

Expenses Tab

1. If there are aggregators, monthlies or anything that needs marketing efforts we should ask the client if that is something they are interested in and provide case studies
2. Does your site require any additional background checks? (High Priority)
3. Does the front drive and lots/garages have cameras or security? (Medium Priority)
4. Do you currently utilize any amenities for residents?
5. If there is cash, will there be an armored car service to pick up the cash?
6. Whose bank account will revenue be deposited? (High Priority)
 - a. Will parking fees be deposited into the operator's bank account and deducted from the valet parking invoices?
7. If there is monthly parking and Propark is selected as the bank account, we should verify that ALL monthly parking is going to Propark's account?
8. What services are currently offered off-time and during hours of operations to services customers in lane with PARCS issues?
9. If you currently have a command center, how many calls/month are you getting at the current command center?
10. Are you interested in any command center services?
11. Will cash be accepted?
12. What percentage of parkers are using a credit card for transient, nightly, monthlies, validation, events, etc.?
13. Does the current operations or garage
14. Can you share your insurance requirements for the parking operator?
15. How much have you seen in claims in the last 12 months?
16. POS System Questions

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17. Are you currently using a POS system (not including PARCS)?
18. If yes, what POS system are you using?
19. Will a POS or similar technology be used? (NOT Including PARCS)?
20. What type of PARCS equipment?
21. Who owns it?
22. How old is it?
23. Is your current equipment paid off? If not, how long until it is paid off? (High Priority)
24. Will it need to be replaced?
25. If it needs to be replaced who will be financing that?
26. Who is responsible for data costs on the PARCS equipment?
27. Is there a monthly software fee (SaaS) for the parking equipment? If so, can you share the cost?
28. How are monthly parkers being tracked (hangtags, key cards, decals, etc.)?
29. If there is Drop Zone Parking:
 - a. Where are we parking?
 - b. How far is it?
 - c. How much does it cost to park there? Is it a flat monthly amount, per vehicle, per space, etc.?
 - d. Are there any scheduled increases for the rent amount?

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30. R&M Questions to ask based on what Propark is responsible for:

- a. How much have you paid in elevator maintenance in the last 12 months?
- b. Who is responsible for fire equipment R&M?
- c. Who is responsible for replacing light bulbs and lamp bulbs?
- d. How much have you paid for landscaping for the garage or lot in the last 12 months?
- e. When is the last time the lot or garage has been striped?
- f. When is the next time you would like it striped?
- g. How frequently would you like it striped?
- h. Who is responsible for overhead door maintenance?
- i. How much have you paid in the last 12 months for overhead door maintenance?
- j. How much have you paid in the last 12 months for parking equipment R&M?
- k. Are there annual maintenance plans for the current equipment? If so, what are the associated costs?
- l. When is the last time the garage or lot has been power washed?
- m. How often would you like the garage or lot to be power washed?
- n. When is the last time the garage or lot has been scrubbed?
- o. How often would you like the garage or lot to be scrubbed?
- p. Do you own your sweeper/scrubber machines? If so, what are the annual maintenance costs, and who is responsible for using the equipment?
- q. Is there any expense for trash service?

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31. Are there any planned rate increases?
32. Are you happy with your current signage package?
33. Does municipality have regulations on signage? Does the owner know the regulations? (High Priority)
34. What would you like the employees to wear as uniforms?
35. Are you happy with your current uniform?
36. Do you have summer and winter uniforms or just one uniform?
37. What have the utilities expenses been for the last 12 months?
38. Which utilities are on site (power, telephone, internet)?
39. If there is a shuttle, are there any tolls or trip fees?
40. Start Up Expenses
41. If there is valet and there is a podium/key box will the podium/key box need to be replaced?
42. Who owns the parking office computers and furniture?
43. What type of parker billing software is currently being utilized at each location?
44. Does ownership provide parking manager office space free of charge with furniture, computers, data, and phone lines?
45. Is your access system integrated with the building access system? If so, what is the building access system?
46. Are your garages currently set on hard anti-pass back? If so, please specify which locations.
47. How would you like the signage to be displayed?
48. How many signs would you like?

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Shuttle Questions on the Expenses Tab

49. Is there any cost to store the shuttles?
50. If any vehicle expenses are running through the deal how much is the monthly amount?
51. How many months are left on the residual?
52. How many trips are there/day?
53. How many miles are there/trip?