

St. Pete - Tampa Ferry Project Project Cost Summary (2018-2019)

Proforma

<u>Vessel Ops</u>	\$ 685,598
<u>Operational Mgmt and Admin</u>	\$ 104,112
<u>Sub-Total</u>	\$ 789,710

Additional

<u>Terminals</u>	\$ 82,622
<u>Marketing, Sales and Survey</u>	\$ 75,000
<u>Sub-Total</u>	\$ 157,622

<u>TOTAL PROJECT COSTS</u>	<u>\$ 947,332</u>
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Credits:

Minumun Revenue Credit \$ 200,000

Subsidy \$ **747,332**

Notes

Turn-Key: Includes vessel deliver and redelivery; vessel crew; fuel; oils; supplies.

Includes: A dedicated, on site team, working just for this project; administrative reporting; ops reporting; customer service; ticketing; scheduling; community outreach.

Includes: Dock construction in St. Pete and Tampa; insurance; terminal supplies; terminal tent; ticket booths.

PAYMENT TERMS

<u>Initial Deposit</u>	\$ 75,000	<u>By Sept 15, 2018</u>
<u>Long Lead items & Mobe</u>	\$ 75,000	<u>Before Nov 1</u>
<u>Prior to Commencement of service</u>	\$ 119,466	<u>Before Dec 1</u>
<u>Prior to each month of service</u>	\$ 119,466	<u>Before Jan1</u>
	\$ 119,466	<u>Before Feb 1</u>
	\$ 119,466	<u>Before Mar 1</u>
	\$ 119,466	<u>Before Apr 1</u>
	<u>\$ 747,332</u>	

Note: If the net revenue projection exceeds \$400,000 the City will receive an end of season rebate for the 50-50 split for net revenue beyond \$400,000.

St. Pete - Tampa Ferry Project **Project Cost Summary (2019-2020)**

(DOCK IN ST. PETE SUPPLIED BY THE CITY)

Proforma

Vessel Ops \$ 685,598

Operational Mgmt and Admin \$ 98,907

Sub-Total \$ 784,504

Additional

Terminals \$ 38,622

Marketing, Sales and Survey \$ 75,000

Sub-Total \$ 113,622

TOTAL PROJECT COSTS \$ **898,126**

Credits:

Minimum Revenue Credit \$ 200,000

Projected 50-50 split \$ 33,500

Maximum Subsidy \$ 698,126

Projected Subsidy \$ 664,626

PAYMENT TERMS

<u>Initial Deposit</u>	\$ 75,000	<u>By Sept 15, 2019</u>
<u>Long Lead items & Mobe</u>	\$ 75,000	<u>Before Nov 1</u>
<u>Prior to Commencement of service</u>	\$ 109,625	<u>Before Dec 1</u>
<u>Prior to each month of service</u>	\$ 109,625	<u>Before Jan1</u>
	\$ 109,625	<u>Before Feb 1</u>
	\$ 109,625	<u>Before Mar 1</u>
	\$ 109,625	<u>Before Apr 1</u>
	\$ 698,126	

Notes

Turn-Key: Includes vessel delivery and redelivery; vessel crew; fuel; oils; supplies.

Includes: A team dedicated just to this project; uniforms, ticketing; administrative reporting; operational reporting; scheduling; customer service; community outreach.

Includes: Insurance; terminal supplies; terminal tent; ticket booths.

St. Pete - Tampa Ferry Project Project Cost Summary (2019-2020)

(DOCK IN ST. PETE NOT SUPPLIED BY THE CITY)

Proforma

Vessel Ops \$ 685,598

Operational Mgmt and Admin \$ 98,907

Sub-Total \$ 784,504

Additional

Terminals \$ 82,622

Marketing, Sales and Survey \$ 75,000

Sub-Total \$ 157,622

TOTAL PROJECT COSTS \$ 942,126

Credits:

Minamum Revenue Credit \$ 200,000

Projected 50-50 split \$ 33,500

Maximum Subsidy \$ 742,126

Projected Subsidy \$ 708,626

PAYMENT TERMS

<u>Initial Deposit</u>	\$ 75,000	<u>By Sept 15, 2019</u>
<u>Long Lead items & Mobe</u>	\$ 75,000	<u>Before Nov 1</u>
<u>Prior to Commencement of service</u>	\$ 118,425	<u>Before Dec 1</u>
<u>Prior to each month of service</u>	\$ 118,425	<u>Before Jan1</u>
	\$ 118,425	<u>Before Feb 1</u>
	\$ 118,425	<u>Before Mar 1</u>
	\$ 118,425	<u>Before Apr 1</u>
	\$ 742,126	

Notes

Turn-Key: Includes vessel delivery and redelivery; vessel crew; fuel; oils; supplies.

Includes: A team dedicated just to this project; uniforms, ticketing; administrative reporting; operational reporting; scheduling; customer service; community outreach.

Includes: Dock construction in St. Pete; insurance; terminal supplies; terminal tent; ticket booths.

St. Pete - Tampa Ferry Project Project Cost Summary (2020-2021)

(DOCK IN ST. PETE SUPPLIED BY THE CITY)

Proforma

Vessel Ops \$ 685,598

Operational Mgmt and Admin \$ 93,701

Sub-Total \$ 779,299

Additional

Terminals \$ 38,622

Marketing, Sales and Survey \$ 75,000

Sub-Total \$ 113,622

TOTAL PROJECT COSTS \$ 892,921

Credits:

Minimum Revenue Credit \$ 200,000

Projected 50-50 Split \$ 45,500

Maximum Subsidy \$ 692,921

Projected Subsidy \$ 647,421

PAYMENT TERMS

Initial Deposit \$ 75,000 By Sept 15, 2020

Long Lead items & Mobe \$ 75,000 Before Nov 1

Prior to Commencement of service \$ 108,584 Before Dec 1

Prior to each month of service \$ 108,584 Before Jan 1

\$ 108,584 Before Feb 1

\$ 108,584 Before Mar 1

\$ 108,584 Before Apr 1

\$ 692,921

Notes

Turn-Key: Includes vessel delivery and redelivery; vessel crew; fuel; oils; supplies.

Includes: A team dedicated just to this project; uniforms, ticketing; administrative reporting; operational reporting; scheduling; customer service; community outreach.

Includes: Insurance; terminal supplies; terminal tent; ticket booths.

Note: If the net revenue projection exceeds \$400,000 the City will receive an end of season rebate for the 50-50 split for net revenue beyond \$400,000.

St. Pete - Tampa Ferry Project Project Cost Summary (2020-2021)

(DOCK IN ST. PETE NOT SUPPLIED BY THE CITY)

Proforma

Vessel Ops \$ 685,598

Operational Mgmt and Admin \$ 93,701

Sub-Total \$ 779,299

Additional

Terminals \$ 82,622

Marketing, Sales and Survey \$ 75,000

Sub-Total \$ 157,622

TOTAL PROJECT COSTS \$ 936,921

Credits:

Minimum Revenue Credit \$ 200,000

Projected 50-50 Split \$ 45,500

Maximum Subsidy \$ 736,921

Projected Subsidy \$ 691,421

PAYMENT TERMS

Initial Deposit \$ 75,000 By Sept 15, 2020

Long Lead items & Mobe \$ 75,000 Before Nov 1

Prior to Commencement of service \$ 117,384 Before Dec 1

Prior to each month of service \$ 117,384 Before Jan1

\$ 117,384 Before Feb 1

\$ 117,384 Before Mar 1

\$ 117,384 Before Apr 1

\$ 736,921

Notes

Turn-Key: Includes vessel delivery and redelivery; vessel crew; fuel; oils; supplies.

Includes: A team dedicated just to this project; uniforms, ticketing; administrative reporting; operational reporting; scheduling; customer service; community outreach.

Includes: Dock construction in St. Pete; insurance; terminal supplies; terminal tent; ticket booths.

Note: If the net revenue projection exceeds \$400,000 the City will receive an end of season rebate for the 50-50 split for net revenue beyond \$400,000.