

Appendix E

Estimated Impact of Proposed T-Mobile/Sprint Merger on Colorado Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 531 retail jobs in Colorado.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in Colorado that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Colorado.

U.S. Census-defined urban area	Number of existing stores ³	Projected store closures	Projected retail jobs lost (net)
Denver-Aurora, CO	255	80	-372
Colorado Springs, CO	54	13	-70
Fort Collins, CO	16	4	-23
Pueblo, CO	17	5	-19
Greeley, CO	12	4	-17
Grand Junction, CO	8	2	-11
Boulder, CO	4	1	-5
Other cities in the state	28	3	-14
TOTAL FOR THE STATE	394	112	-531

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store⁵ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁶

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Colorado does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
2. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. See *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
3. CWA analysis of store location data collected from the T-Mobile, Sprint, MetroPCS, and Boost Mobile websites in April and May 2018.
4. The T-Mobile and urban area population regression has an R-squared of 0.98. The MetroPCS and urban area population regression has an R-squared of 0.92. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf

5. Based on assumptions by New Street Research, *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018.

6. T-Mobile and Sprint average from New Street Research *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018. MetroPCS and Boost Mobile average is CWA estimate from press coverage on store openings such as: <https://patch.com/florida/newportrichey/talk-time-store-opens-new-tampa-bay-location>
https://www.mlive.com/business/west-michigan/index.ssf/2012/07/boost_mobile_to_open_location.html

Estimated Impact of Proposed T-Mobile/Sprint Merger on Florida Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 3,157 retail jobs in Florida.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in Florida and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Florida.

U.S. Census-defined urban area	Number of existing stores in Florida ³	Projected store closures in Florida	Projected retail jobs lost (net) in Florida
Miami, FL	839	267	-1,087
Tampa-St. Petersburg, FL	331	100	-384
Orlando, FL	214	82	-341
Jacksonville, FL	146	52	-191
Cape Coral, FL	72	28	-113
Sarasota-Bradenton, FL	78	34	-111
Gainesville, FL	31	18	-99
Palm Coast-Daytona Beach-Port Orange, FL	39	16	-75
Port St. Lucie, FL	53	18	-67
Leesburg-Eustis-Tavares, FL	26	15	-59
Palm Bay-Melbourne, FL	49	16	-58
Kissimmee, FL	46	17	-57
Winter Haven, FL	34	13	-56
Lakeland, FL	39	15	-51
Ocala, FL	28	13	-50
Bonita Springs, FL	38	12	-44
Deltona, FL	26	11	-38
Pensacola, FL-AL	34	11	-31
North Port-Port Charlotte, FL	18	5	-28
Fort Walton Beach-Navarre-Wright, FL	11	3	-18
Lady Lake-The Villages, FL	10	3	-16
Panama City, FL	13	5	-16
Sebastian-Vero Beach South-Florida Ridge, FL	15	4	-11
Tallahassee, FL	20	4	-10
Spring Hill, FL	19	3	-6

Other cities in the state	157	43	-140
TOTAL FOR THE STATE	2,386	807	-3,157

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store⁵ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁶

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Florida does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
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3. CWA analysis of store location data collected from the T-Mobile, Sprint, MetroPCS, and Boost Mobile websites in April and May 2018.
4. The T-Mobile and urban area population regression has an R-squared of 0.98. The MetroPCS and urban area population regression has an R-squared of 0.92. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
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Estimated Impact of Proposed T-Mobile/Sprint Merger on Georgia Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 1,027 retail jobs in Georgia.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in Georgia and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Georgia.

U.S. Census-defined urban area	Number of existing stores in Georgia ³	Projected store closures in Georgia	Projected retail jobs lost (net) in Georgia
Atlanta, GA	577	180	-759
Savannah, GA	34	15	-59
Gainesville, GA	19	9	-36
Augusta-Richmond County, GA-SC	29	9	-36
Macon, GA	18	6	-22
Athens-Clarke County, GA	10	2	-11
Chattanooga, TN-GA	5	2	-8
Columbus, GA-AL	21	3	-8
Warner Robins, GA	10	1	-3
Other cities in the state	111	21	-85
TOTAL FOR THE STATE	834	248	-1,027

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss

figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store⁵ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁶

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Georgia does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf

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3. CWA analysis of store location data collected from the T-Mobile, Sprint, MetroPCS, and Boost Mobile websites in April and May 2018.

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https://www.mlive.com/business/west-michigan/index.ssf/2012/07/boost_mobile_to_open_location.html

Estimated Impact of Proposed T-Mobile/Sprint Merger on Maryland Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 520 retail jobs in Maryland.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in Maryland and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Maryland.

U.S. Census-defined urban area	Number of existing stores in Maryland ³	Projected store closures in Maryland	Projected retail jobs lost (net) in Maryland
Baltimore, MD	238	79	-258
Washington, DC-VA-MD	165	26	-110
Hagerstown, MD-WV-PA	16	9	-52
Waldorf, MD	11	4	-29
Frederick, MD	12	3	-18
Aberdeen-Bel Air South-Bel Air North, MD	13	3	-15
Salisbury, MD-DE	9	3	-11
Philadelphia, PA-NJ-DE-MD	4	38	-2
Other cities in the state	14	4	-25
TOTAL FOR THE STATE	482	169	-520

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss

figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store⁵ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁶

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Maryland does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
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https://www.mlive.com/business/west-michigan/index.ssf/2012/07/boost_mobile_to_open_location.html

Estimated Impact of Proposed T-Mobile/Sprint Merger on New York Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 1,705 retail jobs in New York.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in New York and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in New York.

U.S. Census-defined urban area	Number of existing stores in New York ³	Projected store closures in New York	Projected retail jobs lost (net) in New York
New York-Newark, NY-NJ-CT	1,311	386	-1,512
Buffalo, NY	84	18	-54
Albany-Schenectady, NY	51	12	-43
Rochester, NY	58	10	-21
Binghamton, NY-PA	14	4	-18
Utica, NY	7	1	-5
Syracuse, NY	29	2	-2
Other cities in the state	88	10	-50
TOTAL FOR THE STATE	1,642	443	-1,705

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss

figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store⁵ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁶

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

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Estimated Impact of Proposed T-Mobile/Sprint Merger on Pennsylvania Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 635 retail jobs in Pennsylvania.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in Pennsylvania and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Pennsylvania.

U.S. Census-defined urban area	Number of existing stores in Pennsylvania ³	Projected store closures in Pennsylvania	Projected retail jobs lost (net) in Pennsylvania
Philadelphia, PA-NJ-DE-MD	318	65	-194
Pittsburgh, PA	148	32	-107
Harrisburg, PA	43	13	-66
York, PA	23	8	-38
Lancaster, PA	28	6	-34
Allentown, PA-NJ	44	6	-24
Erie, PA	18	4	-21
Pottstown, PA	6	2	-13
Youngstown, OH-PA	5	2	-8
Reading, PA	20	3	-6
Scranton, PA	26	1	-3
Other cities in the state	92	26	-121
TOTAL FOR THE STATE	771	168	-635

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

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For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Pennsylvania does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
2. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. See *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
3. CWA analysis of store location data collected from the T-Mobile, Sprint, MetroPCS, and Boost Mobile websites in April and May 2018.

4. The T-Mobile and urban area population regression has an R-squared of 0.98. The MetroPCS and urban area population regression has an R-squared of 0.92. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf

5. Based on assumptions by New Street Research, *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018.

6. T-Mobile and Sprint average from New Street Research *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018. MetroPCS and Boost Mobile average is CWA estimate from press coverage on store openings such as: <https://patch.com/florida/newportrichey/talk-time-store-opens-new-tampa-bay-location>
https://www.mlive.com/business/west-michigan/index.ssf/2012/07/boost_mobile_to_open_location.html

Estimated Impact of Proposed T-Mobile/Sprint Merger on Rhode Island Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 111 retail jobs in Rhode Island.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in Rhode Island and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Rhode Island.

U.S. Census-defined urban area	Number of existing stores in Rhode Island ³	Projected store closures in Rhode Island	Projected retail jobs lost (net) in Rhode Island
Providence, RI-MA	99	25	-111
TOTAL FOR THE STATE	102	26	-111

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store⁵ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁶

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Rhode Island does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
2. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. See *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
3. CWA analysis of store location data collected from the T-Mobile, Sprint, MetroPCS, and Boost Mobile websites in April and May 2018.
4. The T-Mobile and urban area population regression has an R-squared of 0.98. The MetroPCS and urban area population regression has an R-squared of 0.92. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
5. Based on assumptions by New Street Research, *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018.
6. T-Mobile and Sprint average from New Street Research *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018. MetroPCS and Boost Mobile average is CWA estimate from press coverage on store

openings such as: <https://patch.com/florida/newportrichey/talk-time-store-opens-new-tampa-bay-location>
https://www.mlive.com/business/west-michigan/index.ssf/2012/07/boost_mobile_to_open_location.html

Estimated Impact of Proposed T-Mobile/Sprint Merger on Washington Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 497 retail jobs in Washington,¹ and 500 jobs from the elimination of headquarters administrative functions in the Seattle Urbanized Area.² Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.³

The table below lists U.S. Census-defined urban areas in Washington and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Washington.

U.S. Census-defined urban area	Number of existing stores in Washington ⁴	Projected store closures in Washington	Projected jobs lost (net) in Washington
Seattle, WA	236	41	-205
Spokane, WA	35	9	-53
Portland, OR-WA	34	6	-36
Bremerton, WA	16	5	-32
Olympia-Lacey, WA	18	5	-26
Marysville, WA	13	4	-24
Kennewick-Pasco, WA	18	4	-22
Yakima, WA	12	5	-14
Bellingham, WA	10	2	-7
Other cities in the state	55	17	-78
Total impact on retail	447	99	-497
Total impact, including headquarters jobs			-997*

* Includes 500 jobs at T-Mobile's headquarters in the Seattle, WA Urbanized Area.

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS'

store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁵

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store,⁶ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁷

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.⁸

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Washington does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf

2. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf

3. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. See *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
4. CWA analysis of store location data collected from the T-Mobile, Sprint, MetroPCS, and Boost Mobile websites in April and May 2018.
5. The T-Mobile and urban area population regression has an R-squared of 0.98. The MetroPCS and urban area population regression has an R-squared of 0.92. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
6. Based on assumptions by New Street Research, *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018.
7. T-Mobile and Sprint average from New Street Research *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios*. April 15, 2018. MetroPCS and Boost Mobile average is CWA estimate from press coverage on store openings such as: <https://patch.com/florida/newportrichey/talk-time-store-opens-new-tampa-bay-location>
https://www.mlive.com/business/west-michigan/index.ssf/2012/07/boost_mobile_to_open_location.html
8. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf

Estimated Impact of Proposed T-Mobile/Sprint Merger on Wisconsin Workers

Prepared by Communications Workers of America (CWA), October 2018

CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of 394 retail jobs in Wisconsin.¹ Nationally, CWA projects that the proposed T-Mobile/Sprint merger could result in the loss of more than 30,000 jobs - 25,500 from the elimination of overlapping retail stores and 4,500 from the elimination of headquarters administrative functions.²

The table below lists U.S. Census-defined urban areas in Wisconsin and bordering states that could be most impacted by the closure of T-Mobile, Sprint, MetroPCS and Boost Mobile stores. For urban areas that span across more than one state, the figures only represent the share of the urban area's stores and jobs located in Wisconsin.

U.S. Census-defined urban area	Number of existing stores in Wisconsin ³	Projected store closures in Wisconsin	Projected retail jobs lost (net) in Wisconsin
Milwaukee, WI	158	65	-226
Green Bay, WI	25	12	-42
Kenosha, WI-IL	12	5	-21
Appleton, WI	19	5	-16
Eau Claire, WI	6	2	-13
Racine, WI	12	4	-12
Madison, WI	22	3	-11
Other cities in the state	52	12	-53
TOTAL FOR THE STATE	306	108	-394

Methodology

Estimating store closures following the proposed transaction

CWA developed a model to predict how the merger of T-Mobile, Sprint, and their prepaid brands MetroPCS and Boost Mobile into a single postpaid brand and a single prepaid brand will impact the merged company's retail footprint. CWA's model uses a regression analysis based on the relationship between population in Census-defined urban areas and the existing number of T-Mobile and MetroPCS stores in those urban areas. The model uses T-Mobile and MetroPCS' store counts because all indications suggest that the merged company will follow T-Mobile's retail growth strategy.⁴

Of the 1,170 U.S. Census-defined urban areas where the companies operate at least one store, 92 span across more than one state. When calculating state-based store closures and job loss

figures, CWA assumed that the number of store closures and job losses would be proportional to the current share of the companies' postpaid and prepaid stores located in each state.

For a full description of the methodology employed by CWA to project store closures, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Estimating job losses following the proposed transaction

We estimate that T-Mobile and Sprint corporate stores and authorized dealers employ an average of eight workers per store⁵ and MetroPCS and Boost Mobile locations employ an average of three workers per store.⁶

To estimate the number of job losses from projected store closures, we first multiplied the number of projected store closures by the average number of workers employed at those stores to calculate a gross decrease in retail jobs. We then adjusted these estimates by adding one and a half employees on average to the remaining postpaid retail stores to account for increased customer volumes following the merger.

For a full description of the methodology employed by CWA to project job losses, see Appendix D in *Comments of Communications Workers of America* to the Federal Communications Commission.

Sources

1. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. CWA's job loss projection for Wisconsin does not account for jobs from new stores in markets not already served by T-Mobile or Sprint. T-Mobile has previously indicated that the company will open 600 new rural stores after the transaction. CWA estimates that these stores will generate approximately 2,760 jobs. At this time, the company has not made comments on how it will distribute its new stores. See Appendix D in *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
2. CWA analysis of retail job losses from the proposed T-Mobile/Sprint merger. See *Comments of Communications Workers of America In the Matter of Applications of T-Mobile USA, Inc., and Sprint Corporation for Consent to Transfer Control of the Licenses and Authorizations*. August 27, 2018. https://cwa-union.org/sites/default/files/cwa_t-mobile-sprint_comments_8-27-2018.pdf
3. CWA analysis of store location data collected from the T-Mobile, Sprint, MetroPCS, and Boost Mobile websites in April and May 2018.
4. The T-Mobile and urban area population regression has an R-squared of 0.98. The MetroPCS and urban area population regression has an R-squared of 0.92. See Appendix D in *Comments of Communications Workers of*

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5. Based on assumptions by New Street Research, *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios.* April 15, 2018.

6. T-Mobile and Sprint average from New Street Research *Sprint/T-Mobile Redux: Refreshing Synergies and Scenarios.* April 15, 2018. MetroPCS and Boost Mobile average is CWA estimate from press coverage on store openings such as: <https://patch.com/florida/newportrichey/talk-time-store-opens-new-tampa-bay-location>
https://www.mlive.com/business/west-michigan/index.ssf/2012/07/boost_mobile_to_open_location.html