

# Revenue Tab

1. What different revenue streams are you currently collecting?
  - a. Transient
  - b. Nightly
  - c. Monthly (Taxable and Non-Taxable)
  - d. Validation
  - e. Event
  - f. Aggregators
2. What are the current parking rates for guests, staff, visitors and patients (Healthcare)? (High Priority)
  - a. Are taxes inclusive or exclusive in the structure? (Please provide based on revenue stream)
  - b. When was the last time you were presented with a competitive landscape rate survey?
3. Please share any and all details on current or desired validation programs. (High Priority)
4. Permitted use – any exclusions or prohibited use? Any obligations to other groups, tenants, etc?
5. Are the transient rates flat or tiers?
6. What is the peak usage time for parking services? (Medium Priority)
7. If the location is a new service or new build, is there expected to be any ramp up to vehicle volumes?
8. Can you share the visitor and validation revenue transactions by rate for the last 12 months?
9. Can you share the monthly parking revenue broken down by the number of parkers at each rate? Which rates are fixed per lease agreements?
10. When was the last rate increase? Please provide each increase by revenue stream
11. Please provide the current number of monthly parkers
12. What is the current monthly rate? Please provide all monthly parking rates and who they are for
13. If there are events, please provide an events schedule
14. Is there any seasonality at this location?

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15. Can you provide historical occupancy and historical parking revenue for the last 1-2 years? (High Priority)
  - a. Current year budget/forecast?
  - b. Historical vehicle counts? Forecasted vehicle counts?
  - c. Scheduled move ins? Must takes?
16. Is there any planned construction/renovation scheduled at the site? (High Priority)
17. What is the total number of rooms? (High Priority)
  - a. Are there any contract rooms?
  - b. Corporate Group vs leisure?
18. How much meeting space do you have at your hotel? (Medium Priority)
  - a. What other outlets, such as restaurants, does your hotel have?
19. Do you provide aggregator parking? (Medium Priority)
20. How are revenue reports currently generated and reviewed? (Medium Priority)
21. Can you provide a breakdown of your comps/discounts for the last 1-2 years? (Medium Priority)
22. Will we have a convenience fee? (High Priority)
  - a. If so, is it a percentage or flat rate?
  - b. What can the fee be called?

## PLH Questions on the Revenue Tab

23. For PLH deals, how many hours are we working per day?
24. For PLH deals, will there be any seasonality in those hours? If yes, please provide