**Definitions**

**Anchor Tenant** Starting Monthly Rent (revenue) = Monthly rent received from first customer on site

**Anchor Tenant** Annual Escalator (revenue) = Rent percentage increase year over year

Ground Lease Rent OPEX = Monthly rent paid to landowner by Vertical Bridge

Ground Lease Rent Escalator OPEX = Rent percentage increase year over year

Capex = Cost to build site

**Additional Tenant** = Additional customers on sites built for anchor tenant

**Additional Tenant** completion year = year additional tenant joined the site

Assume all dates are January 1st of their respective year

**Assignment**

1. Using provided data, stack rank sites without **Additional Tenants** for **Additional Tenant** opportunities (lease up potential)

* Group into two main categories (explain methodology & data used)
  + High lease up Potential
  + Low Lease up potential
* Break down into further sub-categories where insights/data can be supported

1. Using provided data, produce the Pay Back period for used CAPEX

* Group sites into following Categories
  + 1-5 years Pay Back
  + 5-10 years Pay Back
  + 10+ years Pay Back

**Output of Analysis**

* Excel tables/graphs or
* PowerBI (preferred)