

Exhibit B

**Fare Revenue Model for 2023 to achieve 55% Farebox Recovery (Using 2022 Ridership to model 2023 and 37% overall increase)**

Adjusted Total Operating Expense as defined in WCC		Green cells have data from PWA budget.		Target Fare Revenue:		Result from Your Chosen Fares:	
\$4,020,803		55.0%	portion	\$2,211,442		Total Surplus (+) or Shortfall (-)	
2023 budget used				Ticket Revenue:	\$2,082,000	TARGET 55% (\$129,442)	
Est Ferry Deficit Reimbursement: \$320,000				Total Fare Revenue: \$2,082,000		ACTUAL 52%	
Interest: \$16,000						No Change Revenue 1,517,000	

<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
<b>Passenger / Pedestrian</b>												
Passenger/Pedestrian Cash*	1	21,549	1.00%	21,764	21,764	\$ 7.00		\$ 7.00	\$ 7.00	\$ 152,351	13%	7%
Passenger/Pedestrian Multiride	25	1,106	2.00%	1,128	28,203		80.00%	\$ 5.60	\$ 140.00	\$ 157,937	17%	8%
Needs Based Multiride (25->10)	10	168	2.00%	171	1,714		50.00%	\$ 3.50	\$ 35.00	\$ 5,998	1%	0%
Post- HS full time student multiride	25	0		0	0		50.00%	\$ 3.50	\$ 87.50	\$ -	0%	0%

Proposed Final Price	
Ticket Price with Capital Surcharge	Ticket
\$ 8.00	Pedestrian
\$ 165.00	White
\$ 35.00	Red
\$ 87.50	Green

2011 Applied Pricing	2015 Applied Pricing	2023 Proposed Pricing	Rider Savings (Increase)	% Change	Per Ticket Rate Increase
\$ 7.00	\$ 7.00	\$ 7.00	\$ -	0.0%	\$ -
\$ 115.00	\$ 88.00	\$ 140.00	\$ (58,662)	46.0%	\$ 52.00
\$ 37.00	\$ 28.00	\$ 35.00	\$ (1,200)	25.0%	\$ 7.00
\$ 66.00	\$ 70.00	\$ 87.50	\$ -	25.0%	\$ 17.50

<b>Vehicle / Driver</b>												
Bicycle w/Rider	1	900	1.00%	909	909	\$ 7.00		\$ 7.00	\$ 7.00	\$ 6,363	1%	0%
Motorcycle w/Driver	1	220	1.00%	222	222	\$ 10.00		\$ 10.00	\$ 10.00	\$ 2,222	0%	0%
Motorcycle w/Driver Multiride	25	9	2.00%	9	230		80.00%	\$ 8.00	\$ 200.00	\$ 1,836	0%	0%
Vehicle < 11k W/Driver Cash	1	30,665	1.00%	30,972	30,972	\$ 16.00		\$ 16.00	\$ 16.00	\$ 495,546	19%	24%
Vehicle < 11k W/Driver Multiride	10	199	2.00%	203	2,030		80.00%	\$ 12.80	\$ 128.00	\$ 25,981	1%	1%
Vehicle < 11k W/Driver Multiride	25	2,704	2.00%	2,758	68,952		80.00%	\$ 12.80	\$ 320.00	\$ 882,586	42%	42%
Needs Based Vehicle W/Driver	10	486	2.00%	496	4,957		50.00%	\$ 8.00	\$ 80.00	\$ 39,658	3%	2%
Vehicle/Driver - small truck < 20,000	1	796	1.00%	804	804	\$ 38.00		\$ 38.00	\$ 38.00	\$ 30,550	0%	1%
Vehicle - small truck Multiride	10	76	2.00%	78	775		80.00%	\$ 30.40	\$ 304.00	\$ 23,566	0%	1%
Vehicle/Driver - med truck < 36,000	1	325	1.00%	328	328	\$ 90.00		\$ 90.00	\$ 90.00	\$ 29,543	0%	1%
Vehicle - med truck Multiride	10	44	2.00%	45	449		100.00%	\$ 90.00	\$ 900.00	\$ 40,392	0%	2%
Vehicle/Driver - large truck < 50,000	1	292	1.00%	295	295	\$ 174.00		\$ 174.00	\$ 174.00	\$ 51,316	0%	2%
Vehicle - large truck Multiride	10	47	2.00%	48	479		100.00%	\$ 174.00	\$ 1,740.00	\$ 83,416	0%	4%

\$ 8.00	Bike
\$ 11.00	Motorcycle
\$ 225.00	Yellow
\$ 17.00	Vehicle
\$ 138.00	Drk Blue
\$ 345.00	Blue
\$ 80.00	Gold
\$ 39.00	Small Truck
\$ 314.00	Grey
\$ 91.00	Med Truck
\$ 910.00	Salmon
\$ 175.00	Large Truck
\$ 1,750.00	Purple

\$ 7.00	\$ 7.00	\$ 7.00	\$ -	0.0%	\$ -
\$ 8.00	\$ 8.00	\$ 10.00	\$ (444)	22.2%	\$ 2.00
\$ 155.00	\$ 140.00	\$ 200.00	\$ (551)	36.4%	\$ 60.00
\$ 13.00	\$ 13.00	\$ 16.00	\$ (92,915)	21.4%	\$ 3.00
\$ 102.00	\$ 102.00	\$ 128.00	\$ (5,277)	23.2%	\$ 26.00
\$ 235.00	\$ 210.00	\$ 320.00	\$ (303,389)	46.8%	\$ 110.00
\$ 66.00	\$ 52.00	\$ 80.00	\$ (13,880)	53.8%	\$ 28.00
\$ 32.00	\$ 32.00	\$ 38.00	\$ (4,824)	18.2%	\$ 6.00
\$ 237.00	\$ 272.00	\$ 304.00	\$ (2,481)	11.3%	\$ 32.00
\$ 68.00	\$ 75.00	\$ 90.00	\$ (4,924)	19.7%	\$ 15.00
\$ 524.00	\$ 638.00	\$ 900.00	\$ (11,759)	40.4%	\$ 262.00
\$ 133.00	\$ 145.00	\$ 174.00	\$ (8,553)	19.9%	\$ 29.00
\$ 1,070.00	\$ 1,233.00	\$ 1,740.00	\$ (24,306)	40.8%	\$ 507.00

<b>Trailer</b>												
Trailer < 16 feet	1	1,010		1,010	1,010	\$ 24.00		\$ 24.00	\$ 24.00	\$ 24,240	1%	1%
Trailer < 16 feet Multiride	5	0		0	0		100.00%	\$ 24.00	\$ 120.00	\$ -	0%	0%
Trailer 16-30 feet	1	484		484	484	\$ 46.00		\$ 46.00	\$ 46.00	\$ 22,264	0%	1%
Trailer 16-30 feet Multiride	5	0		0	0		100.00%	\$ 46.00	\$ 230.00	\$ -	0%	0%
Trailer > 30 feet	1	17		17	17	\$ 84.00		\$ 84.00	\$ 84.00	\$ 1,428	0%	0%

\$ 25.00	
\$ 125.00	
\$ 47.00	
\$ 235.00	
\$ 85.00	

\$ 18.00	\$ 20.00	\$ 24.00	\$ (4,040)	19.0%	\$ 4.00
		\$ 120.00	\$ -		
\$ 34.00	\$ 38.00	\$ 46.00	\$ (3,872)	20.5%	\$ 8.00
		\$ 230.00	\$ -		
\$ 63.00	\$ 70.00	\$ 84.00	\$ (238)	19.7%	\$ 14.00

<b>Special Trips after boat shut-down</b>	1	7		7	7	\$ 720.00		\$ 720.00	\$ 720.00	\$ 5,040	0%	0%
										\$2,082,000		

\$ 721.00	
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\$ 578.00	\$ 600.00	\$ 720.00	\$ (840)	20.0%	\$ 120.00
			\$ (542,000.00)		

Rides	Variable Controls	Blended Cost of Trips	2022	2023
164,601	Single Vehicle 1.0%	Passengers	\$ 4.92	\$ 6.12
	Single Ped 1.0%	Vehicles (no Trucks)	\$ 9.42	\$ 13.43
Overall Revenue Increase: 37%	Multi Vehicle 2.0%			
	Multi Ped 2.0%	Difference		
	<b>Fare increase: 20.0%</b>	<b>Annual %</b>		<b>80%</b>
		<b>(\$129,442)</b>		

Assumptions: Designed to maintain passenger fare at \$7 in an effort to get closer to the passenger-to-vehicle ratio used by WSF of 1:3.  
 Increased Single Ride fares 20% to provide revenue for larger multiride discount.  
 Not enough to arrest 2023, but may work alright in long run.  
 Dropped discount for multiride trucks.