

# Exhibit C

## Fare Revenue Model for 2023 to achieve 55% Farebox Recovery (Using Est 2022 Ridership to model 2023)

Adjusted Total Operating Expense as defined in WCC		Green cells have data from PWA budget.		Target Fare Revenue:		Result from Your Chosen Fares:	
\$3,855,803	2023 budget used	55.0%	portion	\$2,120,692		Total Surplus (+) or Shortfall (-)	
Est Ferry Deficit Reimbursement:	\$340,000			Ticket Revenue:	\$2,120,000	TARGET 55% (\$692)	
				Total Fare Revenue:	\$2,120,000	ACTUAL 55%	

<b>Summary of Changes</b>	
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Enter data yellow cells in this color. For ticket cost for other classes, either trip price OR discount can be entered)

Fare Class (does not include "free" ticket classes)	round trips/ ticket	2022 tickets sold	projected change in sales	Estimated 2023 ticket sales	Inferred Estimate for 2023 Trips	Single Ride Fare (SRF)	Multiride as % of SRF	Fare per Round Trip	Total ticket or multiride price	2023 Projected Revenue	% of Rider-ship	% of Rev
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Proposed Final Price	
Ticket Price with Capital Surcharge	Ticket

2011 Applied Pricing	2015 Applied Pricing	2023 Proposed Pricing	Rider Savings (Increase)	% Change	Per Ticket Rate Increase
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### Passenger / Pedestrian

Passenger/Pedestrian Cash*	1	20,223	0.00%	20,223	20,223	\$ 9.00		\$ 9.00	\$ 9.00	\$ 182,007	13%	9%
Passenger/Pedestrian Multiride	25	1,090	0.00%	1,090	27,250		85.00%	\$ 7.65	\$ 191.25	\$ 208,463	17%	10%
Needs Based Multiride (25->10)	10	185	0.00%	185	1,850		50.00%	\$ 4.50	\$ 45.00	\$ 8,325	1%	0%
Post- HS full time student multiride	25	0		0	0		50.00%	\$ 4.50	\$ 112.50	\$ -	0%	0%

\$ 10.00	Pedestrian
\$ 216.25	White
\$ 45.00	Red
\$ 112.50	Green

\$ 7.00	\$ 7.00	\$ 9.00	\$ (40,446)	25.0%	\$ 2.00
\$ 115.00	\$ 88.00	\$ 191.25	\$ (112,543)	91.4%	\$ 103.25
\$ 37.00	\$ 28.00	\$ 45.00	\$ (3,145)	60.7%	\$ 17.00
\$ 66.00	\$ 70.00	\$ 112.50	\$ -	60.7%	\$ 42.50

### Vehicle / Driver

Bicycle w/Rider	1	457	0.00%	457	457	\$ 9.00		\$ 9.00	\$ 9.00	\$ 4,113	0%	0%
Motorcycle w/Driver	1	136	0.00%	136	136	\$ 10.00		\$ 10.00	\$ 10.00	\$ 1,360	0%	0%
Motorcycle w/Driver Multiride	25	14	0.00%	14	350		85.00%	\$ 8.50	\$ 212.50	\$ 2,975	0%	0%
Vehicle < 8k W/Driver Cash	1	27,452	0.00%	27,452	27,452	\$ 16.00		\$ 16.00	\$ 16.00	\$ 439,232	17%	21%
Vehicle < 8k W/Driver Multiride	10	202	0.00%	202	2,020		85.00%	\$ 13.60	\$ 136.00	\$ 27,472	1%	1%
Vehicle < 8k W/Driver Multiride	25	2,823	0.00%	2,823	70,575		85.00%	\$ 13.60	\$ 340.00	\$ 959,820	44%	45%
Needs Based Vehicle W/Driver	10	603	0.00%	603	6,030		50.00%	\$ 8.00	\$ 80.00	\$ 48,240	4%	2%
Vehicle/Driver - small truck < 20,000	1	695	0.00%	695	695	\$ 39.00		\$ 39.00	\$ 39.00	\$ 27,105	0%	1%
Vehicle - small truck Multiride	10	63	0.00%	63	630		85.00%	\$ 33.15	\$ 331.50	\$ 20,885	0%	1%
Vehicle/Driver - med truck < 36,000	1	316	0.00%	316	316	\$ 92.00		\$ 92.00	\$ 92.00	\$ 29,072	0%	1%
Vehicle - med truck Multiride	10	39	0.00%	39	390		100.00%	\$ 92.00	\$ 920.00	\$ 35,880	0%	2%
Vehicle/Driver - large truck < 50,000	1	133	0.00%	133	133	\$ 177.00		\$ 177.00	\$ 177.00	\$ 23,541	0%	1%
Vehicle - large truck Multiride	10	32	0.00%	32	320		100.00%	\$ 177.00	\$ 1,770.00	\$ 56,640	0%	3%

\$ 10.00	Bike
\$ 11.00	Motorcycle
\$ 237.50	Yellow
\$ 17.00	Vehicle
\$ 146.00	Drk Blue
\$ 365.00	Blue
\$ 80.00	Gold
\$ 40.00	Small Truck
\$ 341.50	Grey
\$ 93.00	Med Truck
\$ 930.00	Salmon
\$ 178.00	Large Truck
\$ 1,780.00	Purple

\$ 7.00	\$ 7.00	\$ 9.00	\$ (914)	25.0%	\$ 2.00
\$ 8.00	\$ 8.00	\$ 10.00	\$ (272)	22.2%	\$ 2.00
\$ 155.00	\$ 140.00	\$ 212.50	\$ (1,015)	43.9%	\$ 72.50
\$ 13.00	\$ 13.00	\$ 16.00	\$ (8,356)	21.4%	\$ 3.00
\$ 102.00	\$ 102.00	\$ 136.00	\$ (6,868)	30.4%	\$ 34.00
\$ 235.00	\$ 210.00	\$ 340.00	\$ (366,990)	55.3%	\$ 130.00
\$ 66.00	\$ 52.00	\$ 80.00	\$ (16,884)	53.8%	\$ 28.00
\$ 32.00	\$ 32.00	\$ 39.00	\$ (4,865)	21.2%	\$ 7.00
\$ 237.00	\$ 272.00	\$ 331.50	\$ (3,749)	21.1%	\$ 59.50
\$ 68.00	\$ 75.00	\$ 92.00	\$ (5,372)	22.4%	\$ 17.00
\$ 524.00	\$ 638.00	\$ 920.00	\$ (10,998)	43.5%	\$ 282.00
\$ 133.00	\$ 145.00	\$ 177.00	\$ (4,256)	21.9%	\$ 32.00
\$ 1,070.00	\$ 1,233.00	\$ 1,770.00	\$ (17,184)	43.2%	\$ 537.00

### Trailer

Trailer < 16 feet	1	778		778	778	\$ 24.00		\$ 24.00	\$ 24.00	\$ 18,672	0%	1%
Trailer < 16 feet Multiride	10	0		0	0		100.00%	\$ 24.00	\$ 240.00	\$ -	0%	0%
Trailer 16-30 feet	1	444		444	444	\$ 46.00		\$ 46.00	\$ 46.00	\$ 20,424	0%	1%
Trailer 16-30 feet Multiride	10	0		0	0		100.00%	\$ 46.00	\$ 460.00	\$ -	0%	0%
Trailer > 30 feet	1	6		6	6	\$ 85.00		\$ 85.00	\$ 85.00	\$ 510	0%	0%

\$ 25.00	
\$ 250.00	
\$ 47.00	
\$ 470.00	
\$ 86.00	

\$ 18.00	\$ 20.00	\$ 24.00	\$ (3,112)	19.0%	\$ 4.00
		\$ 240.00	\$ -		
\$ 34.00	\$ 38.00	\$ 46.00	\$ (3,552)	20.5%	\$ 8.00
		\$ 460.00	\$ -		
\$ 63.00	\$ 70.00	\$ 85.00	\$ (90)	21.1%	\$ 15.00

### Special Trips after boat shut-down

Special Trips after boat shut-down	1	7		7	7	\$ 732.00		\$ 732.00	\$ 732.00	\$ 5,124	0%	0%
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\$ 733.00	
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\$ 578.00	\$ 600.00	\$ 732.00	\$ (924)	22.0%	\$ 132.00
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\$2,120,000

\$ (686,000.00)

Variable Controls		Blended Cost of Trips		2022	2023
Single Vehicle		Passengers	\$	4.92	\$ 8.09
Single Ped		Vehicles (no Trucks)	\$	9.42	\$ 13.86
Multi Vehicle					
Multi Ped					
Fare increase:	22.0%	Difference		(\$692)	Annual %
					55.0%