

ANALYSIS OF OUTSOURCING PARKING MANAGEMENT

FY22 Actual

Revenues	Parking Ticket Revenue	254,468
	Parking Lot Revenue	681,600
	Parking Meter Revenue	731,345
	Total Revenue	<u>1,667,414</u>

Expenditures	Parking BSOs including Fringes (NOTE 1)	77,639
	Parking Ticket Paper & Envelopes	5,621
	BB&T Merchant Fees on credit card pmts	61,276
	T2 Parking Ticket Software	34,893
	Parkeon Flowbird Fees	12,702
	Tools & Equipment	1,111
	Parkeon Maintenance parts	2,103
	Parkeon Equip Repair & Warranty	14,829
	Uniforms (2/3rds of total)	1,391
	Prof Svcs - Brinks Armored Car Service	1,807
	Expense Savings	<u>213,372</u>

Net Income to City from Parking 1,454,041

NOTE 1:

FY22 BSOs Wages	85,492
FY22 FICA	6,522
FY22 Workers Comp	5,035

<u>97,049</u>	Of this total, 3 will remain as City Employees for Beach Patrols, Etc
<u>19,410</u>	Add 20% for FY24 estimated hourly pay increase (\$18/hr up from \$15/hr)
<u>116,459</u>	FY22 Actual BSO compensation increased by 20%
<u>77,639</u>	Assume 2/3rds of total is exclusively parking related

Outsourcing Option #1

Base Management Fee	\$ 810.00 per Month
Incentive Mgt Fee	6.25% of Gross > \$750,000

Gross Revenues	1,667,414
Assume 10% increase in revenue	166,741
Parking Mgt Contractor Expense Budget	(415,884)
Base Mgt Fee	(9,720)
Incentive Mgt Fee	(67,760)
	<u>1,340,791</u>

Overall Cost to City 113,250

Outsourcing Option #2

Gross Revenues	1,667,414
Assume 10% increase in revenue	166,741
29.5% to Parking Mgt Contractor	(491,887)
	<u>1,342,268</u>

Overall Cost to City 111,773