

- 1931 Buildings LIT =====> 690,000,000 SQFT
- 1931 Buildings LIT=====> \$24,000,000.00
- TOTAL BUILDINGS 7811:
  - ON NET 1931/7811=====> 24.72%
  - CO-LO 3365/7811=====> 43.08%
  - TAIL 2515/7811=====> 32.19%
- 36 BUILDINGS =====> 100%

### ***EXPLODE NUMBERS!!!***

- What will the revenue and Sqft totals be for 75 U.S. AND 25 INT'L CITIES?
- This means that ON NET avg revenue per building is going to be: \$ XX
- Cost of 36 Buildings is \$XX,XXX
- Cost of 75+25 Buildings is \$XX,XXX
- AVERAGE REVENUE PER \$ COST = X

### **Phase 5 COST OF NEW INFRASTRUCTURE FOR 16 BUILDINGS**

- Cost is \$ XX,XXX
- Lost revenue for install lag will be reduced
- of MCR back log could be installed sooner

### **Phase 6 UPSIDE**

- If you spend \$ xx,xxx for Tommy's cabling infrastructure ===> then you have:
  - X # of TENANTS
  - X # of FLOOR SPACE (BUILDINGS)
  - X # of CIRCUITS
  - X # of DIALTONES
  - X # of LONG DISTANCE CONNECTIONS
  - X # of INTERNET CONNECTIONS
  - X # of CONTENT
- @ THE END OF THE DAY "UTOPIA" REPRESENTS X BILLION \$\$ IN REVENUES.
- RISER \$ XX,XXX PER MONTH