

# **Exhibit B**

Pro-Forma

## Exhibit B - Pro-forma

Please complete the following worksheets, which ECHDC is using to solicit additional information on Respondents' proposals. The included tabs are as follows:

- 1) *Revenue\_Inputs*
- 2) *Expense\_Inputs*
- 3) *Pro\_Forma*
- 4) *Capital\_Plan*
- 5) *Proposed Financial Offer*

Upon request, ECHDC can provide the individual spreadsheets for electronic input. Thank you for your interest in Erie Canal Harbor Development Corporation.

**Erie Canal Harbor Development Corp.**

**INSTRUCTIONS**

Cells with black text and gray shading have been completed by ECHDC or include calculations and should not be modified by the Respondent.	Highlighted cells with blue text should be completed by the Respondent
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**PRO FORMA**

**REVENUE ASSUMPTIONS**

**1. REVIEW CURRENT MARINA RATES**

Slip Size	Current #	Current %
20' w/ electricity	22	19%
30' w/ electricity	75	64%
40' w/ electricity	20	17%
<b>TOTAL SLIPS</b>	<b>117</b>	

**2. INPUT PROPOSED SEASONAL SLIP RENTS**

**Past/Current Rates**

**Proposed Rates**

Slip Sizes	2020	2021	2022	#	2023	2024	2025	2026	2027	2028
20' w/ electricity	\$ 1,200	\$ 1,250	\$ 1,300	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
30' w/ electricity	\$ 1,650	\$ 1,700	\$ 1,850	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
40' w/ electricity	\$ 2,000	\$ 2,100	\$ 2,300	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Seasonal Park and Launch	\$ 500	\$ 500	\$ 550	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other slip type (if applicable)	N/A	N/A	N/A	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other slip type (if applicable)	N/A	N/A	N/A	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**3. INPUT ALL ANNUAL REVENUE ASSUMPTIONS**

**Current**

**Revenues**

**Revenue Projections**

Projected Marina-Related Revenues	2020	2021	2023	2024	2025	2026	2027	2028
Summer Slip Rentals	\$188,000	\$185,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Seasonal Park and Launch	\$34,000	\$35,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Boat storage and related activities	\$120,000	\$125,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Marina Services	\$256,000	\$360,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other revenue source (if applicable)	N/A	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
All Other	N/A	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>MARINA REVENUES SUBTOTAL</b>	<b>\$598,000</b>	<b>\$705,000</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

All Other Site-Related Revenues	2021	2023	2024	2025	2026	2027	2028
Other revenue source (if applicable)	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other revenue source (if applicable)	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other revenue source (if applicable)	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other revenue source (if applicable)	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other revenue source (if applicable)	N/A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$0</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

## INSTRUCTIONS

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## PRO FORMA

### EXPENSE ASSUMPTIONS

### Input Expense Projections

#### 1. INPUT MARINA EXPENSE ASSUMPTIONS

Projected Marina-Related Expenses	2023	2024	2025	2026
Salary and benefits	\$0	\$0	\$0	\$0
Insurance	\$0	\$0	\$0	\$0
Utilities	\$0	\$0	\$0	\$0
Input description of other expense type (if applicable)	\$0	\$0	\$0	\$0
Input description of other expense type (if applicable)	\$0	\$0	\$0	\$0
All Other	\$0	\$0	\$0	\$0
<b>MARINA EXPENSES SUBTOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

ALL OTHER SITE-RELATED OPERATING EXPENSES	2023	2024	2025	2026
Input description of other expense type (if applicable)	\$0	\$0	\$0	\$0
Input description of other expense type (if applicable)	\$0	\$0	\$0	\$0
Input description of other expense type (if applicable)	\$0	\$0	\$0	\$0
<b>OTHER OPERATING EXPENSES SUBTOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

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### REVENUES

	2023	2024	2025	2026
Marina Revenues Subtotal	\$0	\$0	\$0	\$0
Other Revenues Subtotal	\$0	\$0	\$0	\$0
Total Revenues	\$0	\$0	\$0	\$0

### EXPENSES

Marina Expenses Subtotal	\$0	\$0	\$0	\$0
Site Lease Payment to ECHDC	\$0	\$0	\$0	\$0
% Revenue Payment to ECHDC	\$0	\$0	\$0	\$0
Other Operating Expenses Subtotal	\$0	\$0	\$0	\$0

### INCOME

Total Operating Revenues	\$0	\$0	\$0	\$0
Total Operating Expenses	\$0	\$0	\$0	\$0
Operating Income	\$0	\$0	\$0	\$0

Average Projected Tax Rate	\$0	\$0	\$0	\$0
Projected Taxes	\$0	\$0	\$0	\$0

Post-tax income	\$0	\$0	\$0	\$0
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**Capital Plan**

<b>2023</b>	Project Description
\$0	
<b>2024</b>	Project Description
\$0	
<b>2025</b>	Project Description
\$0	
<b>2026</b>	Project Description
\$0	
<b>2027</b>	Project Description
\$0	
<b>2028</b>	Project Description
\$0	
<b>Total</b>	
\$0	

## PROPOSED Financial Offer

TEAM NAME

INSERT TERM NAME HERE

**Instructions**

**Respondent Response**

**Slip Rate Increases**

*Year 1 weighted average slip rate % Increase*

*Year 2 weighted average slip rate % Increase*

*Year 3 weighted average slip rate % Increase*

*Year 4 weighted average slip rate % Increase*

*Year 5 weighted average slip rate % Increase*

*Year 6 weighted average slip rate % Increase*

**Financial Offer**

*Summary of financial consideration to be provided by the Designated Operator in exchange for Lease. This consideration should include:*

*i. A lease payment offer, presented as an annual flat fee with escalation schedule and a percentage of gross revenue, payable to ECHDC.*

Base Rent: \$ ( % yearly escalation)

Gross Revenue Share: %