LISTED IN BLUE.**

03/22/10  
02:26 PM

YTD Connects

Year 2	Year 3	Terminal

Category	#	Take %	
HSD			Total budgeted marketing/AP costs
Digital			
Remote			Total cost per budgeted connect
Install			
Sub Total Capex per customer			Churn Cost over 36 months
Churn Capex over 36 months			
<hr/>			<hr/>
Total Capex per customer w/churn			Total cost per customer

Q10	Q11	Q12

Construction Months:		3	6	9	12	15	18	21	24	27
Type	Months	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9
Condo										
SDU										
Apartment										
Mobile Home										
Extension										

Level cell completely blank above if the penetration 0%

	Sell In	Dir Exp
Video		
HSD		
Phone		

**PUBLIC VERSION**

End Subs            Avg Subs  
Dec-02  
Jan-03  
Feb-03  
Mar-03  
Apr-03  
May-03  
Jun-03  
Jul-03  
Aug-03  
Sep-03

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30	33	36	Churn	3 yr
Q10	Q11	Q12	Months	Churn

**Colleen Abdoulah**  
**President and Chief Executive Officer**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**Steven Cochran**  
**Chief Operating Officer and Chief Financial Officer**

[REDACTED]

[REDACTED]

**Kelvin Fee**  
**Senior Vice President and General Manager, Illinois**

[REDACTED]

[REDACTED]

[REDACTED]

Cash Hagen  
Chief Technical Officer

[REDACTED]

[REDACTED]

[REDACTED]