

[^0]Maraging the flow of peopple to places

| Regular Season Games: | Special Events: |  |  |
| :---: | :---: | :---: | :---: |
| Self Park Rate: | \$35 /car | \$45 /car |  |
| Pre-Sale Packages: | \$30 /car |  |  |
| Valet Rate: | \$48 /car | \$58 /car |  |
| Pre-Sale Packages: | \$43 /car |  |  |
| Bus Rate: | \$138 /car | \$150 /car |  |
|  |  | Add. Baseball Evts | Non- Baseball Add. Evts. |
| Est. Per Game/Event Self Parkers: | 3,000 | 3,300 | 3,000 |
| Est. Per Game/Event Day Valet Parkers: | 120 | 162 | 158 |
| Est. Per Game/Event Buses | 20 | 12 | 22 |
| Est. Validations Per Game/Event: | 150 | 180 | 85 |

Total Event Space Count: 8694 (+ 600 Yankees spaces)

## Assumptions

All per game car counts are based on actual 2011 season averages through 7/10/2011
Additional baseball event averages based on 2009 \& 2010 playoffs stats.
Three additional non-baseball events are included.

## Non-Event:

## River Avenue Garage

|  | Transient Rates | Monthly Rates |
| :--- | :--- | ---: |
| Early Bird: $\$ 8$ | \$220 Oversize |  |
| Up to $1 \mathrm{hr}: \$ 5$ | \$180 Regular |  |
| Up to $2 \mathrm{Hrs}: \$ 7$ | \$155 Community Discount |  |
| 3 hrs: $\$ 23$ | Average Monthly Rate: | $\$ 171$ |
| 3 hrs -24 hrs: $\$ 35$ | Average \# of Monthlies: | 9 |

## Misc:

164th Street Garage will be open 24/7 365 days/year

| Annual Payroll Detail: |  |
| :--- | :--- |
| Special Event: | $\$ 538,209.19$ |
| Non-Event: | $\$ 154,476.88$ |
| Management/Clerical: | $\$ 507,445.04$ |
| Total Salaries \& Wages: | $\$ 1,200,131.11$ |
| Repairs \& Maintenance: |  |
| Landscaping |  |
| Line Striping | $\$ 37,178.88$ |
| Parking Equipment Contract | $\$ 27,880.00$ |
| Fire Equipment | $\$ 190,100.00$ |
| Event Sweeping | $\$ 60,000.00$ |
| Parking Equipment (Fee table upgrade.) | $\$ 139,200.00$ |
| Signs | $\$ 228,000.00$ |
| Trash Service | $\$ 26,603.00$ |
| Snow Removal | $\$ 33,840.00$ |
| Pressure Washing (all garages) | $\$ 60,000.00$ |
| All other operational expenses | $\$ 0.00$ |
| Total R \& M Projection: | $\$ 226,790.00$ |
|  | $\$ 1,055,591.8$ |

## Management/Clerical

| Senior Manager | Quantity |
| :--- | ---: |
| Additional Management | 1 |
| Clerical | 4 |
|  | 11 |


| Non-Event | Hrs/Day |
| :--- | :---: |
| Garage 3 | 17 |
| 164th Street Garage | 24 |


| Event | Quantity |
| :--- | ---: |
| Garage Supervisors | 5.5 |
| Lot Supervisors | 4 |
| Surface Lot Attendants | 5 |
| Garage Attendants | 13 |
| Traffic Directors | 43 |

$A \quad 9$
$B$ (includes valets) 5
C
$\begin{array}{ll}3 & 6 \\ 8 & 6\end{array}$
Lots
Valet Drivers
8

Avg Hrs/Game
9.00
7.00
8.40
8.35

8

Annual Salary
\$ 77,250.00
\$ 45,320.00
\$ 22,628.64
 10
10.58

Avg Rate
12.25 12.25

9
9

9

Annual Payroll Expense
\$77,250.00
\$181,280.00
$\$ 248,915.04$

Annual Expense
\$62,050.00
$\$ 92,426.88$
$\$ 154,476.88$

Annual Expense
\$55,685.44
\$38,367.00
\$27,405.00
\$85,503.60
\$281,136.15
$\$ 50,112.00$
\$538,209.19

| REPAIRS \& MAINTENANCE | RATE |  | UNIT | NUMBER | UNITS | EXPENSE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cleaning Supplies | \$800.00 | per | month | 12 | months | \$9,600 |
| Lamps and Light Bulbs | \$420.00 | per | month | 12 | months | \$5,040 |
| Landscaping | \$3,098.24 | per | month | 12 | months | \$37,179 |
| Plumbing | \$250.00 | per | month | 12 | months | \$3,000 |
| Electrical \& Supplies | \$250.00 | per | month | 12 | months | \$3,000 |
| Line Striping | \$17.00 | per | space | 1640 | spaces | \$27,880 |
| Painting Curbs and Islands | \$20,000.00 | per | year | 1 | year | \$20,000 |
| Overhead Doors | \$5,000.00 | per | year | 1 | year | \$5,000 |
| Website Maintenance | \$1,000.00 | per | Month | 12 | months | \$12,000 |
| Parking Equipment (gates, spitters, time clocks,etc.) | \$15,000.00 | per | year | 1 | year | \$15,000 |
| Parking Equipment Contract | \$190,100.00 | per | year | 1 | year | \$190,100 |
| Fire Equipment | \$5,000.00 | per | month | 12 | months | \$60,000 |
| Event Sweeping | \$1,600.00 | per | Sweep | 87 | Sweeps | \$139,200 |
| Parking Equipment (Fee table upgrade.) | \$26,000.00 | per | year | 1 | Year | \$26,000 |
| Misc (locks and keys, golf cart maintenance) | \$200.00 | per | month | 12 | months | \$27,650 |
| Contract Cleaning | \$19,000.00 | per | month | 12 | months | \$228,000 |
| Signs | \$26,603.00 | per | year | 1 | spaces | \$26,603 |
| Radios | \$350.00 | per | radio | 2 | radio | \$700 |
| Security Systems | \$1,500.00 | per | month | 12 | months | \$18,000 |
| Trash Service | \$4,230.00 | per | month | 8 | months | \$33,840 |
| Snow Removal | \$60,000.00 | per | year | 1 | year | \$60,000 |
| Office Equipment Maintenance | \$350.00 | per | month | 12 | months | \$4,200 |
| Gas Allowance | \$300.00 | per | month | 12 | months | \$3,600 |
| Elevator Service Contract | \$2,500.00 | per | month | 12 | months | \$30,000 |
| Annual Engineering | \$70,000.00 | per | year | 1 | year | \$70,000 |
| Total |  |  |  |  |  | \$1,055,592 |

## Signage Detail

Type
A-Frame
A-Frame Inserts
magnets
Directional Signs
Banners (small)
Decals
Misc

| Qty | Per Unit Cost | Total Cost |
| ---: | ---: | ---: |
| 25 | $\$ 65.00$ | $\$ 1,625.00$ |
| 120 | $\$ 65.00$ | $\$ 7,800.00$ |
| 30 | $\$ 2.00$ | $\$ 60.00$ |
| 10 | $\$ 135.00$ | $\$ 1,350.00$ |
| 10 | $\$ 72.00$ | $\$ 720.00$ |
| 24 | $\$ 2.00$ | $\$ 48.00$ |
|  |  | $\$ 5,000.00$ |
| Material Cost | $\$ 16,603.00$ |  |
| Installation Charges | $\$ 10,000.00$ |  |
| Total |  | $\$ 26,603.00$ |

## Management Services Breakdown

| Service | Monthly Cost | Annual Cost |
| :--- | ---: | ---: |
| Desman | $\$ 1,500.00$ | $\$ 18,000.00$ |
| WSP | $\$ 7,500.00$ | $\$ 90,000.00$ |
| CIDC | $\$ 2,300.00$ | $\$ 27,600.00$ |
| Professional Services BPDC | $\$ 3,708.00$ | $\$ 44,496.00$ |

Total: \$15,008.00 \$180,096.00

## Bond Holder Related Expenses

| Service | Monthly Cost | Annual Cost |
| :--- | ---: | ---: |
| Morris Anderson | $\$ 12,500.00$ | $\$ 150,000.00$ |
| Kaye Scholer | $\$ 37,500.00$ | $\$ 450,000.00$ |
| US Bank | $\$ 2,000.00$ | $\$ 24,000.00$ |
|  |  | $\$ 0.00$ |

Total: \$52,000.00 \$624,000.00

FINAL Parking Space Count

| Garage/ Lot | Striped | Yankees | Valet Assist | Valet | Total | Parking Method |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ruppert Plaza Garage | 1,664 |  | 36 | - | 1,700 | Self Park/Valet Assist |
| 164th Street Garage | - | 600 | 190 |  | 790 | Self Park/Valet Assist |
| 161st Street Garage | 953 |  | 167 |  | 1,120 | Self Park/Valet Assist |
| River Avenue Garage | 1,205 |  |  | - | 1,205 | Self Park |
| River Avenue Lot | - |  |  | 220 | 220 | Valet |
| Gerard Avenue Lot | - |  |  | 389 | 389 | Valet |
| Major Deegan Lot | 96 |  | 49 | - | 145 | Self Park/Valet Assist |
| 153rd Street Garage | 2,358 |  | 53 | - | 2,411 | Self Park/Valet Assist |
| Harlem River Lot | 169 |  | 55 | - | 224 | Self Park/Valet Assist |
| Harlem River South Lot | 78 |  | 24 | - | 102 | Self Park/Valet Assist |
| Harlem River North Lot | 550 |  |  | - | 550 | Self Park |
| 153rd Street Lot | - |  |  | 172 | 172 | Valet |
| 151st Street North Lot | 90 |  |  |  | 90 | Self Park |
| 151st Street South Lot | 179 |  |  |  | 176 | Self Park |
| Total | 7,342 | 600 | 574 | 781 | 9,294 |  |

* The 600 spaces in Garage B are for excluisve use by the Yankees on game days


## Click and Park Single Game Sales

|  |  | Apr-11 | May-11 | Jun-11 | Jul-11 | total spaces |
| :--- | ---: | :---: | :---: | ---: | ---: | ---: |
| Single Game Self | $\$ 35.00$ | 1,888 | 1,955 | 2,190 | 792 | 6,825 |
| Single Game Bus | $\$ 138.00$ | 13 | 31 | 33 | 8 | 85 |
| Single Game Valet | $\$ 48.00$ | 162 | 135 | 146 | 51 | 494 |
| \# of games/month |  | 19 | 13 | 16 | 4 | 7,404 |
|  |  |  |  | 137 | 198 | average spaces |
| Average space per game | self | bus | 0.68 | 2.38 | 2.06 | 2.00 |
|  | valet | 8.53 | 10.38 | 9.13 | 12.75 | 2 |
|  |  |  |  |  | 10 |  |
|  |  |  |  |  | 158 |  |

## Click and Park Package Sales Break Down 2010

| Self Park | Mar-11 | Apr-11 | May-11 YTD 2011 Total Games sold over season |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Full Season | 79 | 3 | 0 | 82 | 6642 |  |
| 41 Game | 9 | 0 | 0 | 9 | 369 |  |
| 20 Game \#1 | 5 | 4 | 0 | 9 | 180 |  |
| 20 Game \#2 | 5 | 3 | 1 | 11 | 220 |  |
| 15 Game Sunday | 33 | 6 | 0 | 39 | 585 |  |
| 15 game Saturday | 30 | 9 | 0 | 39 | 585 |  |
| 15 game Friday | 17 | 10 | 0 | 28 | 420 |  |
| 12 Game \#1 | 11 | 7 | 0 | 18 | 216 |  |
| 12 Game \#2 | 9 | 3 | 0 | 12 | 144 |  |
| 11 Game | 10 | 3 | 0 | 13 | 143 |  |
|  |  |  |  | 260 | 9,504 | 117 Average Self-Park Spaces Sold Per Game |
| Valet |  |  |  |  |  |  |
| Full Season | 4 | 0 | 0 | 4 | 324 |  |
| 41 Game | 1 | 0 | 0 | 1 | 41 |  |
| 20 Game \#1 | 0 | 0 | 0 | 0 | 0 |  |
| 20 Game \#2 | 0 | 0 | 0 | 0 | 0 |  |
| 15 Game Sunday | 0 | 0 | 0 | 0 | 0 |  |
| 15 game Saturday | 1 | 0 | 0 | 1 | 15 |  |
| 15 game Friday | 0 | 0 | 0 | 0 | 0 |  |
| 12 Game \#1 | 1 | 0 | 0 | 1 | 12 |  |
| 12 Game \#2 | 0 | 0 | 0 | 0 | 0 |  |
| 11 Game | 1 | 1 | 0 | 2 | 22 |  |
|  |  |  |  | 9 | 414 | 5 Average Valet Spaces Sold Per Game |

Total Number of Valet and Self 9918
Avg Spaces per game

## Local Employee Gameday Parking

| Package | Rate | 11-Mar | Mar Revenue | 11-Apr | Apr Revenue | 11-May | May Revenue | 11-Jun | June Revenue | Total Packages Sold | 2011 Projected Package Sales | Frequency |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5 | \$55 | 0 | \$0 | 6 | \$330 | 12 | \$660 | 30 | \$1,650 | 48 | 80 | Monthly |
| 10 | \$110 | 0 | \$0 | 4 | \$440 | 10 | \$1,100 | 16 | \$1,760 | 30 | 50 | Monthly |
| 20 | \$220 | 9 | \$1,980 | 34 | \$7,480 | 18 | \$3,960 | 17 | \$3,740 | 78 | 130 | April, June, August |
| 40 | \$440 | 1 | \$440 | 2 | \$880 | 7 | \$3,080 | 5 | \$2,200 | 15 | 25 | April \& July |
| 60 | \$660 | 0 | \$0 | 0 | \$0 | 6 | \$3,960 | 1 | \$660 | 7 |  |  |
| 81 | \$891 | 1 | \$891 | 2 | \$1,782 | 0 | \$0 | 0 | \$0 | 3 |  |  |
| Totals |  | 11 | \$3,311 | 48 | \$10,912 | 53 | \$12,760 | 69 | \$10,010 | 181 | 285 |  |
|  |  |  |  |  |  |  |  |  |  |  | \$49,500 |  |


[^0]:    Note: BUDGET NOT BASED on sEASon sChedule

