

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|--|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| | Year 1 ¹¹ 2021 | Year 2 2022 | Year 3 2023 | Year 4 2024 | Year 5 2025 | Year 6 2026 | Year 7 2027 | Year 8 2028 | Year 9 2029 | Year 10 2030 |
| Proposed Rate Schedule¹: | | | | | | | | | | |
| Transient (per hour) | \$ 2.00 | \$ 2.00 | \$ 2.00 | \$ 2.50 | \$ 2.50 | \$ 2.50 | \$ 2.50 | \$ 2.50 | \$ 3.00 | \$ 3.00 |
| Daytime Monthly | \$ 55.00 | \$ 55.00 | \$ 57.00 | \$ 59.00 | \$ 61.00 | \$ 63.00 | \$ 65.00 | \$ 67.00 | \$ 69.00 | \$ 71.00 |
| 24/7 Monthly (Residents) | \$ 70.00 | \$ 70.00 | \$ 72.00 | \$ 74.00 | \$ 76.00 | \$ 78.00 | \$ 80.00 | \$ 82.00 | \$ 84.00 | \$ 87.00 |
| <i>Transient Rate Increase Assumption:</i> | | 0.00% | 0.00% | 15.00% | 0.00% | 0.00% | 0.00% | 0.00% | 15.00% | 0.00% |
| <i>Monthly Rate Increase Assumption:</i> | | 0.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% |

| Weekday/Resident Revenues: | | | | | | | | | | | | | | | |
|---|-----------------------------|------------------------------------|-----------------------|-----------------------------------|------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Peak Volume ⁷ | Avg. Turns per Day ⁸ | Oversell ⁹ | Average Duration ¹⁰ | Periods/ Year | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Retail - Customers | 4 | 5.00 | | 0.50 | 255 | 2,550 | 5,100 | 5,100 | 6,375 | 6,375 | 6,375 | 6,375 | 6,375 | 7,650 | 7,650 |
| Retail - Employees | 2 | | 10% | | 12 | 726 | 1,452 | 1,505 | 1,558 | 1,610 | 1,663 | 1,716 | 1,769 | 1,822 | 1,874 |
| Restaurant - Customers | 15 | 5.00 | | 1.50 | 255 | 28,688 | 57,375 | 57,375 | 71,719 | 71,719 | 71,719 | 71,719 | 71,719 | 86,063 | 86,063 |
| Restaurant - Employees | 9 | | 10% | | 12 | 3,267 | 6,534 | 6,772 | 7,009 | 7,247 | 7,484 | 7,722 | 7,960 | 8,197 | 8,435 |
| Office - Visitors | 35 | 1.00 | | 1.50 | 255 | 13,388 | 26,775 | 26,775 | 33,469 | 33,469 | 33,469 | 33,469 | 33,469 | 40,163 | 40,163 |
| Office - Employees ² | 175 | | 10% | | 12 | 63,525 | 127,050 | 131,670 | 136,290 | 140,910 | 145,530 | 150,150 | 154,770 | 159,390 | 164,010 |
| Resident - Visitors | 5 | 1.50 | | 1.00 | 255 | 1,913 | 3,825 | 3,825 | 4,781 | 4,781 | 4,781 | 4,781 | 4,781 | 5,738 | 5,738 |
| Residents ³ | 329 | | 0% | | 12 | 138,180 | 276,360 | 284,256 | 292,152 | 300,048 | 307,944 | 315,840 | 323,736 | 331,632 | 343,476 |
| Existing Daily Parkers (Pearl St. Lot) ⁴ | 35 | 1.50 | | 1.50 | 255 | 40,163 | 40,163 | 40,163 | 50,203 | 50,203 | 50,203 | 50,203 | 50,203 | 60,244 | 60,244 |
| Existing Monthly Parkers (Pearl St. Lot) | 23 | | 0% | | 12 | 15,180 | 15,180 | 15,732 | 16,284 | 16,836 | 17,388 | 17,940 | 18,492 | 19,044 | 19,596 |
| Existing Parkers (Lofts @ Saco Falls) ⁶ | 80 | | | | 12 | 67,200 | 67,200 | 69,120 | 71,040 | 72,960 | 74,880 | 76,800 | 78,720 | 80,640 | 83,520 |
| Gross Weekday Revenues | | | | | | \$ 374,778 | \$ 627,014 | \$ 642,292 | \$ 690,880 | \$ 706,158 | \$ 721,436 | \$ 736,715 | \$ 751,993 | \$ 800,581 | \$ 820,767 |

| Weekend Revenues: | | | | | | | | | | | | | | | |
|--|----------------|-----------------------|----------|---------------------|------------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|--------------|
| | Peak Volume | Avg. Turns per Day | Oversell | Average Duration | Periods/ Year | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Retail - Customers | 4 | 8.00 | | 0.50 | 100 | 1,600 | 3,200 | 3,200 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,800 | 4,800 |
| Restaurant - Customers | 42 | 6.00 | | 2.00 | 100 | 50,400 | 100,800 | 100,800 | 126,000 | 126,000 | 126,000 | 126,000 | 126,000 | 151,200 | 151,200 |
| Office - Visitors | 5 | 1.00 | | 1.00 | 52 | 260 | 520 | 520 | 650 | 650 | 650 | 650 | 650 | 780 | 780 |
| Resident - Visitors | 39 | 2.00 | | 3.00 | 100 | 23,400 | 46,800 | 46,800 | 58,500 | 58,500 | 58,500 | 58,500 | 58,500 | 70,200 | 70,200 |
| Existing Daily Parkers (Pearl St. Lot) | 50 | 2.00 | | 2.50 | 100 | 50,000 | 50,000 | 50,000 | 62,500 | 62,500 | 62,500 | 62,500 | 62,500 | 75,000 | 75,000 |
| Gross Weekend Revenues | | | | | | \$ 75,660 | \$ 151,320 | \$ 151,320 | \$ 189,150 | \$ 189,150 | \$ 189,150 | \$ 189,150 | \$ 189,150 | \$ 226,980 | \$ 226,980 |
| Total Gross Revenues | | | | | | \$ 450,438 | \$ 778,334 | \$ 793,612 | \$ 880,030 | \$ 895,308 | \$ 910,586 | \$ 925,865 | \$ 941,143 | \$ 1,027,561 | \$ 1,047,747 |

| | | | | | | | | | | | | | | | |
|--|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <i>Inflationary Assumption¹²:</i> | | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
|--|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

- Notes:**
- Proposed Rate Schedule matches what the City currently charges for each type of parking.
 - The Peak Volume figures for Office - Employees is less than the actual peak demand for parking. Actual demand from Office - Employees is projected to be for 436 spaces. Due to limited capacity in the garage, only a portion of the demand can be accommodated.
 - The peak number of Resident vehicles in the garage during the day on a weekday is projected to be 249, based on Shared Use analysis.
 - The Pearl Street Lot is expected to be taken out of service. This figure is based on the number of vehicles observed by DESMAN parked in the Lot after normal business hours for the adjacent industrial/retail building. These vehicles are assumed to belong to patrons of Mulligan's across the street.
 - Based on the number of vehicles observed by DESMAN parked in the Pearl Street Lot during normal business hours. Assumed to be employees of the adjacent industrial/retail building or Mulligan's.
 - Per the City, the Lofts @ Saco Falls currently hold 80 leases in the existing surface lot that will be replaced by the garage.
 - Volume numbers were determined using the Urban Land Institute's Shared Parking Model.
 - Turns references typical turns per day for transient/hourly parkers, based on information from the Institute of Traffic Engineers and DESMAN's past experience.
 - Oversell references the percentage of permits sold above the peak monthly parkers, given that all employees are not on-site every day.
 - Figures for "Average Duration", or the amount of time each transient vehicle will remain parked, were based on each type of land use assumed in the surrounding development, with different durations assumed on weekdays and weekends.
 - In Year 1 of operation, parking occupancy was assumed at 50% of the stabilized occupancy, due to the likelihood that not all projects contributing to demand will be online by the time the garage opens.
 - Expenses were assumed to grow at 2.5% per year, roughly matching the historical rate of inflation over the past 30 years.
 - DESMAN assumed that the garage will be manned by cashiers and/or customer service personnel in order to facilitate parking transactions and lightly clean the facility. The remaining expenses were based on DESMAN's past experience with similar parking facilities.
 - Bank Fees were calculated based on the assumption that 20% of parkers will pay with cash and the bank will charge 2% on those transactions to collect, transport and account for the money.
 - Credit Card Fees refers to the interchange fees paid by merchants who accept credit cards. It was assumed that 80% of patrons will pay with a credit card and that a 3% fee will be assessed on those transactions.
 - DESMAN has assumed that the City will set aside \$125 per space, per year, escalated by inflation every year, in order to build up a reserve fund for future capital repairs and maintenance needs.