

**GUTHRIE EMPLOYEE PARKING AGREEMENT  
ESTIMATED RANGE OF FINANCIAL IMPACT ON RIVERFRONT RAMP**

7-11-06

Regular Monthly Rate: \$65.00 per month  
Guthrie Monthly Rate: \$40.00 per month  
Event Rate: \$8.00 for Guthrie events  
Number of Leased Parking Spaces: 135 stalls  
Lease Term = 7 years

**A) Estimated Range of Additional Event Revenue:**

Financial impact of discount may be mitigated by the fact that Guthrie has committed to making employee stalls available for event parking by public, which could generate additional event revenue.

Scenario E1: Assuming that 85 Guthrie employee stalls are available and used for event parking 20 times per year (5% of total events).

Estimated Financial Impact =  $\$40,500 - (85 \times \$8 \text{ event rate} \times 20) = (\$26,900)$  annually.

Scenario E2: Assuming that 85 Guthrie employee stalls are available and used for event parking 60 times per year (15% of total events).

Estimated Financial Impact =  $\$40,500 - (85 \times \$8 \times 60) = + \$300$  annually.

**B) Estimated Range of Additional Monthly Revenue:**

Also, the Riverfront Ramp was intended to be used primarily for evening event purposes, with minimal monthly and daily demand projected in first few years of operation. Additional monthly parking by Guthrie employees, even at discounted rates could provide increased revenue up until ramp is fully utilized.

Scenario M1: Assuming that 135 Guthrie employee stalls are used for monthly parking and displaces 135 stalls of market rate parking.

Estimated Financial Impact =  $135 \times (\$65 - \$40) \times 12 \text{ months} = - \$40,500$  annually

Scenario M2: Assuming that 135 Guthrie employee stalls are used for monthly parking and displaces 0 stalls of market rate parking.

Estimated Financial Impact =  $135 \times \$40 \times 12 \text{ months} = + \$64,800$  annually.

**C) ESTIMATED RANGE OF FINANCIAL IMPACT TO RIVERFRONT RAMP:**

(\$67,900) to + \$65,100 annually, using combined monthly and event estimates