

Table 1
Sources and Uses Comparison
Draft Financial Plan for Start-Up Transportation Program for Alameda

Item	2018	2019	2020
SOURCES OF FUNDS			
Tenant Revenue ⁽¹⁾	\$240,000	\$327,500	\$502,500
Other Revenue ⁽²⁾	<u>\$70,000</u>	<u>\$20,000</u>	<u>\$20,000</u>
TOTAL SOURCES OF FUNDS	\$310,000	\$347,500	\$522,500
USES OF FUNDS			
Bike Share	\$0	\$0	\$0
Branded EV	\$186,110	\$156,110	\$156,110
Subsidized Carpool	\$18,000	\$36,000	\$36,000
EasyPass	\$48,000	\$48,000	\$48,000
Admin/Marketing	<u>\$57,000</u>	<u>\$57,000</u>	<u>\$57,000</u>
TOTAL USES OF FUNDS	\$309,110	\$297,110	\$297,110
NET BALANCE	\$890	\$50,390	\$225,390

(1) See Table 3

(2) Other potential revenues from City, grants, Alameda Point developers.

Table 2

Uses of Funds by Year

Draft Financial Plan for Start-Up Transportation Program for Alameda Point

Item	Assumptions	2018	2019	2020
Bike Share		\$0	\$0	\$0
Branded EV				
Number of Vehicles (Weekend)		1	1	1
Number of Vehicles (Weekday)		2	2	2
Labor Rate/Hour	\$35			
Number of Hours/Weekend Day (Noon-9:00PM)	9			
Number of Hours/Weekday (6:45AM-9:45AM; 4:15PM-8:00PM)	6.75			
Number of Days/Weekend		2	2	2
Number of Days/Weekday		5	5	5
Annual Labor Cost		\$155,610	\$155,610	\$155,610
Maintenance Cost/Year/Vehicle	\$500	\$500	\$500	\$500
Capital Cost/Vehicle	\$15,000	\$30,000	\$0	\$0
Subtotal Branded EV		\$186,110	\$156,110	\$156,110
Subsidized Carpool	\$3,000/Month	\$18,000	\$36,000	\$36,000
Subsidt towards EasyPasses		\$48,000	\$48,000	\$48,000
Overhead Costs		\$57,000	\$57,000	\$57,000
TOTAL USES OF FUNDS		\$309,110	\$297,110	\$297,110

Table 3
Projected Tenant Revenue
Draft Financial Plan for Start-Up Transportation Program for Alameda Point

Assumptions by Scenario	2018	2019	2020
Industrial Uses @ \$0.12 Starting Fee			
Participating SF 1,500,000			
Total Annual Revenue	\$180,000	\$255,000	\$405,000
<i>Annual Fee/SF</i>	<i>\$0.12</i>	<i>\$0.17</i>	<i>\$0.27</i>
Office Uses @ \$0.24 Starting Fee			
Participating SF 250,000			
Total Annual Revenue	\$60,000	\$72,500	\$97,500
<i>Annual Fee/SF</i>	<i>\$0.24</i>	<i>\$0.29</i>	<i>\$0.39</i>
TOTAL	\$240,000	\$327,500	\$502,500