

UTOPIA Fiber Optics Network

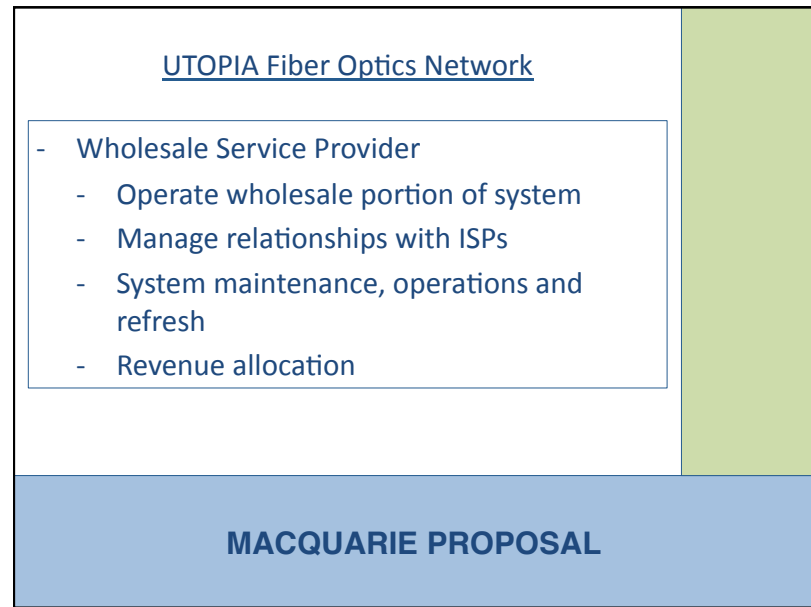
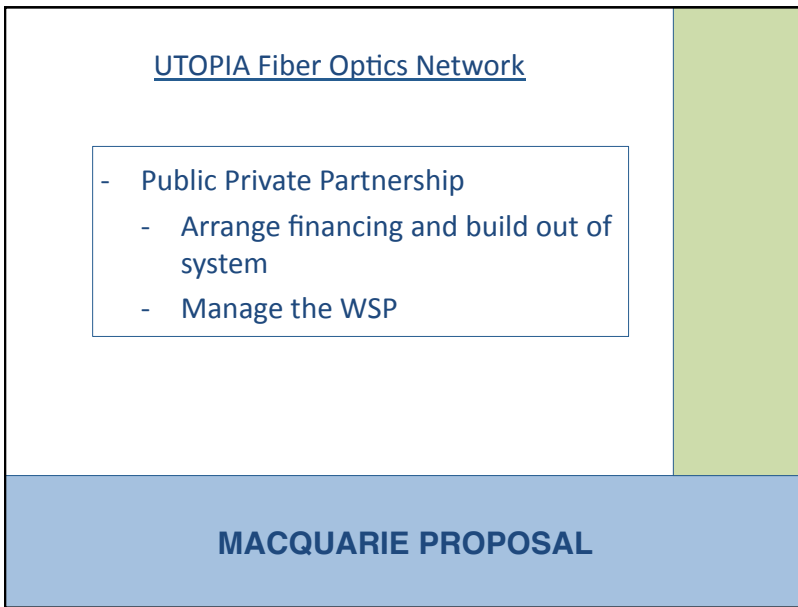
- Agencies (Cities)
- Macquarie
- Public Private Partnership (PPP)
- Wholesale Service Provider (WSP)
- Internet Service Provider (ISP)
- Customers

MACQUARIE PROPOSAL

UTOPIA Fiber Optics Network

- Agencies (Cities)
 - Pay the PPP \$18-20 per address
 - Not operate or manage system

MACQUARIE PROPOSAL



UTOPIA Fiber Optics Network

- Internet Service Provider
 - Customer sales and support
 - Provide basic internet free of charge
 - Provide premium internet service
 - Provide internet TV and phone service

MACQUARIE PROPOSAL

Questions

- What is the highest priority and best use of city fees taxes?
- What are the risks?
- Will revenue stream be sufficient to cover debt and utility fee?

MACQUARIE PROPOSAL

Options

1. Discontinue operations
2. Sell assets
3. Status Quo
4. Lease or contract out to third party
5. Impose fee and continue build out

MACQUARIE PROPOSAL