

# PRICING

Our pricing is built on our interpretation of the risk of the operation, a margin supported by the industry norm, and our costs not eligible for reimbursement. Republic Parking has used all of the information provided in the RFP to build our pricing with the understanding that, as we enter contract negotiations, the airport defined proposed changes such as the addition of the license plate inventory system and the level of marketing expected of the operator, and are provided the final operational information, we expect there to be updates to the reimbursable operating budget. We do not foresee any situation in which we will, during contract negotiations, or after, expect to request increases in the management fee under the current scope of work.

## Three-Year Budget (Reimbursable)

	Year 1	Year 2	Year 3
<b>Gross Revenue</b>	<b>\$ 585,000</b>	<b>\$ 602,550</b>	<b>\$ 620,627</b>
Credit Card Fees	\$ 16,146	\$ 16,630	\$ 17,129
<b>Management Fee</b>	<b>\$ 36,000</b>	<b>\$ 36,720</b>	<b>\$ 37,454</b>
<b>Airport Net Revenue</b>	<b>\$ 532,854</b>	<b>\$ 549,200</b>	<b>\$ 566,043</b>
<b>Expense Budget</b>			
Parking Wages (1)	\$ 137,671	\$ 140,424	\$ 143,233
401k	\$ 2,300	\$ 2,346	\$ 2,393
Worker's Comp	\$ 5,507	\$ 5,617	\$ 5,729
P/R Taxes	\$ 15,832	\$ 16,149	\$ 16,472
Health Insurance	\$ 8,472	\$ 8,641	\$ 8,814
General Liability Insurance	\$ 19,181	\$ 19,564	\$ 19,956
Shuttle Insurance (2)	\$ 1,000	\$ 1,020	\$ 1,040
PARCS Maintenance - Time & Material (3)	\$ 10,000	\$ 10,200	\$ 10,404
Uniforms (4)	\$ 750	\$ 500	\$ 500
Talent Acquisition & Background checks	\$ 1,000	\$ 1,020	\$ 1,040
Marketing Expenses (5)	\$ 500	\$ 510	\$ 520
Phone Bills	\$ 1,500	\$ 1,530	\$ 1,561
Supplies	\$ 3,000	\$ 3,060	\$ 3,121
Customer Service HUB	\$ 4,000	\$ 4,080	\$ 4,162
Mystery Shopper	\$ 780	\$ 796	\$ 812
CPA Audit (6)	\$ 2,500	\$ 2,550	\$ 2,601
Miscellaneous Expenses	\$ 500	\$ 510	\$ 520
<b>Total Expenses</b>	<b>\$ 214,492</b>	<b>\$ 218,517</b>	<b>\$ 222,878</b>
<b>Airport Parking Net Profit</b>	<b>\$ 318,362</b>	<b>\$ 330,682</b>	<b>\$ 343,165</b>

Revenue and expenses are budgeted at 2% each year.

Optional Expenses	One Time	Monthly	Yearly
LPI system integrated with TIBA	\$ 20,000		
LPR system integrated with TIBA (6)	\$ 83,000		
Off-Hours Call Center		\$ 600	\$ 5,000

**Notes:**

- (1) Parking wages are estimated on the staffing schedule and pay rates provided in the staffing plan in Section "Management / Staffing".
- (2) Shuttle insurance covers use of the golf cart to move support ADA requests for support to and from the Long-Term Lot.
- (3) Cost of maintaining existing TIBA equipment is estimated and can be refined when we have access to historical expenses.
- (4) Uniforms are higher in Year 1 as we will purchase all staff new uniforms. After Year 1, costs are only to replace worn uniforms or provide uniforms for new employees.
- (5) The line item does not include any of the supplemental marketing mentioned in the RFP. We do not have enough information to provide any pricing currently.
- (6) Cost of one financial audit per year.
- (7) Of this estimated \$83,000 cost, \$38K is included for civil work to extend the equipment pads to allow the LPR cameras to be the proper distance from the gate/vehicle's rear license plate. If the airport chose to do this work in-house, this expense would be removed.