SP Plus' GAMEDAY																	
Managing the flow of people to places			26-Sep-11				YAN	KEE STADIUM PAR	KING FACILITIES	3							
							IAN	2012 OPERATING		,							
Proposed 2012 budget																	
Games/Events							13.5	13.5	13.5	13.5	13.5	13.5		3	2	1	
REVENUE			January	February	March		April	May	June	July	August	September		October	November	December	Total
Event Self Park			\$0	\$0	\$0		\$1,355,535	\$1,454,760	\$1,454,760	\$1,454,760	\$1,454,760	\$1,454,760		\$450,900	\$276,600	\$138,300	\$9,495,135
Event Valet			\$0	\$0	\$0		\$77,760	\$77,760	\$77,760	\$77,760	\$77,760	\$77,760		\$28,188	\$18,328	\$9,164	\$522,240
CNP - Single day sales			\$0	\$0	\$0		\$0	\$74,719	\$74,719	\$74,719	\$74,719	\$74,719		\$74,719	\$32,063	\$21,375	\$501,754
CNP - Package sales			\$0	\$0	\$0		\$611,698	\$152,924	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$764,622
Monthly NYY Employees			\$2,000 \$0	\$2,000 \$0	\$2,000 \$0		\$2,000 \$16,683	\$2,000 \$1,650	\$2,000 \$11,183	\$2,000 \$7,150	\$2,000 \$11,183	\$2,000 \$1,650		\$2,000 \$0	\$2,000 \$0	\$2,000 \$0	\$24,000 \$49,500
Transient Revenue			\$20,000	\$20,000	\$20,000		\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000		\$20,000	\$20,000	\$20,000	\$240,000
Validation Revenue			\$0	\$0	\$0		\$70,875	\$70,875	\$70,875	\$70,875	\$70,875	\$70,875		\$18,900	\$12,600	\$6,300	\$463,050
Non-Parking Revenue			\$0	\$0	\$0		\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0
Gross Taxable Parking Revenue			\$22,000	\$22,000	\$22,000		\$2,154,551	\$1,854,689	\$1,711,298	\$1,707,264	\$1,711,298	\$1,701,764		\$594,707	\$361,591	\$197,139	\$12,060,301
Advertising Revenue Gross Additional Revenue			\$0 \$0	\$0 \$0	\$0 \$0		\$2,000 \$2,000	\$2,000 \$2,000	\$2,000 \$2,000	\$2,000 \$2,000	\$2,000 \$2,000	\$2,000 \$2,000		\$0 \$0	\$0 \$0	\$0 \$0	\$12,000 \$12,000
Gross Additional Revenue		-	Φυ	ΦU	Φυ		\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000		Φυ	ΦΟ	Φ0	\$12,000
TOTAL GROSS REVENUE			\$22,000	\$22,000	\$22,000		\$2,156,551	\$1,856,689	\$1,713,298	\$1,709,264	\$1,713,298	\$1,703,764		\$594,707	\$361,591	\$197,139	\$12,072,301
OPERATING EXPENSES																	
Salaries & Wages			\$55,160	\$55,160	\$55,160		\$138,675	\$138,675	\$138,675	\$138,675	\$138,675	\$138,675		\$73,719	\$67,533	\$61,346	\$1,200,131
Payroll Taxes & Burden			\$8,235	\$8,235	\$8,235		\$20,704	\$20,704	\$20,704	\$20,704	\$20,704	\$20,704		\$11,006	\$10,083	\$9,159	\$179,180
Health, Welfare & Pension Workers Compensation			\$1,103 \$5,968	\$1,103 \$5,968	\$8,644 \$5,968		\$10,315 \$15,005	\$10,315 \$15,005	\$10,315 \$15,005	\$10,315 \$15,005	\$10,315 \$15,005	\$10,315 \$15,005		\$9,015 \$7,976	\$8,892 \$7,307	\$12,278 \$6,638	\$102,923 \$130,854
Uniforms & Laundry			\$600	\$600	\$5,966 \$600		\$15,005 \$6,000	\$15,005 \$6,000	\$6,000	\$15,005 \$6,000	\$6,000	\$15,005 \$6,000		\$6,000	\$6,000	\$6,000	\$129,854 \$55,800
Printing			\$0	\$0	\$0		\$11,000	\$3,667	\$0	\$0	\$7,333	\$0		\$0	\$0	\$0	\$22,000
Amenities & Supplies			\$500	\$500	\$4,000		\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000		\$3,000	\$1,500	\$1,500	\$40,000
Repairs & Maintenance			\$65,221	\$65,221	\$171,404		\$98,014	\$98,014	\$98,014	\$98,014	\$98,014	\$98,014		\$50,221	\$50,221	\$65,221	\$1,055,592
License & Permits			\$0	\$0	\$0		\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0
Liability Insurance			\$6,270 \$40,250	\$6,270 \$0	\$6,270 \$0		\$38,625 \$40,250	\$38,625 \$0	\$38,625 \$0	\$38,625 \$40,250	\$38,625 \$0	\$38,625 \$0		\$25,160 \$40,250	\$23,878 \$0	\$22,596 \$0	\$322,195 \$161,000
Property Insurance Rental Expense			\$250	\$250	\$0 \$250		\$250	\$250	\$250	\$250	\$250	\$250		\$250	\$250	\$250	\$3,000
Vehicle and Equipment Financing			\$4,400	\$4,400	\$4,400		\$4,400	\$4,400	\$4,400	\$4,400	\$4,400	\$4,400		\$4,400	\$4,400	\$4,400	\$52,800
Utilities			\$15,000	\$15,000	\$15,000		\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000		\$20,000	\$20,000	\$20,000	\$405,000
Advertising & Publicity			\$1,042	\$1,042	\$8,917		\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042		\$1,042	\$1,042	\$1,042	\$20,375
Postage & Freight			\$175 \$5,000	\$175	\$175 \$5,000		\$175 \$5,000	\$175 \$5,000	\$175 \$5,000	\$175	\$175	\$175 \$5,000		\$175	\$175 \$5,000	\$175	\$2,100
Telephone Accounting and Audit			\$5,000 \$0	\$5,000 \$0	\$5,000 \$12,510		\$5,000 \$0	\$5,000 \$0	\$5,000 \$12,510	\$5,000 \$0	\$5,000 \$0	\$5,000 \$12,510		\$5,000 \$0	\$5,000 \$0	\$5,000 \$12,510	\$60,000 \$50,040
Management Services (CIDC, WS	SP. BPDC. Desma	an)	\$15,008	\$15,008	\$15,008		\$15,008	\$15,008	\$15,008	\$15,008	\$15,008	\$15,008		\$15,008	\$15,008	\$15,008	\$180,096
BPDC Legal Expense	,,	,	\$14,583	\$14,583	\$14,583		\$14,583	\$14,583	\$14,583	\$14,583	\$14,583	\$14,583		\$14,583	\$14,583	\$14,583	\$175,000
Bond Holder Related Expenses			\$52,000	\$52,000	\$52,000		\$52,000	\$52,000	\$52,000	\$52,000	\$52,000	\$52,000		\$52,000	\$52,000	\$52,000	\$624,000
Data Processing			\$892	\$892	\$892		\$2,491	\$3,095	\$2,491	\$3,095	\$2,491	\$2,491		\$892	\$892	\$892	\$21,504
Contract Security			\$10,104	\$10,104	\$18,104		\$34,844	\$34,844	\$34,844	\$34,844	\$34,844	\$34,844		\$26,104	\$26,104	\$26,104	\$325,689
Employee Processing Miscellaneous Expense			\$200 \$1,025	\$10,000 \$1,025	\$10,000 \$1,025		\$10,200 \$1,025	\$200 \$1,025	\$200 \$1,025	\$200 \$1,025	\$200 \$1,025	\$200 \$1,025		\$200 \$1,025	\$200 \$1,025	\$200 \$1,025	\$32,000 \$12,300
Auto Damage and Other Claims			\$660	\$660	\$660		\$660	\$660	\$660	\$660	\$660	\$660		\$660	\$660	\$660	\$7,925
Armored Car			\$0	\$0	\$0		\$1,042	\$625	\$833	\$625	\$625	\$625		\$208	\$208	\$208	\$5,000
Base Management Fee			\$8,911	\$8,911	\$8,911		\$8,911	\$8,911	\$8,911	\$8,911	\$8,911	\$8,911		\$8,911	\$8,911	\$8,911	\$106,932
Contingency			\$31,463	\$28,418	\$42,978		\$78,574	\$70,016	\$69,513	\$72,289	\$68,974	\$69,402		\$43,271	\$35,986	\$36,624	\$647,508
Sales Tax (gross parking rev only)	_	\$2,068	\$2,068	\$2,068		\$202,523	\$174,337	\$160,858	\$160,479	\$160,858	\$159,962		\$55,901	\$33,989	\$18,531	\$1,133,641
TOTAL OPERATING EXPENSES Contingency Re	eversal		\$346,088	\$312,593	\$472,763		\$864,316	\$770,176	\$764,642	\$795,174	\$758,718	\$763,427		\$475,979	\$395,846	\$402,860	\$7,122,583 \$647,508
NET OPERATING INCOME			(\$324,088)	(\$290,593)	(\$450,763)		\$1,292,235	\$1,086,513	\$948,656	\$914,091	\$954,580	\$940,338		\$118,729	(\$34,256)	(\$205,721)	\$5,597,226
Bond Payment/Debt Service			, ,	, , , , ,			\$6,897,378.13)		,			· ,		(\$6,897,378.13)		, , ,	(\$13,794,756.26)
Renewal and Replacement Fund Net revenue after Required Paym							(\$17,151.17)	(\$17,151.17)	(\$17,151.17)	(\$17,151.17)	(\$17,151.17)	(\$17,151.17)					(\$102,907) (\$8,300,438)
Net revenue after Required Paym	ent3																(\$0,300,430)
Projected Cash Flow																	
	Balance on 12/3	31/2011	1/31/2012	2/28/2012	3/31/2012	4/1/2012	4/30/2012	5/31/2012	6/30/2012	7/31/2012	8/31/2012	9/30/2012	10/1/2012	10/31/2012	11/30/2012	12/31/2012	
Current Revenue Account	\$19	96,069	\$22,000	\$22,000	\$22,000		\$2,156,551	\$1,856,689	\$1,713,298	\$1,709,264	\$1,713,298	\$1,703,764		\$594,707	\$361,591	\$197,139	
Operating and Maintenance Fund	\$ 1,33	39,602 \$	1,049,065	\$ 724,976	434,383 \$	434,383 \$	2,118,170 \$	3,110,543 \$	4,053,665	4,998,288	\$ 5,916,412 \$	6,861,458 \$	- \$	6,098,031 \$	5,622,052 \$	5,226,206	
Renewal and Replacement Fund	\$ 28	82,100 \$	282,100	\$ 282,100 \$	282,100 \$	282,100 \$	299,252 \$	316,403 \$	333,554	350,705	\$ 367,856 \$	385,007 \$	385,007 \$	385,007 \$	385,007 \$	385,007	
Interest Account of the Bond Fund (27,117 \$	1,849,117			- \$	952,303 \$						- \$	- \$			
Interest Account of the Bond Fund (30,000 Ф		\$ - 5	•	- \$	- \$,	•	, ,	320,358 \$	915,066 \$			
Debt Service Reserve Fund Minimu Debt Service Reserve Fund Earning		39,909 \$	9,239,909	\$ 9,239,909 \$ \$ - \$		4,235,648 \$ - \$	4,235,648 \$ - \$			4,235,648 § - 9		4,235,648 \$ - \$	965,644 \$ - \$	965,644 \$ - \$			
Operations Reserve Fund Earning	, .	- \$ 55,370 \$	1,355,370	•	•	1,355,370 \$	- \$ 1,355,370 \$				•	•	- \$ 1,355,370 \$	- \$ 1,355,370 \$			
Earnings Fund		5,273 \$	5,273			5,273 \$	5,273 \$						5,273 \$	5,273 \$			
Surplus Fund		98,650 \$	8,098,650			8,098,650 \$	8,098,650 \$						8,098,650 \$	8,098,650 \$			

Note: BUDGET NOT BASED ON SEASON SCHEDULE

Debt Serivce Coverage Ratio

0.25



Regular Season Games : **Special Events:**

\$45 /car \$35 /car Self Park Rate: Pre-Sale Packages: \$30 /car Valet Rate: \$48 /car \$58 /car Pre-Sale Packages: \$43 /car \$138 /car Bus Rate: \$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)

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 NYY Employees

Monthly Rates \$220 Oversize \$180 Regular Early Bird: \$8 Up to 1 hr: \$5 Up to 2 Hrs: \$7

\$155 Community Discount Average Monthly Rate: Average # of Monthlies: \$171 3 hrs: \$23 3 hrs - 24 hrs: \$35

Evening Special: \$6 Weekend: \$8 Average Rate: \$9.30 Average Daily Tickets: 70

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 Errie Stipfing
Parking Equipment Contract
Fire Equipment
Event Sweeping
Parking Equipment (Fee table upgrade.) \$27,880.00 \$190,100.00 \$60,000.00 \$139,200.00 \$228,000.00

Signs Trash Service \$26,603.00 Snow Removal
Pressure Washing (all garages)
All other operational expenses
Total R & M Projection: \$33,840.00 \$60,000.00 \$0.00 \$226,790.00 \$1,055,591.88

Management/Clerical				
-	Quantity	Allocation	Annual Salary	Annual Payroll Expense
Senior Manager	1	100.00%	\$ 77,250.00	\$77,250.00
Additional Management	4	100.00%	\$ 45,320.00	\$181,280.00
Clerical	11	100.00%	\$ 22,628.64	\$248,915.04 \$507,445.04
Non-Event				φ307,443.04
	Hrs/Day	Days/Week	Avg Rate	Annual Expense
Garage 3	17	7	10	\$62,050.00
164th Street Garage	24	7	10.58	\$92,426.88
				\$154,476.88
Event				
	Quantity	Avg Hrs/Game	Avg Rate	Annual Expense
Garage Supervisors	5.5	9.50	12.25	\$55,685.44
Lot Supervisors	4	9.00	12.25	\$38,367.00
Surface Lot Attendants	5	7.00	9	\$27,405.00
Garage Attendants	13	8.40	9	\$85,503.60
Traffic Directors	43	8.35	9	\$281,136.15
Α	9			
B (includes valets)	5			
С	9			
3	6			
8	8			
Lots	6			
Valet Drivers	8	8	9	\$50,112.00
7	0			
10	2			
15	6			
				\$538,209.19

REPAIRS & MAINTENANCE	RATE		UNIT	NUMBER	R 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						\$1.055.502

Total \$1,055,592

Signage Detail

Туре	Qty	Per Unit Cost	Total Cost
A-Frame	25	\$65.00	\$1,625.00
A-Frame Inserts	120	\$65.00	\$7,800.00
magnets	30	\$2.00	\$60.00
Directional Signs	10	\$135.00	\$1,350.00
Banners (small)	10	\$72.00	\$720.00
Decals	24	\$2.00	\$48.00
Misc			\$5,000.00
	Material C	ost	\$16,603.00
	Installation	\$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	

8,694 spaces available to the public

^{*} 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
					i	average spaces
Average space per game	self	99	150	137	198	146
	bus	0.68	2.38	2.06	2.00	2
	valet	8.53	10.38	9.13	12.75	10
	Total avera	ge 2011 spac	es sold per gam	e		158

Click and Park Package Sales Break Down 2010

Self Park	<u>Mar-11</u>	<u>Apr-11</u>	<u>May-11</u>	YTD 2011	Total Games sold o	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
<u>Valet</u>						
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
Avg Spaces per game

9918
122

Local Employee Gameday Parking

<u>Package</u>	Rate	<u>11-Mar</u>	Mar Revenue	11-Apr	Apr Revenue	11-May	May Revenue	<u>11-Jun</u>	June Revenue	Total Packages Sold	2011 Projected Package Sales	<u>Frequency</u>
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	