

Pricing Model - Slip Pricing By Square Foot With Market Rate Adjustment

Background and Assumptions

- 1 The overall objective of the model is to demonstrate the impact upon rent rents from a move from linear footage to square footage based slip rental pricing. The goal of this proposed move is to establish a much simpler pricing structure that fairly charges slip renters for the amount of marina space they are actually enjoying.
- 2 This model assumes that there will be only one standard rental price for all slips in a particular slip size category. The specific size category applicable can be readily determined by the slip renter and subsequently confirmed by County agents based upon the length of the boat involved. The rental price for each slip size category is to be based upon a standard amount of associated square footage. The current standard rental prices were determined starting with assumptions concerning the standard slip finger length of the slips, in addition to various other factors. Today there are dozens of rates within the two marinas. The model portrays a much simpler pricing approach. There are only nine rates, plus an additional charge per square foot for over-sized boars, of course assuming the East and West Basins follow the same pricing schedule. This is seen as a significant advantage from both a management efficiency and customer serving perspective.
- 3 Those numbers in larger, blue, bold faced fonts found on the various worksheets which make up this model are the inputs necessary for this model to function. These numbers may be changed at any time to provide different results. As long as the Market Rate Adjustment is set at zero, the model will continue to have a neutral (zero) net impact on total revenue yield from the East and West Basins combined.
- 4 This model calculates the total revenue derived from the existing published slip rates for the East and West Basins times the published number of slips in each slip size category. Total rentable square footage is calculated based on (calculated) standard slip size category square footages times the published number of slips within each size category. The total revenue divided by total rentable square footage then determines a rate per rentable square foot.
- 5 When standard slip size category square footage is multiplied times the rate per square foot, the result is a standard slip rate, for each of the nine slip size categories. In general, and ignoring the impact of West Basin price breaks which are not recommended, the rates for the smallest slip sizes are reduced slightly by square footage based pricing while those size slip size categories for boats 44' and above in length are increased slightly.
- 6 Given Market Rate Adjustment is zero, then the results of the change from linear to square footage based slip rent pricing will produce no change in total slip revenue, except as an insignificant consequence of rounding and truncation during interim calculations.
- 7 The model does not address premiums which may be charged and discounts which may be granted on the rentals of the 2409 regular slips total in the East and West Basins. This model also does not address guest slip rentals. Therefore, guest slip revenue and revenue associated with premiums and discounts on regular slips must be added to determine total slip revenue yield.
- 8 As was implied above, this model assumes that the price for side-tie and end-tie slips, as well as any other unusually sized or configured slips will be the same as for all other slips in each respective slip size category.. Going forward, differences in demand for such slips will be accommodated by a single slip rental price list, a single wait list (for both basins) and continued enforcement of the existing first-come-first-served policy. Going forward, a slip renter's location within the harbor will therefore be based upon slip supply and demand as well as personal preference. Location will not be based upon a pre-established relationship between the slip renter and one (but not the other) of the County's two facility operators.
- 9 This models assumes 100% slip occupancy (all slips rented) in both the East and West Marinas. The actual numbers of slips rented is not material to the exercise except as follows: Given there are somewhere between 100 and 200 slips in the smallest slip size categories actually vacant, the actual impact of square footage based slip rents upon revenue (while these vacancies continue) may be slightly positive. Positive because going forward the impact of these vacancies upon total revenue will be less than it is today, since "lost revenue" associated with these vacancies (as a percentage of total harbor revenue) will likely be less.

Dana Point Harbor Slip Pricing Model - Slip Pricing By Square Foot With Market Rate Adjustment

| Numerical Assumptions and Associated Calculations | | | | |
|---|-------------|--|---------------|---|
| Assumptions may be changed and the spreadsheet will recalculate automatically | | | | |
| Assumption | Calculation | Description | Value | Remarks |
| ✓ | | Current Budgeted Revenue (excluding guest slips and premiums and discounts on regular slips) | \$ 13,748,952 | Calculated on the Slip Revenue Matrix worksheet. |
| ✓ | | Current Revenue Per Square Foot - Per month, before adjusting for West Basin price break | \$ 1.0869744 | For reference only. Rates were not currently based on square footage. |
| ✓ | | Current West Basin Rate Per Square Foot - Per month, Reflects West Basin Price Break | \$ 1.0716373 | For reference only. Rates were not currently based on square footage. |
| ✓ | | Current East Basin Rate Per Square Foot - Per month, Reflects West Basin Price Break | \$ 1.0965512 | For reference only. Rates were not currently based on square footage. |
| ✓ | | Proposed Market Rate Adjustment | 0.00% | Select the rate increase percentage desired. |
| ✓ | | Proposed Slip Revenue Target (excluding guest slips) | \$ 13,748,952 | Current Budget Revenue + Market Rate Adjustment. |
| ✓ | | Increase In Slip Revenue - Current Vs. Proposed | \$ - | Revenue Increase Proposed based upon 0.00% market rate adjustment. |
| ✓ | | Proposed Revenue Per Square Foot - Per month, before adjusting for West Basin price break | \$ 1.0869744 | Current rate X Market Rate Adjustment divided by total rentable square footage. |
| ✓ | | Proposed Total Revenue Basis For West Basin - Before West Basin Price Break (slip renter discounts) | \$ 5,285,043 | Proposed Slip Revenue Target * ratio of West Basin square footage to total square footage |
| ✓ | | Proposed Total Revenue Basis For East Basin - Before West Basin Price Break (slip renter discounts) | \$ 8,463,909 | Proposed Slip Revenue Target * ratio of East Basin square footage to total square footage |
| ✓ | | Proposed West Basin Slip Renter Price Break | 0.00% | Enter a percentage if desired. If zero then the proposed West Basin rate per SF becomes the same as East Basin. |
| ✓ | | Proposed West Basin Basis Revenue Lost (due to Price Break) | \$ - | West Basin revenue lost due to discounting becomes additional revenue to be recovered in the East Basin rates. |
| ✓ | | Proposed Total Revenue Basis For West Basin - After West Basin Price Break (slip renter discounts) | \$ 5,285,043 | Revenue Basis For Determining Proposed Slip Rents * ratio of West Basin slips to total slips. |
| ✓ | | Proposed Total Revenue Basis For East Basin - After West Basin Price Break (slip renter discounts) | \$ 8,463,909 | Revenue Basis For Determining Proposed Slip Rents * ratio of East Basin slips to total slips. |
| ✓ | | Proposed Adjusted West Basin Rate Per Square Foot - Per month, after West Basin Price Break | \$ 1.0869744 | Based on Proposed Rate Per Square Foot Less West Basin Price Break. |
| ✓ | | Proposed Adjusted East Basin Rate Per Square Foot - Per month, after West Basin Price Break | \$ 1.0869744 | West Basin Proposed Price Break is reflected in this rate. |
| ✓ | | Adjustment in Rate Per Square Foot - West Basin Current vs. Proposed | 1.43% | For reference only. Current rates were not based on square footage. |
| ✓ | | Adjustment in Rate Per Square Foot - East Basin Current vs. Proposed | -0.87% | For reference only. Current rates were not based on square footage. |

Dana Point Harbor Slip Pricing Model - Slip Pricing By Square Foot With Market Rate Adjustment

| STANDARD SLIP CATEGORIES | | | | | | | | SLIP INVENTORY (Excludes Guest Slips) | | | | SQUARE FOOTAGE | | |
|--|------------|-------------------|-------------------|-------------------|---------------------|-----------------------|--------------------|--|------------------|------------------|----------------------|------------------|------------------|----------------------|
| Boat Sizes From Marina Rate Sheets | | A | B | C | D | E | F | G | H | I | J | K | L | M |
| | | Std Slip Len (LF) | Slip Ovr-hng (LF) | Fair-way Use (LF) | Std Slip Width (LF) | Std Finger Width (LF) | Std Slip Size (SF) | Total (Public Record) | West Basin Slips | East Basin Slips | Total (W + E Basins) | West Basin Slips | East Basin Slips | Total (W + E Basins) |
| 1 | 20 TO 22' | 22.0 | 3.0 | 0.0 | 9.0 | 2.5 | 256 | 250 | 180 | 70 | 250 | 46,125 | 17,938 | 64,063 |
| 2 | 23 TO 29' | 26.0 | 3.0 | 0.0 | 10.0 | 2.5 | 326 | 1157 | 419 | 738 | 1157 | 136,699 | 240,773 | 377,472 |
| 3 | 30 TO 33' | 30.0 | 3.0 | 0.0 | 12.5 | 2.5 | 454 | 391 | 142 | 249 | 391 | 64,433 | 112,984 | 177,417 |
| 4 | 34 TO 38' | 35.0 | 3.0 | 0.0 | 13.0 | 3.0 | 551 | 270 | 98 | 172 | 270 | 53,998 | 94,772 | 148,770 |
| 5 | 39 TO 43' | 40.0 | 4.0 | 0.0 | 14.0 | 3.0 | 682 | 129 | 47 | 82 | 129 | 32,054 | 55,924 | 87,978 |
| 6 | 44 TO 48' | 45.0 | 4.0 | 0.0 | 15.0 | 3.0 | 809 | 107 | 39 | 68 | 107 | 31,532 | 54,978 | 86,510 |
| 7 | 49 TO 53' | 50.0 | 4.0 | 0.0 | 16.0 | 3.5 | 959 | 57 | 21 | 36 | 57 | 20,129 | 34,506 | 54,635 |
| 8 | 54 TO 58' | 55.0 | 4.0 | 0.0 | 17.5 | 3.5 | 1136 | 33 | 12 | 21 | 33 | 13,629 | 23,851 | 37,480 |
| 9 | 59' & Over | 60.0 | 5.0 | 0.0 | 18.5 | 3.5 | 1316 | 15 | 5 | 10 | 15 | 6,581 | 13,163 | 19,744 |
| Totals | | | | | | | | 2,409 | 963 | 1,446 | 2,409 | 405,180 | 648,889 | 1,054,069 |

Enter standard slip dimensions for pricing. (Current values should be confirmed and may be updated as appropriate.)

Enter slip inventory, including side ties available to rent. (Current values should be confirmed and may be updated as appropriate.)

Formula for calculation of Std Size Size (F) in Square feet:

$$F = (A + B + C) \times (D + (E / 2))$$

Formula for calculation of West (K) and East (L) Basin Square Footage:

$$K = F \times H$$

$$L = F \times I$$

Dana Point Harbor Slip Pricing Model - Slip Pricing By Square Foot With Market Rate Adjustment

| STD SLIP CATEGORIES | | CURRENT SLIP PRICING | | CURRENT BUDGET REVENUE <i>(Excludes Guest Slips)</i> | | | PARTICIPATION IN PROPOSED MARKET RATE ADJUSTMENT | PROPOSED BUDGET REVENUE <i>(Excludes Guest Slips)</i> | | | | | | |
|---------------------|--------------------|----------------------|----------------|---|--------------|--------------|--|--|-------------------------|--------------------|-------------------------|---------------------|-------------------------|---------------------|
| Slip Size (LF) | Std Slip Size (SF) | West Basin | East Basin | West Basin | East Basin | Total | | West Basin | Gain (Loss) vs. Current | East Basin | Gain (Loss) vs. Current | Total | Gain (Loss) vs. Current | |
| 1 | 20 TO 22' | 256 | \$286 | \$268 | \$ 617,760 | \$ 225,120 | \$ 842,880 | Yes | \$ 601,640 | \$ (16,120) | \$ 233,971 | \$ 8,851 | \$ 835,611 | \$ (7,269) |
| 2 | 23 TO 29' | 326 | \$361 | \$373 | \$ 1,815,108 | \$ 3,303,288 | \$ 5,118,396 | Yes | \$ 1,783,056 | \$ (32,052) | \$ 3,140,562 | \$ (162,726) | \$ 4,923,618 | \$ (194,778) |
| 3 | 30 TO 33' | 454 | \$487 | \$503 | \$ 829,848 | \$ 1,502,964 | \$ 2,332,812 | Yes | \$ 840,438 | \$ 10,590 | \$ 1,473,725 | \$ (29,239) | \$ 2,314,163 | \$ (18,649) |
| 4 | 34 TO 38' | 551 | \$602 | \$622 | \$ 707,952 | \$ 1,283,808 | \$ 1,991,760 | Yes | \$ 704,333 | \$ (3,619) | \$ 1,236,177 | \$ (47,631) | \$ 1,940,510 | \$ (51,250) |
| 5 | 39 TO 43' | 682 | \$704 | \$727 | \$ 397,056 | \$ 715,368 | \$ 1,112,424 | Yes | \$ 418,103 | \$ 21,047 | \$ 729,455 | \$ 14,087 | \$ 1,147,558 | \$ 35,134 |
| 6 | 44 TO 48' | 809 | \$807 | \$834 | \$ 377,676 | \$ 680,544 | \$ 1,058,220 | Yes | \$ 411,287 | \$ 33,611 | \$ 717,116 | \$ 36,572 | \$ 1,128,403 | \$ 70,183 |
| 7 | 49 TO 53' | 959 | \$929 | \$960 | \$ 234,108 | \$ 414,720 | \$ 648,828 | Yes | \$ 262,550 | \$ 28,442 | \$ 450,086 | \$ 35,366 | \$ 712,636 | \$ 63,808 |
| 8 | 54 TO 58' | 1136 | \$1,006 | \$1,039 | \$ 144,864 | \$ 261,828 | \$ 406,692 | Yes | \$ 177,772 | \$ 32,908 | \$ 311,102 | \$ 49,274 | \$ 488,874 | \$ 82,182 |
| 9 | 59' & Over | 1316 | \$1,435 | \$1,257 | \$ 86,100 | \$ 150,840 | \$ 236,940 | Yes | \$ 85,844 | \$ (256) | \$ 171,688 | \$ 20,848 | \$ 257,532 | \$ 20,592 |
| | | | Totals | | \$ 5,210,472 | \$ 8,538,480 | \$ 13,748,952 | | \$ 5,285,023 | \$ 74,551 | \$ 8,463,882 | \$ (74,598) | \$ 13,748,905 | \$ (47) |

These rates are taken from the current marina rate sheets found on the web. This data can be changed if desired.

This column provides the means to avoid applying the Market Rate Adjustment (if any) to each of the nine slip sizes individually by simply selecting "NO". For example, it may be desirable to apply a slight market rate adjustment overall but to not adjust the rental rates for those slip sizes under 30 feet where vacancies are currently present. Note however that by doing this, the total revenue yield will be reduced accordingly.

Given a zero market rate adjustment, then ideally this number would be absolute zero, thereby to demonstrate a completely neutral impact resulting from migration from pricing based on linear feet to pricing based on rentable square footage. However, in these circumstances there will still be small non-zero number here due to the many complex intermediate calculations, with accumulated insignificant penny rounding and truncation differences.

Dana Point Harbor Slip Pricing Model - Slip Pricing By Square Foot With Market Rate Adjustment

| STD SLIP CATEGORIES | | | | CURRENT SLIP RATES | | | PROPOSED SLIP RATES | | | | | | |
|------------------------------------|------------|--------------------|--------------------|--------------------|------------|------------------------|---------------------|------------|------------------------|-------------------------|--------|-------------------------|--------|
| Boat Sizes From Marina Rate Sheets | | Std Slip Size (LF) | Std Slip Size (SF) | West Basin | East Basin | West Basin Price Break | West Basin | East Basin | West Basin Price Break | West Basin Rate Changes | | East Basin Rate Changes | |
| 1 | 20 TO 22' | 22.0 | 256 | \$ 286 | \$ 268 | \$ (18) | \$ 279 | \$ 279 | \$ - | \$ (7) | -2.45% | \$ 11 | 4.10% |
| 2 | 23 TO 29' | 26.0 | 326 | \$ 361 | \$ 373 | \$ 12 | \$ 355 | \$ 355 | \$ - | \$ (6) | -1.66% | \$ (18) | -4.83% |
| 3 | 30 TO 33' | 30.0 | 454 | \$ 487 | \$ 503 | \$ 16 | \$ 493 | \$ 493 | \$ - | \$ 6 | 1.23% | \$ (10) | -1.99% |
| 4 | 34 TO 38' | 35.0 | 551 | \$ 602 | \$ 622 | \$ 20 | \$ 599 | \$ 599 | \$ - | \$ (3) | -0.50% | \$ (23) | -3.70% |
| 5 | 39 TO 43' | 40.0 | 682 | \$ 704 | \$ 727 | \$ 23 | \$ 741 | \$ 741 | \$ - | \$ 37 | 5.26% | \$ 14 | 1.93% |
| 6 | 44 TO 48' | 45.0 | 809 | \$ 807 | \$ 834 | \$ 27 | \$ 879 | \$ 879 | \$ - | \$ 72 | 8.92% | \$ 45 | 5.40% |
| 7 | 49 TO 53' | 50.0 | 959 | \$ 929 | \$ 960 | \$ 31 | \$ 1,042 | \$ 1,042 | \$ - | \$ 113 | 12.16% | \$ 82 | 8.54% |
| 8 | 54 TO 58' | 55.0 | 1136 | \$ 1,006 | \$ 1,039 | \$ 33 | \$ 1,235 | \$ 1,235 | \$ - | \$ 229 | 22.76% | \$ 196 | 18.86% |
| 9 | 59' & Over | 60.0 | 1316 | \$ 1,435 | \$ 1,257 | \$ (178) | \$ 1,431 | \$ 1,431 | \$ - | \$ (4) | -0.28% | \$ 174 | 13.84% |

| STD SLIP CATEGORIES | | DECOMPOSITION OF PROPOSED SLIP RATE CHANGES | | | | | | | | | | | |
|------------------------------------|------------|---|-------|-------------------|--------|------------------------|-------|---------------------------------------|-------|-------------------|--------|------------------------|-------|
| | | Impact On West Basin Rates From . . . | | | | | | Impact On East Basin Rates From . . . | | | | | |
| | | West Basin Price Break | | SF Pricing Method | | Market Rate Adjustment | | West Basin Price Break | | SF Pricing Method | | Market Rate Adjustment | |
| Boat Sizes From Marina Rate Sheets | | | | | | | | | | | | | |
| 1 | 20 TO 22' | \$ - | 0.00% | \$ (7) | -2.45% | \$ - | 0.00% | \$ - | 0.00% | \$ 11 | 4.10% | \$ - | 0.00% |
| 2 | 23 TO 29' | \$ - | 0.00% | \$ (6) | -1.66% | \$ - | 0.00% | \$ - | 0.00% | \$ (18) | -4.83% | \$ - | 0.00% |
| 3 | 30 TO 33' | \$ - | 0.00% | \$ 6 | 1.23% | \$ - | 0.00% | \$ - | 0.00% | \$ (10) | -1.99% | \$ - | 0.00% |
| 4 | 34 TO 38' | \$ - | 0.00% | \$ (3) | -0.50% | \$ - | 0.00% | \$ - | 0.00% | \$ (23) | -3.70% | \$ - | 0.00% |
| 5 | 39 TO 43' | \$ - | 0.00% | \$ 37 | 5.26% | \$ - | 0.00% | \$ - | 0.00% | \$ 14 | 1.93% | \$ - | 0.00% |
| 6 | 44 TO 48' | \$ - | 0.00% | \$ 72 | 8.92% | \$ - | 0.00% | \$ - | 0.00% | \$ 45 | 5.40% | \$ - | 0.00% |
| 7 | 49 TO 53' | \$ - | 0.00% | \$ 113 | 12.16% | \$ - | 0.00% | \$ - | 0.00% | \$ 82 | 8.54% | \$ - | 0.00% |
| 8 | 54 TO 58' | \$ - | 0.00% | \$ 229 | 22.76% | \$ - | 0.00% | \$ - | 0.00% | \$ 196 | 18.86% | \$ - | 0.00% |
| 9 | 59' & Over | \$ - | 0.00% | \$ (4) | -0.28% | \$ - | 0.00% | \$ - | 0.00% | \$ 174 | 13.84% | \$ - | 0.00% |

Pricing Model - Slip Pricing By Square Foot With Market Rate Adjustment

Square Footage Based Slip Rates Table

Assumes One SF Rate For Entire Harbor (No West Basin Price Break) - Rates For The Proposed Market Rate Adjustment Are Highlighted

| Market Rate Adjustment | 20 TO 22' | 23 TO 29' | 30 TO 33' | 34 TO 38' | 39 TO 43' | 44 TO 48' | 49 TO 53' | 54 TO 58' | 59' & Over |
|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| -10.00% | \$ 252 | \$ 321 | \$ 446 | \$ 542 | \$ 671 | \$ 795 | \$ 943 | \$ 1,118 | \$ 1,295 |
| -9.50% | \$ 254 | \$ 323 | \$ 449 | \$ 545 | \$ 674 | \$ 800 | \$ 948 | \$ 1,124 | \$ 1,302 |
| -9.00% | \$ 255 | \$ 325 | \$ 451 | \$ 548 | \$ 678 | \$ 804 | \$ 953 | \$ 1,130 | \$ 1,309 |
| -8.50% | \$ 257 | \$ 327 | \$ 454 | \$ 551 | \$ 682 | \$ 809 | \$ 959 | \$ 1,136 | \$ 1,317 |
| -8.00% | \$ 258 | \$ 328 | \$ 456 | \$ 554 | \$ 685 | \$ 813 | \$ 964 | \$ 1,142 | \$ 1,324 |
| -7.50% | \$ 259 | \$ 330 | \$ 458 | \$ 557 | \$ 689 | \$ 817 | \$ 969 | \$ 1,149 | \$ 1,331 |
| -7.00% | \$ 261 | \$ 332 | \$ 461 | \$ 560 | \$ 693 | \$ 822 | \$ 974 | \$ 1,155 | \$ 1,338 |
| -6.50% | \$ 262 | \$ 334 | \$ 463 | \$ 563 | \$ 697 | \$ 826 | \$ 979 | \$ 1,161 | \$ 1,345 |
| -6.00% | \$ 264 | \$ 335 | \$ 466 | \$ 566 | \$ 700 | \$ 831 | \$ 985 | \$ 1,167 | \$ 1,352 |
| -5.50% | \$ 265 | \$ 337 | \$ 468 | \$ 569 | \$ 704 | \$ 835 | \$ 990 | \$ 1,173 | \$ 1,359 |
| -5.00% | \$ 266 | \$ 339 | \$ 471 | \$ 572 | \$ 708 | \$ 839 | \$ 995 | \$ 1,179 | \$ 1,367 |
| -4.50% | \$ 268 | \$ 341 | \$ 473 | \$ 575 | \$ 711 | \$ 844 | \$ 1,000 | \$ 1,186 | \$ 1,374 |
| -4.00% | \$ 269 | \$ 343 | \$ 476 | \$ 578 | \$ 715 | \$ 848 | \$ 1,006 | \$ 1,192 | \$ 1,381 |
| -3.50% | \$ 271 | \$ 344 | \$ 478 | \$ 581 | \$ 719 | \$ 853 | \$ 1,011 | \$ 1,198 | \$ 1,388 |
| -3.00% | \$ 272 | \$ 346 | \$ 481 | \$ 584 | \$ 722 | \$ 857 | \$ 1,016 | \$ 1,204 | \$ 1,395 |
| -2.50% | \$ 273 | \$ 348 | \$ 483 | \$ 587 | \$ 726 | \$ 861 | \$ 1,021 | \$ 1,210 | \$ 1,402 |
| -2.00% | \$ 275 | \$ 350 | \$ 486 | \$ 590 | \$ 730 | \$ 866 | \$ 1,026 | \$ 1,216 | \$ 1,410 |
| -1.50% | \$ 276 | \$ 351 | \$ 488 | \$ 593 | \$ 734 | \$ 870 | \$ 1,032 | \$ 1,223 | \$ 1,417 |
| -1.00% | \$ 278 | \$ 353 | \$ 491 | \$ 596 | \$ 737 | \$ 875 | \$ 1,037 | \$ 1,229 | \$ 1,424 |
| -0.50% | \$ 279 | \$ 355 | \$ 493 | \$ 599 | \$ 741 | \$ 879 | \$ 1,042 | \$ 1,235 | \$ 1,431 |
| 0.00% | \$ 279 | \$ 355 | \$ 493 | \$ 599 | \$ 741 | \$ 879 | \$ 1,042 | \$ 1,235 | \$ 1,431 |
| 0.50% | \$ 280 | \$ 357 | \$ 495 | \$ 602 | \$ 745 | \$ 883 | \$ 1,047 | \$ 1,241 | \$ 1,438 |
| 1.00% | \$ 282 | \$ 359 | \$ 498 | \$ 605 | \$ 748 | \$ 888 | \$ 1,052 | \$ 1,247 | \$ 1,445 |
| 1.50% | \$ 283 | \$ 360 | \$ 500 | \$ 608 | \$ 752 | \$ 892 | \$ 1,058 | \$ 1,254 | \$ 1,452 |
| 2.00% | \$ 285 | \$ 362 | \$ 503 | \$ 611 | \$ 756 | \$ 897 | \$ 1,063 | \$ 1,260 | \$ 1,460 |
| 2.50% | \$ 286 | \$ 364 | \$ 505 | \$ 614 | \$ 760 | \$ 901 | \$ 1,068 | \$ 1,266 | \$ 1,467 |
| 3.00% | \$ 287 | \$ 366 | \$ 508 | \$ 617 | \$ 763 | \$ 905 | \$ 1,073 | \$ 1,272 | \$ 1,474 |
| 3.50% | \$ 289 | \$ 367 | \$ 510 | \$ 620 | \$ 767 | \$ 910 | \$ 1,078 | \$ 1,278 | \$ 1,481 |
| 4.00% | \$ 290 | \$ 369 | \$ 513 | \$ 623 | \$ 771 | \$ 914 | \$ 1,084 | \$ 1,284 | \$ 1,488 |
| 4.50% | \$ 292 | \$ 371 | \$ 515 | \$ 626 | \$ 774 | \$ 919 | \$ 1,089 | \$ 1,291 | \$ 1,495 |
| 5.00% | \$ 293 | \$ 373 | \$ 518 | \$ 629 | \$ 778 | \$ 923 | \$ 1,094 | \$ 1,297 | \$ 1,503 |
| 5.50% | \$ 294 | \$ 375 | \$ 520 | \$ 632 | \$ 782 | \$ 927 | \$ 1,099 | \$ 1,303 | \$ 1,510 |
| 6.00% | \$ 296 | \$ 376 | \$ 523 | \$ 635 | \$ 785 | \$ 932 | \$ 1,105 | \$ 1,309 | \$ 1,517 |
| 6.50% | \$ 297 | \$ 378 | \$ 525 | \$ 638 | \$ 789 | \$ 936 | \$ 1,110 | \$ 1,315 | \$ 1,524 |
| 7.00% | \$ 299 | \$ 380 | \$ 528 | \$ 641 | \$ 793 | \$ 941 | \$ 1,115 | \$ 1,321 | \$ 1,531 |
| 7.50% | \$ 300 | \$ 382 | \$ 530 | \$ 644 | \$ 797 | \$ 945 | \$ 1,120 | \$ 1,328 | \$ 1,538 |
| 8.00% | \$ 301 | \$ 383 | \$ 532 | \$ 647 | \$ 800 | \$ 949 | \$ 1,125 | \$ 1,334 | \$ 1,545 |
| 8.50% | \$ 303 | \$ 385 | \$ 535 | \$ 650 | \$ 804 | \$ 954 | \$ 1,131 | \$ 1,340 | \$ 1,553 |
| 9.00% | \$ 304 | \$ 387 | \$ 537 | \$ 653 | \$ 808 | \$ 958 | \$ 1,136 | \$ 1,346 | \$ 1,560 |
| 9.50% | \$ 306 | \$ 389 | \$ 540 | \$ 656 | \$ 811 | \$ 963 | \$ 1,141 | \$ 1,352 | \$ 1,567 |
| 10.00% | \$ 307 | \$ 391 | \$ 542 | \$ 659 | \$ 815 | \$ 967 | \$ 1,146 | \$ 1,359 | \$ 1,574 |
| Current Rates West Basin | \$ 286 | \$ 361 | \$ 487 | \$ 602 | \$ 704 | \$ 807 | \$ 929 | \$ 1,006 | \$ 1,435 |
| Current Rates East Basin | \$ 268 | \$ 373 | \$ 503 | \$ 622 | \$ 727 | \$ 834 | \$ 960 | \$ 1,039 | \$ 1,257 |
| New Rates West Basin | \$ 279 | \$ 355 | \$ 493 | \$ 599 | \$ 741 | \$ 879 | \$ 1,042 | \$ 1,235 | \$ 1,431 |
| New Rates East Basin | \$ 279 | \$ 355 | \$ 493 | \$ 599 | \$ 741 | \$ 879 | \$ 1,042 | \$ 1,235 | \$ 1,431 |
| Change In Rates West Basin | \$ (7) | \$ (6) | \$ 6 | \$ (3) | \$ 37 | \$ 72 | \$ 113 | \$ 229 | \$ (4) |
| Change In Rates East Basin | \$ 11 | \$ (18) | \$ (10) | \$ (23) | \$ 14 | \$ 45 | \$ 82 | \$ 196 | \$ 174 |

Pricing Model - Slip Pricing By Square Foot With Market Rate Adjustment

Net Change In Slip Rates

