

CAPITOL EAST GARAGE 20-YEAR OPERATING MODEL AS OF 10/19/16																					
REVENUES		* Yrs 16-20: Monthly Lease Rate Unknown - will be 110% of Resident Monthly rate, as established by Transit and Parking Commission																			
Rate & Increases	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16 *	Year 17 *	Year 18 *	Year 19 *	Year 20 *	
Monthly Lease Rate/Stall	\$56.00	\$56.00	\$56.00	\$56.00	\$56.00	\$68.00	\$68.00	\$68.00	\$68.00	\$68.00	\$84.00	\$84.00	\$84.00	\$84.00	\$84.00	\$101.00	\$101.00	\$101.00	\$101.00	\$101.00	
Annual Revenue 600 Stall Garage	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Total for 20 yrs
Revenue from Leases (550 spaces)	\$ 369,600.00	\$ 369,600.00	\$ 369,600.00	\$ 369,600.00	\$ 369,600.00	\$ 448,800.00	\$ 448,800.00	\$ 448,800.00	\$ 448,800.00	\$ 448,800.00	\$ 554,400.00	\$ 554,400.00	\$ 554,400.00	\$ 554,400.00	\$ 554,400.00	\$ 666,600.00	\$ 666,600.00	\$ 666,600.00	\$ 666,600.00	\$ 666,600.00	\$ 10,197,000.00
Special Event Revenue: (100 events) 2 events/week with 1500 people; assumes garage full: 600 spaces. \$5 Yrs 1-10; \$8 11-15; \$10 16-20	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 480,000.00	\$ 480,000.00	\$ 480,000.00	\$ 480,000.00	\$ 480,000.00	\$ 600,000.00	\$ 600,000.00	\$ 600,000.00	\$ 600,000.00	\$ 600,000.00	\$ 8,400,000.00
Gross Annual Revenue:	\$ 669,600.00	\$ 669,600.00	\$ 669,600.00	\$ 669,600.00	\$ 669,600.00	\$ 748,800.00	\$ 748,800.00	\$ 748,800.00	\$ 748,800.00	\$ 748,800.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 18,597,000.00
OPERATING EXPENSES & NET REVENUE																					
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Total for 20 yrs
Cap East Annual Operating Cost Estimates assumes 3% annual increase in expenses (PILOT costs not included - listed below): <i>PILOT Assumptions below are based on the cost approach (highest assesment method - full PILOT). Year 1 assumes value of \$12M for 600 stalls at \$20K per space with PILOT = approx 2% of value</i>	\$313,000.00	\$322,390.00	\$332,061.70	\$342,023.55	\$352,284.26	\$362,852.79	\$373,738.37	\$384,950.52	\$396,499.04	\$408,394.01	\$420,645.83	\$433,265.20	\$446,263.16	\$459,651.05	\$473,440.58	\$487,643.80	\$502,273.12	\$517,341.31	\$532,861.55	\$548,847.39	\$8,410,427.22
PILOT assuming 2% annual increase	\$ 240,000.00	\$ 244,800.00	\$ 249,696.00	\$ 254,689.92	\$ 259,783.72	\$ 264,979.39	\$ 270,278.98	\$ 275,684.56	\$ 281,198.25	\$ 286,822.22	\$ 292,558.66	\$ 298,409.83	\$ 304,378.03	\$ 310,465.59	\$ 316,674.90	\$ 323,008.40	\$ 329,468.57	\$ 336,057.94	\$ 342,779.10	\$ 349,634.68	\$ 5,831,368.75
Annual Operating Costs w/full PILOT:	\$ 553,000.00	\$ 567,190.00	\$ 581,757.70	\$ 596,713.47	\$ 612,067.98	\$ 627,832.18	\$ 644,017.35	\$ 660,635.08	\$ 677,697.29	\$ 695,216.22	\$ 713,204.49	\$ 731,675.04	\$ 750,641.19	\$ 770,116.64	\$ 790,115.49	\$ 810,652.20	\$ 831,741.68	\$ 853,399.25	\$ 875,640.65	\$ 898,482.08	\$ 14,241,795.97
Gross Revenue:	\$ 669,600.00	\$ 669,600.00	\$ 669,600.00	\$ 669,600.00	\$ 669,600.00	\$ 748,800.00	\$ 748,800.00	\$ 748,800.00	\$ 748,800.00	\$ 748,800.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,034,400.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 1,266,600.00	\$ 18,597,000.00
NET Revenue after paying full PILOT:	\$ 116,600.00	\$ 102,410.00	\$ 87,842.30	\$ 72,886.53	\$ 57,532.02	\$ 120,967.82	\$ 104,782.65	\$ 88,164.92	\$ 71,102.71	\$ 53,583.78	\$ 321,195.51	\$ 302,724.96	\$ 283,758.81	\$ 264,283.36	\$ 244,284.51	\$ 455,947.80	\$ 434,858.32	\$ 413,200.75	\$ 390,959.35	\$ 368,117.92	\$ 4,355,204.03
Assumptions on Annual % increases for operating costs																					
Parking Utility Operating Cost Annual % Increases:		Annualized Total Operating Costs over 15 years: 2%																			
Average annual operating costs for 1999 -2001:	\$ 6,681,354.67																				
Average annual operating costs for 2012-2014:	\$ 9,327,206.71																				
Increase from 1999 to 2014 using 3 year avgs:	\$ 2,645,852.05																				
Percentage Increase:	40%																				
Average total operating costs average all costs, including staff, supplies and services. Cost of purchased services such as electricity have significantly greater increases, average increase in electricity was 66% over the same period																					
1999-2000 Avg Annual Electricity	\$ 136,747.00	Annualized Electric Costs over 15 years (using 3 year avgs): 3.43%																			
2012-2014 Avg Annual Electricity	\$ 226,690.31																				
Total increase (15 Year period):	\$ 89,943.31	66%	3.43%																		
Assumptions on Annual % increases for PILOT																					
Parking Utility PILOT Annual % Increases:		Annualized PILOT % increase over 15 years: 3.6%																			
Average PILOT for 1999 -2001:	\$ 766,091.33																				
Average of PILOT for 2012-2014:	\$ 1,301,359.33																				
Total increase 1999 to 2014 using 3 year avgs:	\$ 535,268.00																				
Percentage Increase:	70%																				
Note: Brayton Lot purchased in 2011																					
Average % annual increase in PILOT for period of 2010 -2014 = 2%																					

Cap East garage				
Estimated annual operating and maintenance costs	600 Stalls			
10/19/2016				
Utilities	\$15,000.00			
Repairs/maintenance	\$9,682.50			
Administration	\$33,800.00			
Equipment Maintenance	\$20,000.00			
Elevators	\$4,687.50			
Vandalism	\$535.00			
Snow removal	\$25,000.00			
Landscaping	\$5,000.00			
Credit card fees	\$44,531.25			
General supplies	\$30,996.09			
Parking Maintenance Worker (1 FTE Salary and Fringe)	\$68,117.00			
Workers Comp	\$4,026.00			
Security	\$16,536.00			
Sales Tax	\$35,000.00		Based on Gross Revenue of \$669,600	
Annual Operating Costs	\$312,911.34			
PILOT	\$240,000.00		Assuming \$20K/stall x 600 stalls	
Total Operating Costs	\$552,911.34			
Annual Revenue: Monthly Lease (\$56 per stall)	\$369,600.00			
Annual Revenue from Special Events	\$300,000.00			
Gross Revenue	\$669,600.00			