

**MV Pricing Comparison**  
**Prepared by: Roni Hatstrup**

<b>EGR</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>5 year Avg % Increase</b>
Fixed Cost (Monthly)	\$ 28,228.32	\$ 28,833.26	\$ 29,440.67	\$ 39,531.58	\$ 39,843.11	
% INCREASE		2%	2%	34%	1%	10%
Variable Cost (Hourly)	\$ 37.12	\$ 39.31	\$ 40.41	\$ 52.03	\$ 52.14	
% INCREASE		6%	3%	29%	0%	9%
Maintenance (Hourly)	\$ 48.25	\$ 49.32	\$ 50.52	\$ 55.74	\$ 57.14	
% INCREASE		2%	2%	10%	3%	4%
Vehicle Disinfecting (Hourly)	N/A	N/A	N/A	\$ 35.25	\$ 36.19	
Annual Service Hours	47,303	47,303	35,680	43,800	47,800	

<b>WBS</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>5 year Avg % Increase</b>
Fixed Cost (Monthly)	\$ 9,302.10	\$ 9,756.28	\$ 10,226.60	\$ 11,015.17	\$ 13,281.76	
% INCREASE		5%	5%	8%	21%	9%
Variable Cost (Hourly)	\$ 35.30	\$ 37.38	\$ 38.43	\$ 53.43	\$ 54.37	
% INCREASE		6%	3%	39%	2%	12%
Annual Service Hours	5,502	5,502	3,116	2,500	4,200	

<b>8 to Go</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>5 year Avg % Increase</b>
Fixed Cost (Monthly)	\$ 779.27	\$ 825.24	\$ 848.32	\$ 1,364.35	\$ 1,841.33	
% INCREASE		6%	3%	61%	35%	26%
Variable Cost (Hourly)	\$ 39.84	\$ 42.19	\$ 43.37	\$ 59.94	\$ 60.09	
% INCREASE		6%	3%	38%	0%	12%
Maintenance (Hourly)	\$ 48.25	\$ 49.32	\$ 50.52	\$ 55.74	\$ 57.14	
% INCREASE		2%	2%	10%	3%	4%
Vehicle Disinfecting (Hourly)	N/A	N/A	N/A	\$ 35.25	\$ 36.19	
Annual Service Hours	1,956	1,956	1,218	1,300	1,900	

<b>Total Annual Cost Projection</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>5 year Avg % Increase</b>
EGR Operations	\$ 2,075,910	\$ 2,230,955	\$ 1,946,000	\$ 2,753,293	\$ 2,970,409	
%Increase		7%	-13%	41%	8%	11%
EGR Maintenance	\$ 302,201	\$ 257,797	\$ 250,000	\$ 300,000	\$ 309,000	
%Increase		-15%	-3%	20%	3%	1%
WBS Operations	\$ 291,379	\$ 299,386	\$ 235,000	\$ 265,757	\$ 387,735	
%Increase		3%	-22%	13%	46%	10%
8 to Go Operations & Maintenance	\$ 93,776	\$ 87,189	\$ 65,000	\$ 97,000	\$ 138,000	
%Increase		-7%	-25%	49%	42%	15%

**COST FORMS**

**FORM 1.1 - EMERY GO-ROUND OPERATIONS FIXED COST WORKSHEET**

<b>FIXED COSTS - OPERATIONS</b>		
	2021	2022
<b>PERSONNEL</b>		
Annual Wages (itemize by position below)		
Project Manager	\$ 72,969	\$ 71,840
Dispatcher	\$ 64,282.30	\$ 63,287.65
IT Support	\$ -	\$ -
Safety & Road Supervisors	\$ 48,081.07	\$ 47,337.11
Other Support Staff (describe below)	\$ -	\$ -
Payroll Taxes	\$ 16,110.23	\$ 15,836.80
Fringe Benefits @ _6%_	\$ 11,261.57	\$ 11,428.41
Description of Other Support Staff:		
<b>BUS STORAGE AND ADMINISTRATION FACILITY</b>		
Office Equipment	\$ 4,548.18	\$ 3,990.93
Office Supplies	\$ 2,317.08	\$ 2,292.35
Printing/Copying/Postage	\$ 102.84	\$ 101.75
<b>VEHICLE</b>		
Vehicle Cleaning (interior & exterior) - EXCLUDING	\$ 39,535.28	\$ 40,266.02
Spare Vehicle (including maintenance)	\$ -	\$ -
<b>INSURANCE &amp; LICENSING</b>		
Business Liability	\$ 3,691.83	\$ 3,979.88
Auto Liability	\$ 99,278.09	\$ 108,796.17
Workers Compensation	\$ 1,482.66	\$ 1,459.72
Other Insurance or Licensing (please describe below)	\$ 2,839.87	\$ 2,809.56
Description of Other Insurance & Licensing: Business License		
<b>OTHER OVERHEAD</b>		
Recruitment, License Testing, Drug Testing, etc.	\$ 9,965.67	\$ 10,657.03
Uniforms/Uniform Laundering	\$ 2,360.10	\$ 2,605.63
Other Overhead, if Any (please itemize below)	0	0
Personal Protection Equipment & Supplies	\$ 18,769.72	\$ 20,965.49
Communication Expenses	\$ 820.91	\$ 812.15
DriveCam Expenses	\$ 6,066.55	\$ 6,001.81
Corporate Support	\$ 26,909.82	\$ 22,174.76
Interest Expense	\$ 16,399.36	\$ 15,312.93
<b>PROFIT</b>		
Profit @ _6%_	\$ 26,586.43	\$ 26,160.81
<b>TOTAL FIXED COSTS - OPERATIONS</b>		
Total Annual Costs	\$ 474,378.92	\$ 478,117.28
No. Months per Year	12	12
FIXED COSTS PER MONTH = Total Annual Costs ÷ No. Months Per Year1	\$ 39,531.58	\$ 39,843.11

## COST FORMS

FORM 1.2 - EMERY GO-ROUND OPERATIONS VARIABLE COST WORKSHEET

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<b>VARIABLE COSTS - OPERATIONS</b>		
	2021	2022
<b>PERSONNEL - show detail in FORM 1.3</b>		
Drivers:		
Annual Wages (During Service Hours)	\$ 1,415,816.67	\$ 1,570,392.98
Annual Wages (During Training & Other Non-Service Hour Timeframes)	\$ 36,881.21	\$ 40,872.67
Payroll Taxes	\$ 133,168.41	\$ 147,248.74
Fringe Benefits @ <u>30%</u>	\$ 436,180.75	\$ 481,805.59
<b>OTHER OPERATIONS COSTS</b>		
Other Costs, if Any (please itemize below)		
Corporate Support	\$ 129,282.90	\$ 115,590.19
<b>PROFIT</b>		
Profit @ <u>5%</u>	\$ 127,729.20	\$ 136,368.25
<b>TOTAL VARIABLE COSTS - OPERATIONS</b>		
<b>Total Annual Costs</b>	<b>\$ 2,279,059.13</b>	<b>\$ 2,492,278.41</b>
<b>Annual Service Hours<sup>1</sup></b>	<b>43,800</b>	<b>47,800</b>
<b>COST PER SERVICE HOUR = Total Annual Cost ÷ Annual Service Hours</b>	<b>\$ 52.03</b>	<b>\$ 52.14</b>

1. Annual service hours include deadhead time to/from the bus yard. The cost of fueling time should be calculated into the cost per service hour. Annual service hours are estimated based on the anticipated level of service for each calendar year.

## COST FORMS

FORM 1.3 - EMERY GO-ROUND OPERATIONS PERSONNEL COST DETAIL

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VARIABLE PERSONNEL COST DETAIL

		2021		2022	
<b>PERSONNEL ITEM</b>					
Drivers		During Service Hours	During Non-Service Hours	During Service Hours	During Non-Service Hours
(list below by hourly rate of pay)					
START	\$ 18.50	\$ 49,399.89	\$ 1,304.35	\$ 300,923.30	\$ 7,930.99
6 MONTHS	\$ 19.75	\$ 49,399.89	\$ 1,304.35	\$ 35,402.74	\$ 933.06
1 Year	\$ 19.75	\$ 246,999.47	\$ 6,521.73	\$ 35,402.74	\$ 933.06
2 Years	\$ 21.00	\$ 246,999.47	\$ 6,521.73	\$ 230,117.81	\$ 6,064.88
3 Years	\$ 22.20	\$ 49,399.89	\$ 1,304.35	\$ 212,416.44	\$ 5,598.35
4 Years	\$ 23.93	\$ 148,199.68	\$ 3,913.04	\$ 35,402.74	\$ 933.06
5 Years	\$ 24.60	\$ -	\$ -	\$ 159,312.33	\$ 4,198.76
6 Years	\$ 24.93	\$ 98,799.79	\$ 2,608.69	\$ -	\$ -
7 Years	\$ 25.25	\$ 98,799.79	\$ 2,608.69	\$ 88,506.85	\$ 2,332.65
8 Years	\$ 25.58	\$ -	\$ -	\$ 88,506.85	\$ 2,332.65
9 Years	\$ 25.92	\$ 49,399.89	\$ 1,304.35	\$ -	\$ -
10 Years	\$ 26.25	\$ 197,599.58	\$ 5,217.38	\$ 53,104.11	\$ 1,399.59
11 Years	\$ 31.77	\$ -	\$ -	\$ 212,416.44	\$ 5,598.35
12 Years	\$ 31.77	\$ 49,399.89	\$ 1,304.35	\$ -	\$ -
13 Years	\$ 31.77	\$ 49,399.89	\$ 1,304.35	\$ 53,104.11	\$ 1,399.59
14 Years	\$ 31.77	\$ 49,399.89	\$ 1,304.35	\$ 53,104.11	\$ 1,399.59
15 Years	\$ 31.77	\$ 148,199.68	\$ 3,913.04	\$ 212,416.44	\$ 5,598.35
<b>Total Driver Wages</b>		<b>\$ 1,531,396.71</b>	<b>\$ 40,434.73</b>	<b>\$ 1,770,137.03</b>	<b>\$ 46,652.90</b>

# COST FORMS

## FORM 1.4 - EMERY GO-ROUND OPERATIONS FIXED COST WORKSHEET

**MAINTENANCE COSTS**

**MAINTENANCE**

LABOR:	2021	2022
Billing Rates (list hourly billing per year by classification)		
MECHANIC	\$ 55.74	\$ 57.14

**VEHICLE DISINFECTING<sup>1</sup>**

LABOR:	2021	2022
Billing Rates (list hourly billing per year by classification)		
Staff	\$ 35.25	\$ 36.19

PARTS (% of mark-up)	5.00%	5.00%
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1. Vehicle disinfecting services to be billed at an hourly rate based on actual hours worked. Level of service may change throughout the contract term.

**COST FORMS**

<b>FIXED COSTS - OPERATIONS</b>		
	2021	2022
<b>PERSONNEL</b>		
Annual Wages (itemize by position below)		
Project Manager	\$ 4,514	\$ 6,842
Dispatcher	\$ 3,977.01	\$ 6,027.54
IT Support	\$ -	\$ -
Safety & Road Supervisors	\$ 2,974.68	\$ 4,508.41
Other Support Staff (describe below)	\$ -	\$ -
Payroll Taxes	\$ 996.71	\$ 1,508.30
Fringe Benefits @ _6%_	\$ 696.73	\$ 1,088.45
Description of Other Support Staff:		
<b>BUS STORAGE AND ADMINISTRATION FACILITY</b>		
Office Equipment	\$ 281.39	\$ 380.10
Office Supplies	\$ 143.35	\$ 218.32
Printing/Copying/Postage	\$ 6.36	\$ 9.69
<b>VEHICLE</b>		
Vehicle cost (including 2 buses, fuel, cleaning and maintenance) - EXCLUDING DAILY DISINFECTING	\$ 99,034.15	\$ 110,527.04
<b>INSURANCE &amp; LICENSING</b>		
Business Liability	\$ 228.41	\$ 379.05
Auto Liability	\$ 6,142.13	\$ 10,361.79
Workers Compensation	\$ 91.73	\$ 139.02
Other Insurance or Licensing (please describe below)	\$ 175.70	\$ 267.58
Description of Other Insurance & Licensing: Business License		
<b>OTHER OVERHEAD</b>		
Recruitment, License Testing, Drug Testing, etc.	\$ 616.56	\$ 1,014.98
Uniforms/Uniform Laundering	\$ 146.01	\$ 248.16
Other Overhead, if Any (please itemize below)	0	0
Personal Protection Equipment & Supplies	\$ 1,161.24	\$ 1,996.76
Communication Expenses	\$ 50.79	\$ 77.35
DriveCam Expenses	\$ 375.32	\$ 571.62
Corporate Support	\$ 4,806.25	\$ 5,393.47
Interest Expense	\$ 1,014.60	\$ 1,458.41
<b>PROFIT</b>		
Profit @ _4%_	\$ 4,748.49	\$ 6,362.97
<b>TOTAL FIXED COSTS - OPERATIONS</b>		
Total Annual Costs	\$ 132,182.06	\$ 159,381.11
No. Months per Year	12	12
FIXED COSTS PER MONTH = Total Annual Costs ÷ No. Months Per Year <sup>1</sup>	\$ 11,015.17	\$ 13,281.76

## COST FORMS

**VARIABLE COSTS - OPERATIONS**

	2021	2022
<b>PERSONNEL - show detail in FORM 1.3</b>		
<i>Drivers:</i>		
Annual Wages (During Service Hours)	\$ 86,417.97	\$ 147,700.67
Annual Wages (During Training & Other Non-Service Hour Timeframes)	\$ 2,281.77	\$ 3,892.73
Payroll Taxes	\$ 8,238.86	\$ 14,024.03
Fringe Benefits @ <u>30%</u>	\$ 26,985.61	\$ 45,887.36
<b>OTHER OPERATIONS COSTS</b>		
Other Costs, if Any (please itemize below)		
Corporate Support	\$ 4,857.08	\$ 7,727.32
<b>PROFIT</b>		
Profit @ <u>4%</u>	\$ 4,798.71	\$ 9,116.36
<b>TOTAL VARIABLE COSTS - OPERATIONS</b>		
Total Annual Costs	\$ 133,579.99	\$ 228,348.47
Annual Service Hours <sup>1</sup>	2,500	4,200
<b>COST PER SERVICE HOUR = Total Annual Cost ÷ Annual Service Hours</b>	\$ 53.43	\$ 54.37

**VEHICLE DISINFECTING SERVICES<sup>2</sup>**

<b>LABOR:</b>	2021	2022
Billing Rates (list hourly billing per year by classification)		

1. Annual service hours include deadhead time to/from the bus yard. The cost of fueling time should be calculated into the cost per service hour. Annual service hours are estimated based on the anticipated level of service for each calendar year.
2. Vehicle disinfecting services to be billed at an hourly rate based on actual hours worked. Level of service may change throughout the contract term.

**COST FORMS**

<b>FIXED COSTS - OPERATIONS</b>		
	2021	2022
<b>PERSONNEL</b>		
Annual Wages (itemize by position below)		
Project Manager	\$ 2,516	\$ 3,318
Dispatcher	\$ 2,216.61	\$ 2,922.63
IT Support	\$ -	\$ -
Safety & Road Supervisors	\$ 1,657.95	\$ 2,186.03
Other Support Staff (describe below)	\$ -	\$ -
Payroll Taxes	\$ 555.52	\$ 731.35
Fringe Benefits @ _6%_	\$ 388.33	\$ 527.77
Description of Other Support Staff:		
<b>BUS STORAGE AND ADMINISTRATION FACILITY</b>		
Office Equipment	\$ 156.83	\$ 184.30
Office Supplies	\$ 79.90	\$ 105.86
Printing/Copying/Postage	\$ 3.55	\$ 4.70
<b>VEHICLE</b>		
Vehicle Cleaning (interior & exterior)	\$ 1,363.27	\$ 1,859.49
Spare Vehicle (including maintenance)	\$ -	\$ -
<b>INSURANCE &amp; LICENSING</b>		
Business Liability	\$ 127.30	\$ 183.79
Auto Liability	\$ 3,423.35	\$ 5,024.22
Workers Compensation	\$ 51.13	\$ 67.41
Other Insurance or Licensing (please describe below)	\$ 97.93	\$ 129.75
Description of Other Insurance & Licensing: Business License		
<b>OTHER OVERHEAD</b>		
Recruitment, License Testing, Drug Testing, etc.	\$ 343.64	\$ 492.14
Uniforms/Uniform Laundering	\$ 81.38	\$ 120.33
Other Overhead, if Any (please itemize below)	0	0
Personal Protection Equipment & Supplies	\$ 647.23	\$ 968.19
Communication Expenses	\$ 28.31	\$ 37.50
DriveCam Expenses	\$ 209.19	\$ 277.16
Corporate Support	\$ 935.19	\$ 1,031.59
Interest Expense	\$ 565.49	\$ 707.15
<b>PROFIT</b>		
Profit @ _6%_	\$ 923.95	\$ 1,217.03
<b>TOTAL FIXED COSTS - OPERATIONS</b>		
Total Annual Costs	\$ 16,372.22	\$ 22,095.99
No. Months per Year	12	12
FIXED COSTS PER MONTH = Total Annual Costs ÷ No. Months Per Year <sup>1</sup>	\$ 1,364.35	\$ 1,841.33



## COST FORMS

FORM 3.2 - 8 TO GO PARATRANSIT OPERATIONS VARIABLE COST WORKSHEET

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<b>VARIABLE COSTS - OPERATIONS</b>		
	2021	2022
<b>PERSONNEL - show detail in FORM 1.3</b>		
Drivers:		
Annual Wages (During Service Hours)	\$ 48,165.57	\$ 71,616.99
Annual Wages (During Training & Other Non-Service Hour Timeframes)	\$ 1,271.76	\$ 1,887.50
Payroll Taxes	\$ 4,591.98	\$ 6,799.96
Fringe Benefits @ <u>30%</u>	\$ 15,040.59	\$ 22,249.83
<b>OTHER OPERATIONS COSTS</b>		
Other Costs, if Any (please itemize below)		
Corporate Support	\$ 4,450.72	\$ 5,330.40
<b>PROFIT</b>		
Profit @ <u>6%</u>	\$ 4,397.23	\$ 6,288.58
<b>TOTAL VARIABLE COSTS - OPERATIONS</b>		
<b>Total Annual Costs</b>	<b>\$ 77,917.84</b>	<b>\$ 114,173.26</b>
<b>Annual Service Hours<sup>1</sup></b>	<b>1,300</b>	<b>1,900</b>
<b>COST PER SERVICE HOUR = Total Annual Cost ÷ Annual Service Hours</b>	<b>\$ 59.94</b>	<b>\$ 60.09</b>

1. Annual service hours include deadhead time to/from the bus yard. The cost of fueling time should be calculated into the cost per service hour. Annual service hours are estimated based on the anticipated level of service for each calendar year.

