RAPID CITY, SD / IPS GROUP - SMART PARKING ROI

				KAPID	CHY, SD / I	PS GKUU	r - SIVIA	KI PAKKI	NG KUI					
M5 METERS:	620	<u>IPS PROPOSAL</u> Meters:			\$350,935	-	Mon	onthly Cost: (\$12,994)		PROJECTED PAYBACK:				
MS1 METERS:	3	Sensors:		\$168,715	Monthly Revenue:			\$64,142	BUDGETED LIFE EXPECTANCY			6-7 Years		
SENSORS:	620	Housings:		\$188,150	Monthly Revenue Sensors:		\$16,963		METERS (MONTHS):		14.3			
AVG. CASH TRANS:	\$0.51	Park Smarter:			\$1,300	MONTHLY PROFIT:			\$68,112		SENSORS	9.9		
AVG. # CRED/POLE	\$1.48	Extended Warranty (4-YR):			\$189,425				, ,		COMBINED	13.3		
AVG. # TRANS/POLE	112	Enforcement:			\$4,000								<u> 10.0</u>	
·		TOTAL SOLUTION COST:												
AVG. MS1 TRANS PER/DAY	14		TOTAL SOLU	UTION COST:	\$902,525									
	CLIENT SAMPLE SET: TRANSACTION VOLUME (AVG.) Per/Meter AVG. Cash AVG. Card				Client #1	Client #3	Client #2	AVG.	CONSERV. AVG.					
					95	162	190	149	112	RAPID	CITY: 60-MONT	H (PROFIT):	\$3,184,184.40	
					\$0.78	\$0.65	\$0.59	\$0.67	\$0.51	_				
					\$1.89	\$2.43	\$1.59	\$1.97	\$1.48					
				AVG. Cara	Ų1.0 <i>3</i>	72.43	71.55	Ų1. <i>31</i>	91.40					
M5:	Rate/HR:	\$1.00			Cash %:	70%	Credit %:	30%						
M5 Per Month	January	February	March	<u>April</u>	May	June	July	August	September	October	November	December		
Cash %	70%	70%	70%	70%	1014 <u>7</u>	70%	70%	70%	70%	70%	70%	70%		
Credit %	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%		
Avg # Cash/Pole	78	78	78	78	78	78	78	78	78	78	78	78		
\$ Avg Cash Trans	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51	\$0.51		
Avg # Credit/Pole	34	34	34	34	34	34	34	34	34	34	34	34		
\$ Avg Credit Trans	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48	\$1.48		
Cash Trans	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50	\$39.50		
Credit Trans	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53	\$49.53		
\$ Avg Trans	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27	\$64.27		
Revenue Per Pole	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04	\$89.04		
M5 REVENUE	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82	\$55,202.82		
												TOTAL:	\$662,433.8	
SENSOR ADD-ON:	A		METER RESETS:	3.00	AVG	i. RESET REV:	\$0.38							
Sensors Per Month	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>		
Sensor count	620	620	620	620	620	620	620	620	620	620	620	620		
Avg. Monthly Return	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36	\$27.36		
Total Avg. Resets (Day)	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860		
TOTAL RESETS MONTH SENSOR REVENUE:	44,640 \$16,963.20	44,640	44,640 \$16,963.20	44,640 \$16,963.20	44,640 \$16,963.20	44,640	44,640 \$16,963.20	44,640	44,640 \$16,963.20	44,640 \$16,963.20	44,640 \$16,963.20	44,640 \$16,963.20		
SENSON NEVEROE.	\$10,503.20	710,303.20	\$10,505.20	710,303.20	\$10,505.20	\$10,50 3.20	710,503.20	710,303.20	Ş10,30 3.20	\$10,503.20	\$10,503.20	TOTAL:	\$203,558.4	
												TOTAL.	Ş203,336.4i	
MACA DAY STATIONS.		ć1 00	_ ,.	1.4				700/		ć1 40		ć2 10		
MS1 PAY STATIONS:	Rate/HR:		Trans per/day:	14	Work days:	. 22	Cash %:	70%	Avg. Cash/Trans:	\$1.40	Avg. Cred/Trans:	\$2.10		
MS1 PER MONTH	January 700/	February 700/	March 700/	April 70%	May 700/	June 700/	<u>July</u>	August 700/	September 700/	October 700/	November 700/	<u>December</u>		
Cash % Credit %	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%	70% 30%		
Avg # Cash/Pole	30% 216	216	30% 216	30% 216	216	216	216	216	216	216	216	30% 216		
\$ Avg Cash Trans	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40	\$1.40		
Avg # Credit/Pole	92	92	92	92	92	92	92	92	92	92	92	92		
\$ Avg Credit Trans	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10	\$2.10		
\$ Avg Trans	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86	\$398.86		
AVG. # TRANSACTIONS	308	308	308	308	308	308	308	308	308	308	308	308		
All Cash Trans	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84	\$301.84		
All Casti Italis	7301.0 4													
All Credit Trans	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04	\$194.04		
			\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88	\$194.04 \$495.88		

												TOTAL:	\$16,364.04
MONTHLY FEES:	Ga	teway Fee:	\$0.13	lr	nterchange / Me	rchant Fees:	\$0.12						
M5 PER MONTH:	January	February	March	April	May	<u>June</u>	July	August	September	October	November	December	
Gateway Fees	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	
Int./Merchant Fees	\$4.02	\$4.02	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	\$4.36	
Monthly Per Meter Fee	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75	
Budgeted Fees Per/pole	\$14.13	\$14.13	\$14.47	\$14.47	\$14.47	\$14.47	\$14.47	\$14.47	\$14.47	\$14.47	\$14.47	\$14.47	
TOTAL:	\$8,761.38	\$8,761.38	\$8,969.23	\$8,969.23	\$8,969.23	\$8,969.23	\$8,969.23	\$8,969.23	\$8,969.23	\$8,969.23	\$8,969.23	\$8,969.23	
												TOTAL:	-\$107,215.05
SENSOR PER MONTH:	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	May	<u>June</u>	July	August	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	
Real-time Coin	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	
Sensor Fee	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50	
Budgeted Fees Per/pole	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	
TOTAL:	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	\$3,875.00	
												TOTAL:	-\$46,500.00
MS1 PER MONTH:	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	May	<u>June</u>	July	August	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	
Gateway Fees	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	\$12.01	
Monthly Meter Fee	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00	
Total Monthly Meter Fee:	\$201.04	\$201.04	\$201.04	\$201.04	\$0.00	\$201.04	\$201.04	\$201.04	\$201.04	\$201.04	\$201.04	\$201.04	
												TOTAL:	-\$2,211.40
ENFORCEMENT:	Annual Citat	tion Count:	\$ 6,000										
Citations (Monthly)	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	
Citation Penalty	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	
Collection %	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	
Monthly Enforcement Fee	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	\$894.00	
Handheld Fee	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	
ENFORCEMENT REV.	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	\$7,576.00	
												TOTAL:	\$90,912.00