

**ADVISORY PARKING COMMITTEE**  
**Wednesday, April 3, 2024 @ 7:30am**

1. Roll Call
2. Approval of Minutes, March, 2024
3. EV Charging
4. Review Parking Reports
5. Meeting open to the public for items not on the agenda
6. Next Meeting – May 1, 2024
7. Adjournment

**Notice:** Please note that board meetings will be conducted in person. Members of the public can attend in person at Birmingham City Hall or may attend virtually at <https://us06web.zoom.us/j/86082330819>

**Meeting ID: 860 8233 0819**

Persons with disabilities that may require assistance for effective participation in this public meeting should contact the City Clerk's Office at the number (248) 530-1880, or (248) 644-5115 (for the hearing impaired) at least one day before the meeting to request help in visual, hearing, or other assistance.

Las personas con incapacidad que requieren algún tipo de ayuda para la participación en esta sesión pública deben ponerse en contacto con la oficina del escribano de la ciudad en el número (248) 530-1800 o al (248) 644-5115 (para personas con discapacidad auditiva) al menos un día antes de la reunión para solicitar ayuda a la visual, auditiva, o de otras asistencias. (Title VI of the Civil Rights Act of 1964).

**Advisory Parking Committee**  
**Meeting of March 6, 2024**  
151 Martin Street, City Commission Room, Birmingham, MI

**Minutes**

These are the minutes of the Advisory Parking Committee ("APC") regular meeting held on March 6, 2024. The meeting was called to order at 7:30 a.m.

1. Roll Call

**Present:** Chair Al Vaitas, Vice Chair Richard Astrein; Committee Members Jim Arpin, Kevin Kozlowski, Michelle Moody

**Absent:** Committee Members Mary-Claire Petcoff, Lisa Silverman

**Staff:** Parking Systems Manager Ford; Assistant City Manager Clemence, City Transcriptionist Eichenhorn, Finance Director Gerber

2. Approval Of Minutes: Meeting Of February 7, 2024

**Motion by Mr. Astrein**

**Seconded by Ms. Moody to accept the minutes of February 7, 2024 as submitted.**

**Motion carried, 5-0.**

VOICE VOTE

Yeas: Kozlowski, Moody, Astrein, Vaitas, Arpin

Nays: None

3. Parking Operations Update

PSM Ford provided the update and answered informational questions from the APC. The APC briefly discussed the Commission's decision regarding 15 minute parking spaces.

4. Review of Parking Finances

FD Gerber presented the item. Staff answered informational questions from the APC.

It was stated that WJE would come in and present a report on the parking decks' conditions to the APC.

There was APC consensus that it would be helpful to know WJE's assessment of whether the parking decks could be maintained or would have to be replaced long-term.

**Motion by Mr. Arpin**

**Seconded by Mr. Astrein to have WJE come in and present a parking structure status.**

**Motion carried, 5-0.**

VOICE VOTE

Yeas: Kozlowski, Moody, Astrein, Vaitas, Arpin

Nays: None

5. Review Parking Reports

One APC member noted that some of the figures in the reports looked off.

6. Meeting open to the public for items not on the agenda

One APC member asked Staff to return with information about whether the number of parking fines given out had changed after the increase in the fine amounts.

7. Adjournment

No further business being evident, the meeting adjourned at 9:00 a.m.



Aaron Ford, Parking Systems Manager

Laura Eichenhorn, City Transcriptionist

**ATTACHMENT B - BIDDER'S AGREEMENT  
FOR INVITATION TO BID  
FOR DESIGN, BUILD, OPERATION, AND MAINTENANCE OF SELF-SERVICE ELECTRIC  
VEHICLE CHARGING STATIONS**

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In submitting this bid, as herein described, the Contractor agrees that:

1. They have carefully examined the specifications, terms and Agreement of the Invitation to Bid and all other provisions of this document and understand the meaning, intent, and requirement of it.
2. They will enter into a written contract and furnish the item or items in the time specified in conformance with the specifications and conditions contained therein for the price quoted by the proponent on this bid.

|                                                                                          |                                 |
|------------------------------------------------------------------------------------------|---------------------------------|
| <u>Jim Nemec</u>                                                                         | <u>12/1/2023</u>                |
| <b>PREPARED BY</b>                                                                       | <b>DATE</b>                     |
| <b>(Print Name)</b>                                                                      |                                 |
| <u>Chief Revenue Officer</u>                                                             | <u>12/1/2023</u>                |
| <b>TITLE</b>                                                                             | <b>DATE</b>                     |
| <u></u> | <u>jnemec@blinkcharging.com</u> |
| <b>AUTHORIZED SIGNATURE</b>                                                              | <b>E-MAIL ADDRESS</b>           |
| <u>Blink Network LLC</u>                                                                 |                                 |
| <b>COMPANY</b>                                                                           |                                 |
| <u>4961 Tesla Dr, Bowie, MD 20715</u>                                                    | <u>US: +1 888 998 2546</u>      |
| <b>ADDRESS</b>                                                                           | <b>PHONE</b>                    |
| <u>Blink Network LLC</u>                                                                 |                                 |
| <b>NAME OF PARENT COMPANY</b>                                                            | <b>PHONE</b>                    |
| <u>605 Lincoln Rd, 5th Floor Miami Beach, FL 33139 US</u>                                | <u>(216) 704.5248</u>           |
| <b>ADDRESS</b>                                                                           |                                 |



**ATTACHMENT C - PROPOSAL**

**FOR INVITATION TO BID  
FOR DESIGN, BUILD, OPERATION, AND MAINTENANCE OF SELF-SERVICE ELECTRIC  
VEHICLE CHARGING STATIONS**

**In order for the bid to be considered valid, this form must be completed in its entirety.**

***Attach technical specifications for all proposed materials and equipment.***

| PROPOSAL                                                                                                                                                   |                      |
|------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| ITEM                                                                                                                                                       | BRAUD SPECIFICATIONS |
| Materials & Equipment                                                                                                                                      | \$0                  |
| Software                                                                                                                                                   | \$0                  |
| Miscellaneous (Attach Detailed Description)                                                                                                                | \$0                  |
| ADDITIONAL BID ITEMS                                                                                                                                       |                      |
| Revenue Sharing (%)                                                                                                                                        | 5 %                  |
| *Full Turnkey solution with 5% revenue share at no cost to the City. Blink will cover site design, hardware, software, installation and maintenance costs. |                      |

Firm Name Blink Network LLC

Authorized signature \_\_\_\_\_

*Tim Nemes*

Date 12/1/2023

**ATTACHMENT D - IRAN SANCTIONS ACT VENDOR CERTIFICATION FORM**

**For INVITATION TO BID  
FOR DESIGN, BUILD, OPERATION, AND MAINTENANCE OF SELF-SERVICE ELECTRIC  
VEHICLE CHARGING STATIONS**

Pursuant to Michigan Law and the Iran Economic Sanction Act, 2012 PA 517 ("Act"), prior to the City accepting any bid or bid, or entering into any contract for goods or services with any prospective contractor, the contractor must certify that it is not an "Iran Linked Business", as defined by the Act.

By completing this form, the contractor certifies that it is not an "Iran Linked Business", as defined by the Act and is in full compliance with all provisions of the Act and is legally eligible to submit a bid for consideration by the City.

Jim Nemec

12/1/2023

**PREPARED BY  
(Print Name)**

Chief Revenue Officer

**DATE**

12/1/2023

**TITLE**

*Jim Nemec*

**DATE**

jnemec@blinkcharging.com

**AUTHORIZED SIGNATURE**

**E-MAIL ADDRESS**

Blink Network LLC

**COMPANY**

605 Lincoln Rd, 5th Floor Miami Beach, FL 33139 (216) 704.5248

**ADDRESS**

**PHONE**

Blink Network LLC

US: +1 888 998 2546

**NAME OF PARENT COMPANY**

**PHONE**

605 Lincoln Rd, 5th Floor Miami Beach, FL 33139

**ADDRESS**

61-1723965

**TAXPAYER I.D.#**



**City of Birmingham, MI**

**For Design, Build, Operation and Maintenance of Self-Service  
Electric Vehicle Charging Stations**

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**BLINK CHARGING**

**12/1/2023**

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605 Lincoln Road, 5<sup>th</sup> Floor

Miami Beach, FL 33139

Nasdaq:BLNK

(305) 521-0200

[BlinkCharging.com](https://www.BlinkCharging.com)

**Charge On!**

|                                 |                                                                                                                                                                                                                                                                                                                                            |
|---------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Firm Name</b>                | <b>Blink Network LLC</b>                                                                                                                                                                                                                                                                                                                   |
| <b>Headquarters Address</b>     | 605 Lincoln Rd, 5 <sup>th</sup> Floor, Miami Beach, Florida, 33139, USA                                                                                                                                                                                                                                                                    |
| <b>Company Contact(s)</b>       | <ul style="list-style-type: none"> <li>Jennifer Kline, BD Manager, State, Local, Education:<br/><a href="mailto:jkline@blinkcharging.com">jkline@blinkcharging.com</a><br/>(989)798-0265</li> <li>Rachel Rhone, Grant Coordinator,<br/><a href="mailto:rrhone@blinkcharging.com">rrhone@blinkcharging.com</a><br/>(425)367-3261</li> </ul> |
| <b>Organization's Main Line</b> | +1 888 998 2546                                                                                                                                                                                                                                                                                                                            |

## A. Company Background

Blink Network, LLC (Blink Charging) is pleased to submit its proposal to the City of Birmingham's RFP for design, operation, and maintenance of EV charging stations. For the past 14 years, Blink has been an electric vehicle charging company that is dedicated to slowing climate change by reducing greenhouse gas emissions caused by gas powered transportation. We are the second largest EV company in the US and provide high end, futureproof EV charging equipment, network, and services. With approximately 600 staff worldwide we continue to pave the way for growth of the EV industry by accelerating adoption of EVs through deploying charging infrastructure nationwide and globally.

Founded in 2009, Blink is a Florida based EVSE leader whose vertical integration creates unparalleled opportunities for Blink to control its supply chain, and accelerate its go-to market speed, while also reducing operating costs. Complete Blink vertical integration includes research and development, manufacturing, EV charger deployment and installation, charger ownership, operations and maintenance, and the Blink Network providing 24/7/365 customer service and driver support.

## Qualifications

Blink chargers are found in 25 countries across the globe in numerous locations including airports, retail, multi-family housing, municipality owned properties, transportation hubs, and more. Blink has sold, deployed or installed over 66,000 chargers worldwide with over 500,000 users on our charging software, the Blink Network. We manufacture level 2 and level 3 DCFC chargers for



home, fleet, or public usage. Blink charging hardware has a 10-year design lifespan and can be extended with proper maintenance and operation.

On a more local scale, we are an official registered EV station supplier underneath DTE and are extremely familiar with their rebate program and conditions. Due to our vast experience and location connections, Blink is confident in our ability to achieve Birmingham's sustainability needs through EVSE services. We hold extensive experience collaborating with state & local governments, private entities, and utility companies on electric vehicle charging infrastructure projects. We have cultivated relationships with licensed contractors and electricians in every major US city to assist with installation, making for a smooth process for permitting and installing. Therefore, we are highly capable of designing, building operating, and managing EV charging stations within Birmingham.

Our financial qualifications are an additional factor when leading installation projects. Blink Charging is a publicly traded company on NASDAQ and continues to develop and maintain strong relationships with its shareholders, partners, customers, and employees. The company's financial soundness in generating revenue is attained through a wide range of funding, that include identifying grants and rebates programs, building financial reserves, assessing, and managing risks, and strategically managing overhead costs. Our purpose in contributing to environmental, ecological, and economic sustainability are consequences of our positive growth in the industry.

### Customer References

|           |                                  |
|-----------|----------------------------------|
| CUSTOMER: | City of Phoenix                  |
| CONTACT:  | Karen J Apple                    |
| TITLE:    | Electric Vehicle Program Manager |
| PHONE:    | (602) 214-6824                   |
| EMAIL:    | Karen.Apple@phoenix.gov          |
| VALUE:    | \$17,000                         |

### Description/Quantity of Products and Services Provided:

80 Series 7 50/50 hybrid

### Project Overview:

|                  |   |               |  |
|------------------|---|---------------|--|
| Level 2 Hardware | x | DCFC Hardware |  |
|------------------|---|---------------|--|

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|                               |                                |  |
|-------------------------------|--------------------------------|--|
| Software/Network Support      | Management of Stations         |  |
| Project Management            | Power-Sharing/Power Mgmt       |  |
| Electrical Civil Project Work | Electrical Design Project Work |  |
| Site Planning                 | Make-Ready                     |  |

**Business Model:**

|                           |              |   |
|---------------------------|--------------|---|
| Host-Owned                | Blink-Owned  |   |
| Blink as a Service (BAAS) | Hybrid-Owned | x |

|           |                          |
|-----------|--------------------------|
| CUSTOMER: | SLC Airport              |
| CONTACT:  | Greg Arsalanian          |
| TITLE:    | Facilities Manager       |
| PHONE:    | 801.209.9052             |
| EMAIL:    | Greg.Arsanian@slcgov.com |

**Description/Quantity of Products and Services Provided:**

Currently replaced 10 dual CP stations with 748. Eventually replacing 40 ChargePoint stations.

Additional L2 and DCFC\* to be installed Q2/Q3 2024.

Did provide power sharing and load management at 3.2kW per port.

**Project Overview:**

|                               |   |                                |   |
|-------------------------------|---|--------------------------------|---|
| Level 2 Hardware              | x | DCFC Hardware                  |   |
| Software/Network Support      |   | Management of Stations         |   |
| Project Management            |   | Power-Sharing/Power Mgmt       | x |
| Electrical Civil Project Work |   | Electrical Design Project Work | x |
| Site Planning                 |   | Make-Ready                     |   |

**Business Model:**

|                           |   |              |  |
|---------------------------|---|--------------|--|
| Host-Owned                | x | Blink-Owned  |  |
| Blink as a Service (BAAS) |   | Hybrid-Owned |  |

**Problems Encountered and Lessons Learned:**

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Blink was able to ship and meet SLC Airport prompt timeline, delivery of stations in 3 weeks or less.

Took us longer to commission the L2 stations. I received frequent phone calls about when the stations would be commissioned. Executive Board / Director's asking weekly if the stations were active. Lauren was able to get the stations commissioned promptly and make the customer happy.



## PAST PERFORMANCE REFERENCE

|           |                                |
|-----------|--------------------------------|
| CUSTOMER: | City of Chicago                |
| CONTACT:  | Giordy Lem                     |
| TITLE:    | Manager of Vehicle Maintenance |
| PHONE:    | (312) 743-3592                 |
| EMAIL:    | Giordy.Lem@cityofchicago.org   |
| TERM:     | Indefinite                     |
| VALUE:    | Indefinite                     |

### Description/Quantity of Products and Services Provided:

Total of 75 Series 7+ units to date ordered via Asset Works, with additional 10 units planned.

### Project Overview:

|                               |   |                                |
|-------------------------------|---|--------------------------------|
| Level 2 Hardware              | X | DCFC Hardware                  |
| Software/Network Support      | X | Management of Stations         |
| Project Management            |   | Power Sharing/Power Mgmt       |
| Electrical/Civil Project Work |   | Electrical Design Project Work |
| Site Planning                 |   | Make-Ready                     |

### Business Model:

|                           |   |              |
|---------------------------|---|--------------|
| Host Owned                | X | Blink Owned  |
| Blink as a Service (BAAS) |   | Hybrid-Owned |

### Problems Encountered and Lessons Learned:

Per customer: 'The quality of the charging stations and associated documentation met our expectations. While there were some issues with a few chargers, Blink promptly addressed these concerns by sending a technician for diagnosis and replacement, resulting in minimal downtime.'

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## B. Approach

### Proposed Product

#### Series 8+ (With Credit Card Reader) 48amp

The Blink Series 8 charging stations are 48 amp Level 2 AC chargers with flexible and convenient features built-in. Designed for commercial applications where drivers are likely to pay with a credit card or a digital wallet, this smart charging station is perfect for commercial settings – eliminating the requirement for memberships, RFID cards, or a mobile app. With a compact form,



multiple mounting options, ease of installation, and integration to the Blink Network – this is the ideal charging station for any commercial application requiring a physical credit card reader. The NEMA 3R outdoor-rated enclosure allows for indoor or outdoor installation and the standard 18-foot charging cable (or the optional 25-foot upgrade) can reach around any vehicle. The 80amp Series 8 is also an upgrade from the currently installed 40amp.

The Blink Series 8 charging stations are California and Washington-State compliant EVSE with an external physical credit card reader. Dual charging ports allow for two vehicles to charge simultaneously with a dedicated 80 Amps of power each or lower the cost of installation by sharing the electrical load within the charger. The Blink Series 8 charger can be mounted on a wall or placed on a pedestal – making them easy to position between parking spaces or in front of retail locations. When connected to the Blink Network over 4G LTE, the Blink Series 8 charging station is even more comprehensive featuring dynamic pricing configurations, remote monitoring with 99% uptime, and 24/7 customer support.

#### Renewable Features

Blink is currently deploying several projects offering reliable high-speed charging with solar and battery components. Some of these projects include building a grid-integrated battery storage



system and advancing other solar components. Blink is willing to discuss and implement further sustainability strategies per site if deemed appropriate. For this project Blink will be advising and in lead of site design and the overall logistics on where to place chargers.

## Charging Software

### Mobile App

The Blink Network is a remarkably simple and robust way for EV drivers to locate chargers, pay and initiate charging sessions via their InCard, credit card, or Blink's customer service remote start, and monitor billing and energy usage data. The Blink App is free and available for use on all smartphones. These easily accessible features help ensure EV drivers have unimpeded access to chargers to eliminate range anxiety. Without range anxiety, customers can purchase electric vehicles with confidence in their ability to always keep their charge.



Blink provides a rich user experience from a charging station user interface and from a Blink Network Central System standpoint. The Blink Network is accessible by multiple devices and browsers and provides standard and customized reporting functionality in addition to dashboards which reflect utilization, sustainability metrics, and charging station health statuses. Integration with 3<sup>rd</sup> party platforms can be supported using the Blink Map API and using the Open Charge Point Interface (OCPI.) The Blink Network allows hosts to manage their chargers, provide unique pricing to groups, and download charging history on our cloud-based software.

### Local Load Management/Demand Response

Our products utilize local load management and are operated via the Blink Mobile app or online host dashboard. Multiple EVSEs can operate from a single circuit using Local Load Management (LLM). Blink's Local Load Management can support up to 20 units where a cable from the main breaker would feed the Client EVSEs that are part of the LLM group. Blink products can support utility demand response with our system informing owners, operators, and users of controlled charging events.

### More Network Features



All charging history is stored on our cloud-based software and accessible 24/7, calculated in real time.

- Multiple modes of communication, including Wi-Fi and Cellular
- Smart-phone applications for status changes and notifications
- Role-based features to manage permissions and access levels
- Ability to manage multiple chargers with detailed data sets
- Secure, high-availability, enterprise-grade infrastructure
- Geographically separated secondary systems for disaster recovery and management
- Data flow facilitated with API integrations
- Real-time cloud-based management capabilities with remote updates
- 24/7 Customer Support Center with action-tracking system
- Blink Network Operations Center (NOC) proactively monitors and manages the Blink Network
- Smart grid implementation and support for commercial users and utilities
- Secure, high availability, enterprise grade infrastructure and software technologies with geographically separated secondary systems for disaster recovery and management
- Integrated feedback functionality to help improve user experience

### Data Collection

| Data Category                   | Available Now |
|---------------------------------|---------------|
| EVSE Location                   | X             |
| EVSE Identifier                 | X             |
| Date of Installation            | X             |
| Network Provider                | X             |
| Operator Name/Phone Number      | X             |
| Number of Accessible Ports      | X             |
| Connector Type                  | X             |
| Uptime & Out of Service Time    | X             |
| Number of Charging Events       | X             |
| Charging Session Start/End Time | X             |

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|                                              |   |
|----------------------------------------------|---|
| Average Session Times and Session Completion | X |
| Forms of Payment                             | X |
| Energy/Power Dispensed                       | X |
| Total Cost to Customer                       | X |
| Total kWh Dispensed Per Port Per Session     | X |
| Peak kW Per Port                             | X |
| Max kWh Per Port                             | X |
| Average Monthly Peak Power in kW             | X |
| Number of Unique Users                       | X |
| Power Sharing Enabled                        | X |
| OCPP Real-Time Status and Price              | X |

### API Interface Integration

Blink is experienced with parking enforcement integration based on the OCPI 2.1 and OCPI 2.2 (standard for select functions). Blink has integrated systems with previous companies including:

- Parkopedia
- GM Ford
- Apple
- Google Pay
- Shell
- Evgo
- Here Mapping
- Hyundai

The Series 8+ is capable of parking enforcement integration and two-way commencement of charging from a charging station, parking meter, and a combined solution within Blink's mobile app. We can ensure that a scenario like pay for parking and pay for charging happens simultaneously and at no inconvenience toward the customer.

### Charging Sessions

Drivers can access and initiate charging sessions at public Blink EV chargers via the Blink Charging mobile app, the Blink membership card, or customer service.

**Blink Charging Mobile App\*:**

Once you open the app, you can create or sign into your Blink account. Locate the closest Blink EV charging station on the Blink Charging mobile app. Select a location and view the location's details. Select a station and click "Charge." Click "Start Charge" to begin your charging session. You can pause or stop your charging session anytime via the Blink Charging mobile app. The Blink Charging mobile app is available on Google Play for Android devices and the App Store for iOS devices.



You can also charge as a Blink Guest. Click on "Charge as Guest". Continue through Guest payment verification and the in-app instructions to begin a charge. Blink Membership Card:

Hold your Blink RFID member card to the RFID reader on the charger and follow the on-screen instructions. Your Blink card is associated with your Blink Member account and payment information.

When the charge is complete, the charger's port light will display green and the charger screen will indicate the charge has been completed. Blink members who have opted in for communications from Blink will also receive a text message, email, or both, alerting them that their charge has been completed.

When the charge is complete, the charger will display a steady green light at the charger port rather than the flashing green while it is actively charging. In addition, the charger screen will indicate the charge has been completed. Blink members who have opted in for communications may receive a text message, email, or both, alerting them that their charge has been completed. The Blink Charging mobile app can also provide you will notifications. To change notification settings, go to "Account," click on Notifications, & you can set to opt into the app, SMS, or email notifications.

**Revenue Share**

Blink can provide a turnkey solution for both of Birmingham's site locations with a 5% revenue share. We will provide the capital of installation, maintenance, and upkeep with no cost to the City for the entire duration of contract terms. This percentage of revenue is an upfront guarantee,



but Blink is willing to negotiate and discuss a higher percentage. For the sake of providing an accurate cost estimate, 5% revenue share has been selected on the cost sheet.

### Cost to EV Drivers

Our charging fees are based on a national level estimate but final charging cost can be adjusted, if necessary.

Customers are charged:

- by kilowatt-hour ("kWh") of energy dispensed to the vehicle. Rate is based on the power consumed on a kilowatt basis.

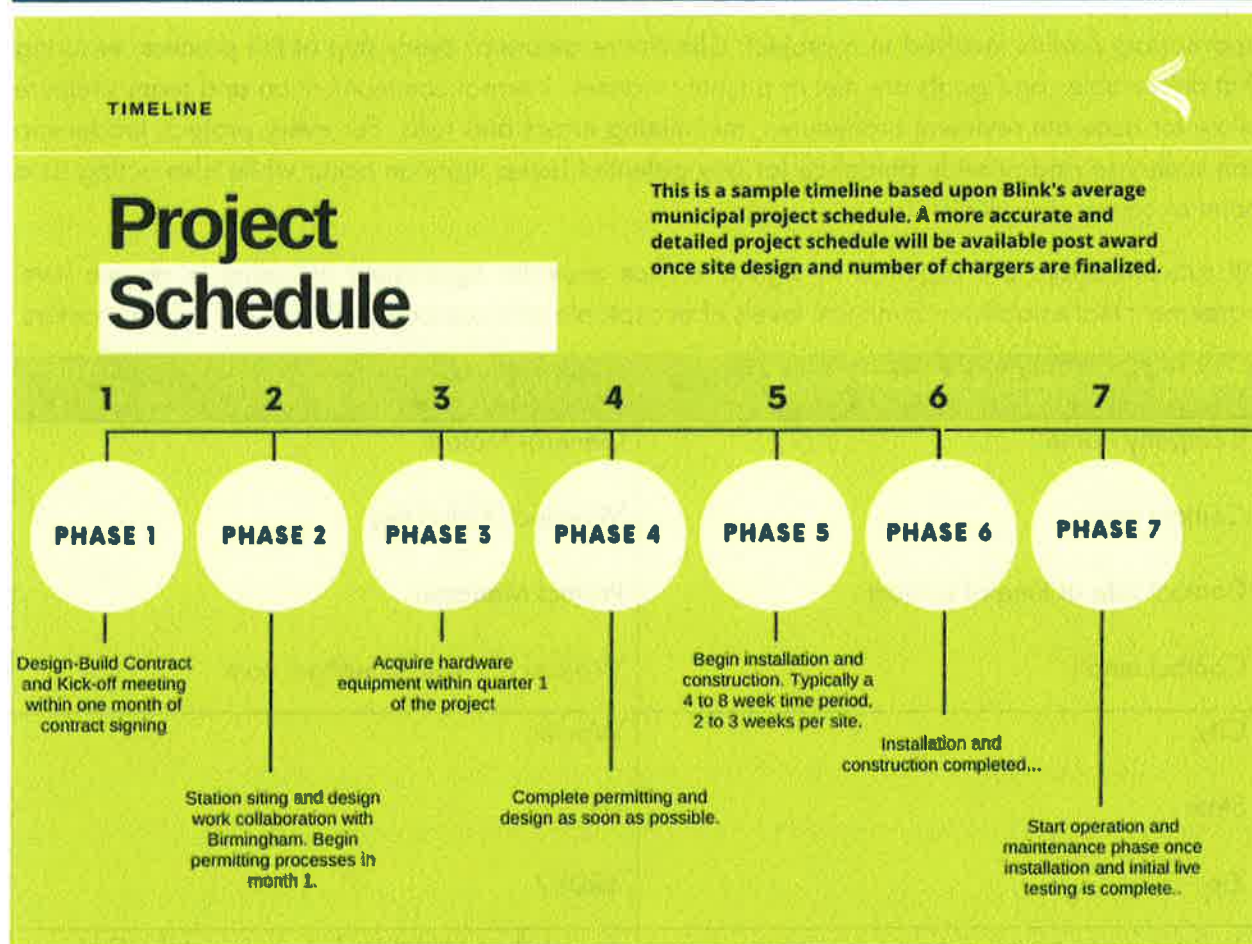
Blink Members: \$0.49 per kwh

Blink Guests: \$0.59 per kwh

- by the time the vehicle is plugged into the Blink Charging Station rounded up to thirty-second intervals or 1-hour intervals, depending on the specific Blink Charging Station; or
- by a flat fee for the total session ("session-based rate"), depending on the location of the Blink Charging Station. Blink maintains an updated schedule of pricing rates by region on the Blink Network website (<https://blinkcharging.com/drivers/pricing/>). Additionally, certain Blink Charging Stations charge a non-refundable occupancy fee for cars plugged into the Blink Charging Station after the charging session has ended. It has been Blink's practice to establish pricing consistent with existing charging infrastructure.



## C. Sample Timeline



## D. Key Personnel

### Subcontractor

For this project Blink will be partnering with local electrical contractor, Motor City Electric Co. Motor City Electric Co. is an ESOP (employee owned) company established in the state of Michigan in 1952. Their mission is to provide unmatched electrical contracting services to their clients while providing money-saving opportunities and inspiring innovation through each project we complete.

Blink has utilized a variety of subcontractors depending on project scope but constantly adheres to the highest quality standards. Blink has multiple operating departments for potential redundancies in projects and timelines. In the event Blink needs additional resources, there is a capable team



with the skillset to run and deploy multiple projects, and from there, they can discern which projects require immediate priority versus those that can wait.

Internally, processes include meetings, discussion of implementation timelines and follow up with appropriate parties involved in a project. Clients are aware of every step of the process, ensuring that deliverables and goals are met in a timely manner. Internal communication and team structure allow for accurate reviewal procedures, minimizing errors and risks. For every project, leadership can supervise and provide guidance for any potential issues that can occur while also acting as a point of contact for all clients.

All subcontractors are required to sign a service provider agreement including a service level agreement that establishes minimum levels of acceptable services expected from our subcontractors.

| Motor City Electric Experience 1                                       |                                                                          |
|------------------------------------------------------------------------|--------------------------------------------------------------------------|
| Company name                                                           | General Motors                                                           |
| Contact name                                                           | Wojciech Kolodziej                                                       |
| Contact role at time of project                                        | Project Manager                                                          |
| Contact email                                                          | Wojciech.1.kolodziej@gm.com                                              |
| City                                                                   | Warren                                                                   |
| State                                                                  | MI                                                                       |
| Zip                                                                    | 48092                                                                    |
| 1. Project name and description of the scope of the project.           | 1. Installing additional chargers at the GM Tech Center Reflash Building |
| 2. What role did your company play?                                    | 2. Prime contractor                                                      |
| 3. How is this project experience relevant to the subject of this RFS? | 3. Charging Equipment installation                                       |
| Dollar value                                                           | \$176,519.00 contract                                                    |
| Start and end date (mm/yy – mm/yy)                                     | 4/24/2023- 8/4/2023                                                      |
| Status                                                                 | Complete                                                                 |

| Motor City Electric Experience 2                                       |                                                                                                           |
|------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| Company name                                                           | IMC Management                                                                                            |
| Contact name                                                           | Bonnie Henry                                                                                              |
| Contact role at time of project                                        | Senior real Estate Manger                                                                                 |
| Contact email                                                          | bhenry@imc-ohio.com                                                                                       |
| City                                                                   | Southfield                                                                                                |
| State                                                                  | Michigan                                                                                                  |
| Zip                                                                    | 48033                                                                                                     |
| 1. Project name and description of the scope of the project.           | IMC Management EV Charger Addition                                                                        |
| 2. What role did your company play?                                    | General and Electrical Contractor                                                                         |
| 3. How is this project experience relevant to the subject of this RFS? | Project required permits and design engineering to submit to city planning for review prior to EV install |
| Dollar Value                                                           | \$75,285.00                                                                                               |
| Start and end date (mm/yy – mm/yy)                                     | 11/2/2022-3/1/2023                                                                                        |
| Status                                                                 | Complete                                                                                                  |
|                                                                        |                                                                                                           |

### Blink Representatives

| Rick Marlatt      | Project Manager                                                                             |
|-------------------|---------------------------------------------------------------------------------------------|
| Current Job Title | Senior Deployment Manager                                                                   |
| Responsibilities  | Rick's daily duties include project development, implementation, deployment, and management |



|                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                        |
|-----------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                           | of EVSE projects. Rick's highly developed skills in analyzing/interpreting/summarizing clients' needs and problem solving have been displayed during his tenure with Blink. His in-dept knowledge of deployment procedures allows Blink to meet or exceed project deliverables. Rick also has a proven ability to work under pressure with attention to details, meeting critical deadlines and establishing teamwork. |
| Number of Years with Organization                                                                         | 2 years                                                                                                                                                                                                                                                                                                                                                                                                                |
| Academic degrees, certifications, professional affiliations, relevant publications and technical training | IBEW Electrician Certification                                                                                                                                                                                                                                                                                                                                                                                         |

| Similar Projects Worked On |                                                                                                                                                                                                                                                       |
|----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Project Information        | <b>Ohio Public Utilities</b><br>Contract: V21EVL2-0082-Z<br>Award: \$ 585,000.00<br>Summary of Project: Installation of 144 L2 charging ports throughout the state of Ohio.<br>Current Status: On-going installations throughout the state.           |
| Project Information        | <b>Virginia Clean Cities</b><br>Contract: C21-6024<br>Award: \$700,000<br>Summary of Project: Blink Charging in association with Virginia Clean Cities has been awarded a grant to deploy 200 Blink Charging stations across the mid-Atlantic region. |

|                     |                                                                                                                                                                                                                                                                                                                                                              |
|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                     | Current Status: On-going installations throughout the Mid-Atlantic Region.                                                                                                                                                                                                                                                                                   |
| Project Information | <b>State of Vermont</b><br><br>Contract: Vermont Corridors Project-VW<br>07110-EV-2019-213<br><br>Award: \$1,689,996.00<br><br>Summary of Project: Installing DC chargers at 11 Vermont locations.<br><br>Current Status: Project is under way; 2 locations are in the commissioning phase while the others are expected to be completed by the end of year. |
| Project Information | <b>State of Massachusetts</b><br><br>Award: \$800,000<br><br>Summary of Project: Installation of DC fast chargers at 8 locations in Massachusetts<br><br>Current Status: Contracts signed; work will begin later in the year.                                                                                                                                |
| Project Information | <b>CarMax</b><br><br>Award: \$1,098,053.10<br><br>Summary of Project: Installation of L2 chargers at CarMax dealerships across the US.<br><br>Current Status: Project is on-going.                                                                                                                                                                           |
| Project Information | <b>Region 1 Planning Council</b><br><br>Award: \$2,300,000<br><br>Summary of Project: Blink will work with Region 1 Planning Council to identify optimal locations for charging stations at public agencies and commercial businesses across Illinois.                                                                                                       |

|                     |                                                                                                                                                                                               |
|---------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                     | Current Status: Contract signed.                                                                                                                                                              |
| Project Information | <b>Sony Pictures</b><br>Summary of Project: Installation of 70 Level 2 chargers, with an additional 30 in 2022 at Culver City and Burbank California.<br>Current Status: Project is on-going. |

| Juan Barahona                                                                                             |                                                                                     |
|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Current job title                                                                                         | Global Director of Operations                                                       |
| Job responsibilities                                                                                      | Oversee project development, implementation and management.                         |
| Number of years with organization                                                                         | 8 years                                                                             |
| Academic degrees, certifications, professional affiliations, relevant publications and technical training | Bachelor of Arts in Social Communication & Public Affairs                           |
| Description of the role and responsibilities this individual will have for the duration of this project   | Oversee the EVSE project from development through implementation and commissioning. |

| Jennifer Kline       |                                                                                                                                                                                |
|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Current Job Title    | BD Manager, State, Local, Education                                                                                                                                            |
| Job Responsibilities | Jen's daily duties include supporting Territory Sales Managers (TSM's) with SLED clients nationally, and specializing in and leveraging cooperative contracts and sharing best |

|                                                                                                           |                                                                                                                                                                                                                                                                 |
|-----------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                           | practices.                                                                                                                                                                                                                                                      |
| Number of Years with Organization                                                                         | 2                                                                                                                                                                                                                                                               |
| Academic degrees, certifications, professional affiliations, relevant publications and technical training | <ul style="list-style-type: none"><li>• BA in Elementary Education, minors in English/Math</li><li>• MA in Early Childhood Development</li></ul>                                                                                                                |
| Description of the role and responsibilities this individual will have for the duration of this project   | Jen will act as local presence and support and work closely with the City promoting sustainability through various PR events. She will assist in planning for future growth/expansion and connecting the City with Blink partners for future solar integration. |

# Series 8 EV Charging Station



| 48 A                                  |                                                                        |
|---------------------------------------|------------------------------------------------------------------------|
| ELECTRICAL SPECIFICATION – AC OUTPUT  |                                                                        |
| Number of Ports                       | Two                                                                    |
| Current                               | Configurable up to 48A Max per port                                    |
| Power                                 | Up to 11.52kW (@240VAC) or 9.984kW (@208VAC)<br>Max per port           |
| Energy Metering Accuracy              | +/- 1%                                                                 |
| Charging Connector                    | SAE J1772                                                              |
| ELECTRICAL SPECIFICATION – AC INPUT   |                                                                        |
| Input Connector                       | Hardwired                                                              |
| Voltage                               | 208 or 240 VAC                                                         |
| Service Panel Breaker                 | Two-pole common trip 60A breaker, dedicated circuit per port           |
| Power Connection                      | Line 1, Line 2 and GND (no neutral) per port                           |
| Standby Power                         | 6.5 W Typical                                                          |
| SAFETY SPECIFICATION                  |                                                                        |
| Ground Fault Circuit Interrupt        | 20mA CCID with auto retry (every 15 seconds))                          |
| Automatic Plug-Out Detection          | Power terminated per SAE J1772 spec                                    |
| Surge Protection                      | 6kV @3,000A                                                            |
| NETWORK SPECIFICATION                 |                                                                        |
| Data Communication                    | Cellular 4G LTE                                                        |
| Charging Infrastructure Communication | OCPP 1.6 compliant                                                     |
| Remote Management                     | Remote access, diagnostics, Over-the-Air (OTA) software update enabled |
| Load Management                       | Smart, dynamic allocation and distribution of power to each port       |

# Series 8 EV Charging Station

48 A



| USER INTERACTION SPECIFICATION |                                                                                                                   |
|--------------------------------|-------------------------------------------------------------------------------------------------------------------|
| Charging Status Indicator      | High visibility, multi-color LED visual status indication                                                         |
| Display                        | 4.3" color LCD, 480 x 272                                                                                         |
| Authentication                 | RFID: ISO14443 Type A & B, MiFare, Felica, ISO15693                                                               |
| Payment                        | Optional: Apple/Google Pay, Contactless/Magnetic/EMV Credit Card/Tap to Pay                                       |
| ENVIRONMENTAL SPECIFICATION    |                                                                                                                   |
| Enclosure                      | Aluminum, NEMA 3R certified                                                                                       |
| Operating Humidity             | Up to 95% non-condensing                                                                                          |
| Operating Temperature          | -30 degree C to +50 degree C ambient                                                                              |
| Operating Altitude             | ≤6560 ft                                                                                                          |
| MECHANICAL SPECIFICATION       |                                                                                                                   |
| Dimensions                     | Charging Head: 24" H x 7.4" W x 7.5" D   Charging Head: w/cc reader 24" H x 7.4" W x 9" D                         |
| Approximate Weights            | Charging Head: 21 lbs   Charging Head w/ cc reader 21.7 lbs. Pedestal 12.5 lbs. Wall mount: 11.5 lbs.             |
| Mounting Option                | Wall or Pedestal mount                                                                                            |
| Cable Length                   | 18ft standard, 25ft optional                                                                                      |
| Cable Organizer                | Optional                                                                                                          |
| REGULATION                     |                                                                                                                   |
| Safety                         | UL 2594 / CSA C22.2 No. 280-16   UL 2231-1 / CSA C22.2 No. 281.1-12, UL 2231-2 / CSA C22.2 No. 281.2-12 certified |
| EMI                            | FCC Part 15 Class A compliant                                                                                     |
| Energy Efficiency              | Energy Star certified                                                                                             |
| Compliance                     | California Type Evaluation Program (CTEP) certified, Buy American ACT (BAA) compliant                             |
| Accessibility                  | ADA compliant                                                                                                     |







# Design, build, operation, and maintenance of self-service electric vehicle charging stations (EVCS) on City-owned property

City of Birmingham

Attn: City Clerk

151 Martin Street, Birmingham MI 48009

## Technical Specification and Scope of Work

**EV Mode, LLC**

400 Water St, STE 203, Rochester, MI 48307

Phone: 248-387-5800 • Fax: 248-786-4401

Primary Contact: Tim Kang, (213) 400-0466, [tim.kang@evmode.com](mailto:tim.kang@evmode.com)

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# 1 Introduction

“EVmode is an EV charger manufacturer based in Michigan. We take pride in being an American-made EV charging manufacturer, setting ourselves apart from our competitors by offering NEMA 4X-rated weatherproof chargers that provide resistance to dust, water, snow, and corrosion. Our chargers were built to American standards, ensuring unmatched speed, durability, and reliability.

EVmode is pleased to partner with Mike Corrigan and Corrigan Mechanical for the installation and maintenance of level 2 chargers in the city of Birmingham. Corrigan Mechanical operates as a service and installation division under Corrigan Oil, which is part of the Corrigan Group—a conglomerate comprising 10 different companies specializing in various services such as fuel distribution, propane, trucking, mechanical services, and general construction. With over 65 years of experience, Corrigan is a trusted name in the state of Michigan, with qualifications speaking for itself.

Min Yoo is the founder and CEO of EVmode. Min co-founded an energy solutions company in 2008 that evolved into investment banking and strategic advising in the energy, technology, biotech, and life sciences sectors. Min designed, supported, and delivered energy solutions for NASA, Disney, major universities, JW Marriott Las Vegas, the US Department of Transportation, the US Department of Corrections, the US Military, and others. He founded EVmode in 2021 to address the fractured EV charging market and build a reliable, American-made charger.

## Revenue Sharing Proposal:

EVmode is pleased to offer 100% of all EV charging revenue to the city of Birmingham. The city would be responsible for credit card transaction fees charged by Stripe.com, the credit card processor. EVmode will pass through these third-party fees to the city.

Based on market research of the greater Birmingham area, EVmode recommends charging \$0.35 per kWh. This would generate almost \$650/day for the city assuming all 20 chargers are used for at least 8 hours.

(Calculation: 8 Hours \* 11.5 kW \* 20 Chargers \* \$0.35 = \$644 / day)

EVmode chargers will be equipped to assess idle fees once a charging session is complete. This will ensure that charging revenues are always captured, and fully charged cars will move to free up EV charging spots for others.

EVmode and Corrigan are committed to the successful installation and ongoing service of their EV chargers in the city of Birmingham. They will be responsible for all maintenance issues, excluding any physical damage due to vandalism or otherwise



# 2 EVmode Level 2 Charger Specifications

EVmode's Level 2 Charger is the fastest AC charger on the market and the industry's first vertically-integrated manufacturer to design and build EV chargers in the USA. Experience speed, style, and reliability for maximum charger uptime with EVmode's management software and app integration

## EV Charger Specs

- Level 2 AC Charger
- Maximum output : 11.5 kw
- Amperage : 48A
- Voltage : 240V Single Phase

## Environmental

- Environmental Rating : NEMA 4X
- Operating Environment : Fully Outdoor
- Operating Temperature : -22°F (-30°C) to 122°F (50°C)
- Operating Humidity : 5% to 100%
- Certifications : CSA C22.2 No. 280, CSA C22.2 No. 281.1, CSA C22.2 No. 281.2, UL 2594, UL 2231-1, UL 2231-2

## Usability & Design

- Single Port
- Connector Type : SAE J1772
- Cable Length : 16 ft
- OCPP Version : 1.6J
- Display : 5" Color LCD, 900 nits
- Payment Interface : App
- Capacitive Touch Buttons
- 2.4 Ghz WiFi (802.11 b/g/n)
- Dimension (WxHxD) : 9.8" x 59.1" x 13.5"
- Weight : 85 lbs (includes charging cable and pedestal)
- Cord Management Holster

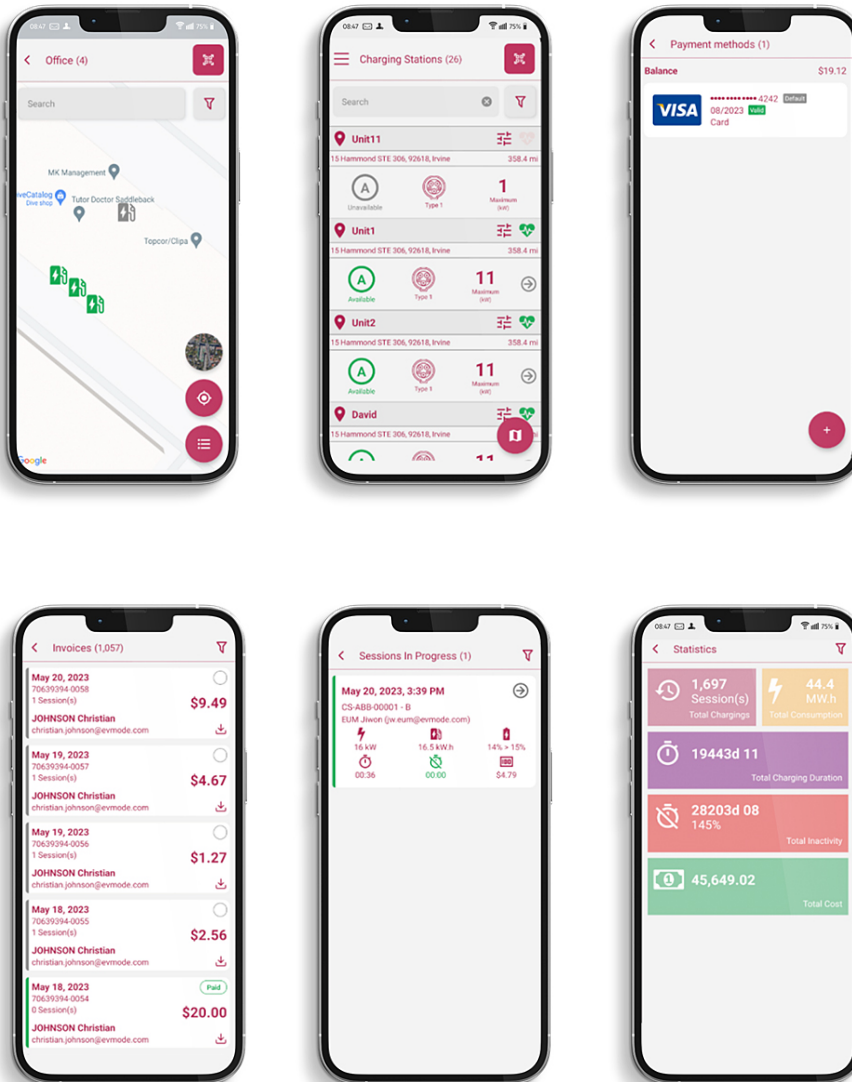
## LTE/5G Option

EVmode incorporates an LTE/5G modem router in situations where city-provided Wi-Fi signal is unavailable. This determination will be made prior to installation.



# 3 EVmode Smartphone App

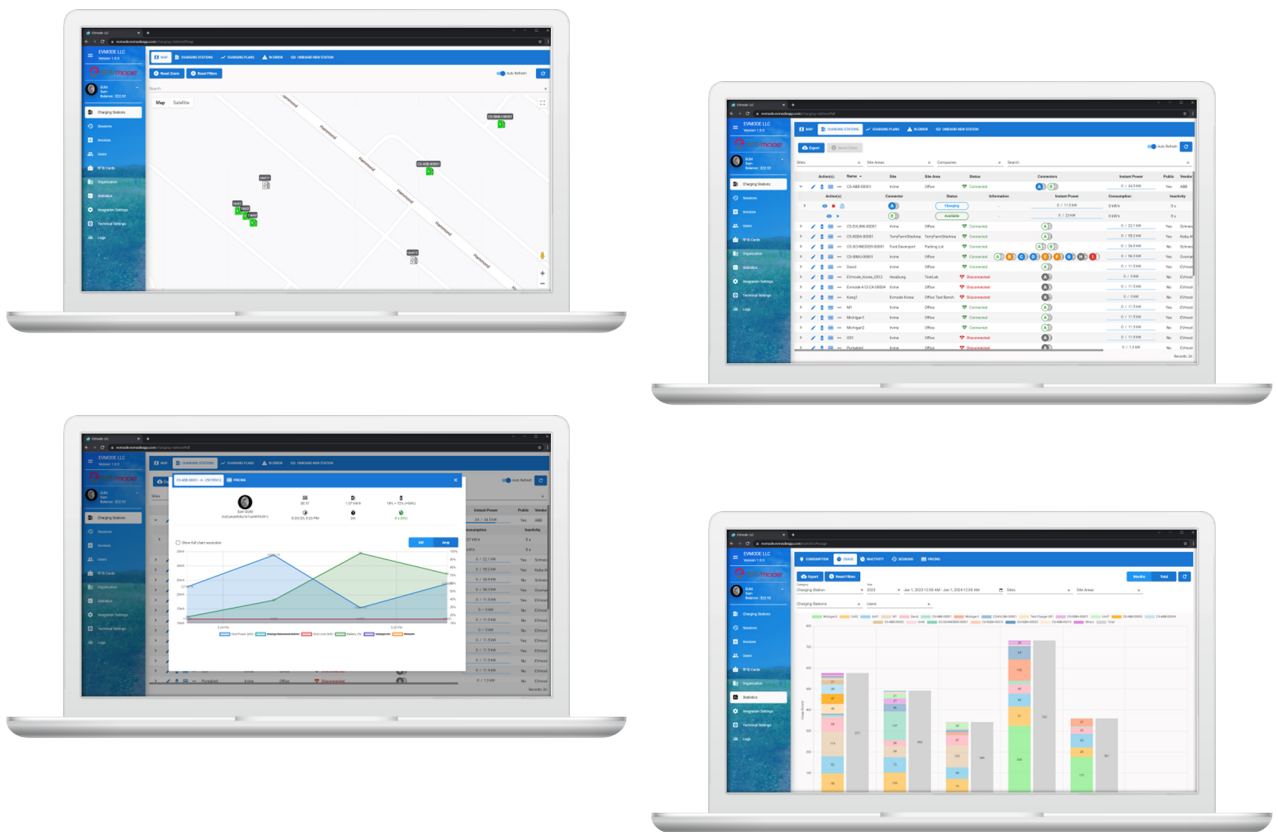
EVmode's user-friendly app ensures a fast and seamless charging experience while providing real-time charging updates, usage statistics, and convenient payment options all from a single, easy-to-use platform.





# 4 EVmode Charging Station Management System (CSMS)

Take control of your charging network with EVmode's Charging Station Management System (CSMS) software. Our platform delivers comprehensive management, pricing, and monitoring controls for your entire charging network.



- Powerful self-diagnostics and remote control features
- Monitor and troubleshoot chargers to ensure optimal performance and minimal downtime.
- Customize dynamic pricing plans to account for peak and off-peak utility rates.
- Gain valuable insights into your charging operations with in-depth statistics and usage patterns.

# 5 Installation

The installation will be performed by **Corrigan Mechanical Contractors**

775 N. Second St.  
Brighton, MI 48116  
Phone: 810-229-9988  
Email: CMCservice@corriganoil.com



## Scope of Work to Include

### Municipal Parking Lot 7

- Furnish and install all required conduit, fittings, wire, and circuit breakers for (10) level 2 EV chargers.
  - a) Chargers 1,2,3,4 will be mounted on a new concrete foundation with underground electrical running to each.
  - b) Chargers 5,6,7,8,9,10 will be mounted directly to the existing curbing in place for the parking meters. The electrical for these chargers will be run partially underground to the existing curbing for parking meters, we will then emerge from the ground and surface mount rigid steel conduit behind parking meters to each Level 2 charger.
  - c) All electrical components will terminate in a new EV panel (supplied by the city) rated 600amp 208/120-volt 3 phase. EV Panel to have 10 breakers with each breaker rated for 60amps.
  - d) All chargers will have bumper poles placed for protection.
  - e) All chargers will have the ability to indicate charging status from the charging station, EVmode app, or CSMS.
- Provide miss dig, electrical permit.

### Chester St. Garage

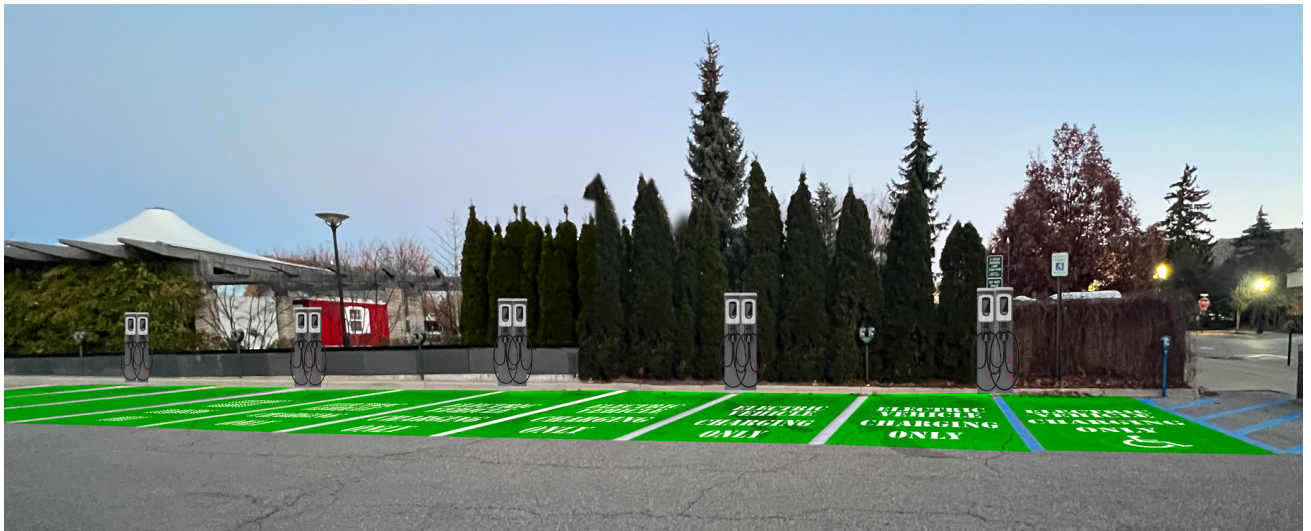
- Furnish and install all required conduit, fittings, wire, and circuit breakers for (10) level 2 EV chargers.
  - a) All conduit for chargers will originate from mechanical room located in the lowest level of the structure and run up to street level.
  - b) All conduits will be surface mounted rigid steel to each charger.
  - c) All Level 2 chargers will be wall mounted with a Unistrut support system.
  - d) All chargers will have crash protection.
  - e) All electrical components will terminate in a new EV panel (supplied by the city) rated 600amp 208/120 volt 3 phase. EV Panel to have 10 breakers with each breaker rated for 60amps.
  - f) All chargers will have the ability to indicate charging from the charging station itself, EVmode app, or CSMS.
- Provide miss dig, electrical permit

## Timeline

- Upon completion of city-furnished EV panel, the projected timeline to complete both installations (Parking Lot 7 & Chester St. Garage) will be less than 4 weeks and not to exceed 6 weeks.

# 6 Charger Locations

The pictures below depict the locations of the chargers and may not necessarily reflect the way they will be mounted.





# 7 Installation References

## EVmode Installed Chargers:

### 1. OTA Headquarters

16001 Manning Way  
Cerritos, CA 90703

**Contact:** David Kim, 949-526-0101

**Charging Hardware Overview:** EVmode - (4) Level 2 Chargers, Pedestal Mounted

#### Summary:

OTA desired to install EV chargers at their headquarters. The building required a stepdown transformer to be installed to convert their 440 voltage to 220 volts with a dedicated electrical panel for circuit breakers. Parking lot required trenching to secure conduit and pedestals in the ground. Installation took five due to the concrete curing process. Installation was completed on schedule and under budget (\$32,500)

### 2. Wireless Giant

32600 Stephenson Hwy  
Madison Heights, MI 8071

**Contact:** Saad Shamou, 586-899-1660

**Charging Hardware Overview:** EVmode - (2) Level 2 Chargers, Pedestal & Wall Mounted

#### Summary:

Wireless Giant sought to install EV chargers to provide a charging solution for their employees and guests. EVmode recommended installing (2) Level 2 chargers to address short-term needs while also installing wiring for four additional chargers so that future installation would be quick and cost-effective. Installation took 3 days. Project was completed on schedule and under budget (\$8,000)

## Corrigan Mechanical Installed Chargers:

### 3. Brighton Ford

8240 W. Grand River Ave  
Brighton, MI 48114

**Contact:** John Cueter, 810-588-7684

**Hardware Overview:** ChargePoint - (5) Level 2 Chargers , (3) Level 3 Chargers

#### Summary:

Brighton Ford is a top Ford dealership located in Brighton, MI. Client requested a combination of level 2 and level 3 chargers to address their dealership charging needs. Client needed a fast level 3 charger for test drive purposes in addition to slower level 2 chargers to top off EVs overnight. Project was completed in 8 weeks despite major infrastructure upgrades to the electrical panel and significant trenching to install conduit and concrete pedestals. Project was completed before schedule and on budget (\$760,000).



**INVITATION TO BID FOR DESIGN, BUILD, OPERATION, AND  
MAINTENANCE OF SELF-SERVICE ELECTRIC VEHICLE CHARGING  
STATIONS.**



**Submitted by:** OBE Power Networks 1 LLC  
**Address:** 1951 NW 7 Ave, Suite 600, Miami, FL 33136  
**Contact:** Alejandro Burgana, Managing Director  
**Telephone:** (305) 546-5407  
**Email:** [aburgana@obepower.com](mailto:aburgana@obepower.com)  
**<https://obepower.com>**



## Cover Letter

**Each respondent shall include in their bid the following information: Firm name, address, city, state, zip code, telephone number, and fax number. The company shall also provide the name, address, telephone number and e-mail address of an individual in their organization to whom notices and inquiries by the City should be directed as part of their bid.**

Founded in 2017, OBE Power (<https://obepower.com>) is dedicated to accelerating the transition into clean and efficient E-mobility. The company is actively building a smart distributed ecosystem of EV charging stations and related services, and it stands out by providing both property hosts and EV drivers the best user experience with its proprietary EV Charging as a Service solution (EV CaaS). OBE Power's multi-sided digital platform is built to be at the intersection of infrastructure, smart-city technology, clean renewable energy and efficiency.

OBE Power owns and operates hundreds of EV charging points spread across municipalities, workplaces, multifamily condominiums, entertainment destinations, mixed use, healthcare facilities and educational institutions. World-class host customers include City of Miami, The Miami Parking Authority, Miami-Dade County, Palm Beach County, City of Fort Worth, Fulton County, City of Yucaipa, Carnival Cruise Lines, Royal Caribbean, Marlins Park, Jackson Memorial Hospital, Related Group, Cushman and Wakefield, Property Markets Group, FirstService Residential, Texas State Technical College and Nova Southeastern University, among others. At a pace of adding a new charging port every 4 days, OBE Power has demonstrated ability to scale to multiple locations and execute concurrently.

OBE Power's role is to offset the risk, responsibility, and management of the EV charging as a service (EV CaaS) from our hosts. This in turn accelerates EV infrastructure adoption by hosts, and with that EV adoption. We are then able to scale with our hosts to various sites, as adoption grows.

OBE Power offers the expertise of its dedicated management team with deep knowledge and experience in the areas of renewable energy, e-mobility, open technology platforms, data management, asset management, user experience maximization and branding & advertising, to ensure the success of the EV charging project at the City of Birmingham owned and managed locations.

With more than 190,000 EV charging sessions registered to date across a portfolio of host partners, OBE Power has managed to save more than 2,300 metric tons of Greenhouse Gases GHG from the environment, generating positive Revenue Share for our host partners in the form of Carbon Credit Income. OBE Power brings a wealth of experience as the leading provider of EV Charging a Service solutions in the United States.



OBE Power has partnered with ChargePoint (<https://www.chargepoint.com>) to provide hardware, software and warranty services. ChargePoint operates as a one-stop shop for customers by providing the complete EV charging ecosystem. They have built a fully integrated portfolio of hardware, cloud services, and support with the best technology in the industry. This ensures that everything works seamlessly and with enhanced functionality, which in turn results in great customer satisfaction. Please next the Letter of Support from ChargePoint to OBE Power.

For financial resources, OBE Power is leveraging on the strategic funding facility closed in 2022 with Susi Partners ([www.susi-partners.com](http://www.susi-partners.com)). Susi Partners is a Swiss-based investment manager specialized in sustainable energy infrastructure investments with EUR 1.9 billion in capital commitments from institutional investors. The firm's strategy focuses on sustainable and scalable projects across the energy transition spectrum. The strategic funding facility with OBE Power is designed to accelerate the company's aggressive nationwide expansion plans of its owned & operated EV charging network over the next ten years.

For execution, OBE Power is engaging the trusted local services of Auito Electric, based on their extensive and demonstrated experience installing ChargePoint EV charging stations and working with the City of Birmingham. In full alignment with OBE Power, their mission is also to simplify the energy transition - the shift away from fossil fuels to a more sustainable, resilient, electric-powered future. This local, properly insured and licensed electrical contractor adheres to a strict code of conduct to ensure all projects are completed safely and to code.

At OBE Power, we are honored and excited for the opportunity to submit our proposal to the City of Birmingham for consideration. We believe our EV CaaS proposal meets and exceeds the County's plans to get a fully funded, designed, permitted, installed, operated, properly maintained, serviced and managed network of electric vehicle charging stations for internal and external use, at zero "out-of-pocket" AND zero operating costs. Better yet, this proposal will also generate Carbon Credit Income to the City, Branding & Advertising Revenue Share among other additional benefits, such as the Preferred Fleet Account.

Sincerely,

A handwritten signature in blue ink, appearing to read "Alejandro Burgana", with a stylized, overlapping loop at the end.

*Alejandro Burgana*

---

**Alejandro Burgana**  
**Cofounder & Managing Director**  
**OBE Power**  
**1951 NW 7<sup>th</sup> Avenue,**  
**Miami, FL 33136**  
**(305) 546-5407**  
[aburgana@obepower.com](mailto:aburgana@obepower.com)





ChargePoint, Inc.  
240 East Hacienda Avenue | Campbell, CA 95008 USA  
+1.408.841.4500 or US toll-free +1.877.370.3802  
[chargepoint.com](http://chargepoint.com)

---

Dec. 1, 2023

Aaron Ford, Parking Systems Manager  
City of Birmingham  
151 Martin Street  
Birmingham, MI 48009  
(248) 530-1257  
[aford@bhamgov.org](mailto:aford@bhamgov.org)

Subject: ChargePoint Letter of Support for OBE Power Networks

Dear Aaron Ford,

ChargePoint is pleased to support OBE Power Networks 1 LLC with their application in response to the Invitation to Bid for Design, Build, Operation, and Maintenance of Self-Service Electric Vehicle Charging Stations. ChargePoint is a champion of enabling and accelerating the adoption of electric vehicle through the deployment of reliable, fast, and easy to use EV charging infrastructure.

ChargePoint applauds OBE Power's efforts to take the lead in removing barriers to electric transportation. One of the largest obstacles that residents and visitors to the region face is access to publicly accessible charging stations and the inherent benefits of electric vehicle ownership. ChargePoint supports and encourages economic and community development through investments of this kind. EV infrastructure is necessary for the benefit of Birmingham residents, businesses, and visitors, making it easier to choose the electric alternative. Investments that drive EV adoption are expected to have economic and environmental benefits for consumers in the City of Birmingham and surrounding areas. These investments will help improve the environment through lower vehicle emissions and drive economic development through local investments in fuel generation, infrastructure, and next-generation manufacturing jobs.

In support of this proposal and the commitment that ChargePoint has made to support transportation electrification with one of the largest and most reliable charging infrastructure networks in the world, please accept my support of OBE Power's EV Charging as a Service solution. ChargePoint supports this project as the selected charging station equipment provider. Behind every deployed ChargePoint charger is our team of over 100 customer support agents who provide 24/7/365 driver and station owner support in multiple languages including English, French, and Spanish. Our robust customer service

department allows station owners and remote technicians to manage stations, monitor alarms and alerts, and quickly identify and resolve issues, delivering an exceptional customer service experience.

If you have any questions, please do not hesitate to reach out to me at the contact information listed below. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "B. O'Donnell", with a stylized, cursive script.

Brendan O'Donnell  
Public Sector Sales Director – North America  
ChargePoint  
949-521-3386



**Provide a description of completed projects that demonstrate the firm's ability to complete projects of similar scope, size, and purpose, and in a timely manner, and within budget.**

OBE Power is proud to present below a detailed list of host locations, both public and private, where OBE Power has deployed and currently owns and operates EV chargers in the US:

**Public-private partnerships:**

| Name                                        | Charging Points<br>EV CaaS | Status        | Activation Date |
|---------------------------------------------|----------------------------|---------------|-----------------|
| Miami-Dade Courthouse                       | 4                          | Active        | 5/21/19         |
| Miami-Dade College                          | 2                          | Active        | 8/14/19         |
| MPA Knight Center                           | 2                          | Active        | 9/8/19          |
| Marlins Park 3rd Base Garage                | 4                          | Active        | 9/17/19         |
| Marlins Park Home Plate Garage              | 2                          | Active        | 9/22/19         |
| Marlins Park 1st Base Garage                | 2                          | Active        | 9/30/19         |
| MPA Jackson Memorial Hospital               | 4                          | Active        | 9/24/20         |
| City of North Miami                         | 2                          | Active        | 12/22/20        |
| Miami-Dade West Lot Garage                  | 4                          | Active        | 6/30/21         |
| Miami-Dade Hickman Garage                   | 4                          | Active        | 7/2/21          |
| Palm Beach Government Center Garage         | 6                          | Active        | 8/25/21         |
| Miami-Dade Cultural Center Garage           | 2                          | Active        | 9/22/21         |
| Miami-Dade Overtown Transit Village North   | 4                          | Active        | 1/26/22         |
| MPA Jackson West Hospital                   | 4                          | Active        | 3/25/22         |
| MPA Regatta Harbour Garage                  | 4                          | Active        | 4/19/23         |
| Palm Beach County Tax Authority Green Acres | 2                          | Active        | 7/25/23         |
| MPA Jackson Galiano ER                      | 2                          | Active        | 8/31/23         |
| City of Fort Worth, TX – Botanic Gardens    | 2                          | Active        | 9/16/23         |
| MPA Jackson Health – Yellow Garage          | 4                          | Active        | 10/5/23         |
| MPA Jackson Health – Blue Garage            | 4                          | Active        | 10/10/23        |
| City of Fort Worth, TX – City Hall          | 4                          | Installation  |                 |
| City of Fort Worth, TX – Crockett & Foch    | 2                          | Installation  |                 |
| City of Fort Worth, TX – 2nd & Jones        | 2                          | Installation  |                 |
| City of Fort Worth, TX – 8th & Terrell      | 2                          | Installation  |                 |
| City of Fort Worth, TX – Houston Garage     | 2                          | Installation  |                 |
| Fort Worth - Will Rogers Memorial Center    | 4                          | Installation  |                 |
| Palm Beach County Tax Authority Westlakes   | 2                          | Installation  |                 |
| Fort Worth - Northside Community Center     | 2                          | Add Amendment |                 |
| Fort Worth - Southside Community Center     | 2                          | Add Amendment |                 |
| Fort Worth - Houston & Lancaster            | 2                          | Add Amendment |                 |
| Fort Worth - 7th & Throckmorton             | 2                          | Add Amendment |                 |

|                                                           |           |               |  |
|-----------------------------------------------------------|-----------|---------------|--|
| Fort Worth - East Regional Library                        | 2         | Add Amendment |  |
| Fort Worth - Riverside City Hall                          | 4         | Add Amendment |  |
| <b>Sub-Total Municipalities &amp; Government Agencies</b> | <b>96</b> |               |  |

## Hospitals, hotels, entertainment venues and workplaces:

| Name                                                                        | Charging Points<br>EV CaaS | Status       | Activation<br>Date |
|-----------------------------------------------------------------------------|----------------------------|--------------|--------------------|
| Aventura Optima Plaza                                                       | 4                          | Active       | 2/3/17             |
| Carnival Cruise Line                                                        | 8                          | Active       | 5/18/17            |
| University of Miami Life Science and Tech                                   | 2                          | Active       | 4/2/18             |
| Royal Caribbean Cruise Line                                                 | 6                          | Active       | 4/23/18            |
| PFR Doral                                                                   | 2                          | Active       | 2/1/19             |
| Plaza at Las Olas                                                           | 4                          | Active       | 9/30/19            |
| Nation Safe Drivers                                                         | 4                          | Active       | 2/24/23            |
| Optima Onyx                                                                 | 4                          | Active       | 3/3/23             |
| Doral Concourse                                                             | 4                          | Active       | 6/26/23            |
| Lynchburg General Hospital, VA                                              | 4                          | Installation |                    |
| Virginia Baptist Hospital, VA                                               | 4                          | Installation |                    |
| Centra Lynchburg Medical Center, VA                                         | 4                          | Installation |                    |
| GMC Stroobants Cardiovascular Center, VA                                    | 2                          | Installation |                    |
| Marriott TownePlace Suites, Geneva OH                                       | 2                          | Installation |                    |
| The Agora, Cleveland OH                                                     | 2                          | Installation |                    |
| <b>Sub-Total Hospitals, Hotels,<br/>Entertainment Venues and Workplaces</b> | <b>56</b>                  |              |                    |

## Multifamily Condominiums and Rental Communities:

| Name                          | Charging Points<br>EV CaaS | Status | Activation<br>Date |
|-------------------------------|----------------------------|--------|--------------------|
| Icon Las Olas                 | 4                          | Active | 12/20/17           |
| Nine at Mary Brickell Village | 2                          | Active | 5/17/18            |
| Mystic Pointe                 | 4                          | Active | 8/19/18            |
| Riverview Tower               | 2                          | Active | 11/6/18            |
| One Miami                     | 4                          | Active | 12/10/18           |
| 2000 Williams Island          | 2                          | Active | 12/21/18           |
| One Fifty One Biscayne        | 4                          | Active | 2/1/19             |
| Biscayne Beach                | 4                          | Active | 6/24/19            |
| Turnberry Towers              | 4                          | Active | 8/23/19            |
| Atlantic III                  | 4                          | Active | 9/10/19            |
| Icon Bay                      | 4                          | Active | 10/11/19           |
| Hyde Beach House              | 2                          | Active | 3/2/20             |
| Brickell Town House           | 2                          | Active | 5/18/20            |

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|                            |    |              |          |
|----------------------------|----|--------------|----------|
| Society Las Olas           | 6  | Active       | 7/9/20   |
| MB Station                 | 2  | Active       | 7/16/20  |
| Two Midtown Condominium    | 2  | Active       | 8/14/20  |
| Peloro Condominium         | 2  | Active       | 10/4/20  |
| Skyline on Brickell        | 2  | Active       | 10/19/20 |
| Blue Lagoon Condominium    | 2  | Active       | 11/9/20  |
| 1010 Brickell              | 2  | Active       | 2/2/21   |
| Graham 6600 Main           | 2  | Active       | 3/20/21  |
| Residences at Lakehouse    | 2  | Active       | 6/22/21  |
| Eden House                 | 2  | Active       | 7/16/21  |
| Ten Aragon                 | 2  | Active       | 8/18/21  |
| RiverLanding - Level 0     | 4  | Active       | 11/29/21 |
| Graham 6600 Main - Level 2 | 2  | Active       | 12/13/21 |
| Stellar at Emerald Hills   | 2  | Active       | 1/13/22  |
| Altaira at The Colony      | 2  | Active       | 4/1/22   |
| Sorrento                   | 2  | Active       | 4/1/22   |
| Casata Austin              | 2  | Active       | 5/11/22  |
| Ponte Verde Condominium    | 2  | Active       | 8/12/22  |
| Sayan Condominium          | 2  | Active       | 8/24/22  |
| The Palace at Brickell     | 4  | Active       | 8/25/22  |
| Society Biscayne           | 8  | Active       | 9/30/22  |
| Shoma Village              | 2  | Active       | 10/14/22 |
| Florescia at The Colony    | 2  | Active       | 10/21/22 |
| Golden Lakes Villages      | 2  | Active       | 10/21/22 |
| Envy Pompano               | 4  | Active       | 11/2/22  |
| 1000 Venetian              | 2  | Active       | 12/2/22  |
| The Palms at Weston        | 2  | Active       | 2/24/23  |
| Bank Lofts                 | 2  | Active       | 3/24/23  |
| Towers of Key Biscayne     | 4  | Active       | 4/3/23   |
| Costa Brava Condominium    | 4  | Active       | 6/23/23  |
| Nordica                    | 2  | Active       | 9/16/23  |
| Graham 6621 (2nd floor)    | 2  | Active       | 9/18/23  |
| 500 Brickell               | 4  | Active       | 11/6/23  |
| Brickell Ten               | 2  | Active       | 11/6/23  |
| Brickell Heights           | 4  | Active       | 11/8/23  |
| Countyline Apartments      | 2  | Installation |          |
| Natura (Terra)             | 4  | Installation |          |
| Pavillion Condominium      | 2  | Installation |          |
| Society Orlando            | 8  | Installation |          |
| Solemar Pompano Beach      | 2  | Installation |          |
| Palm Bay Condominium       | 1  | Installation |          |
| Society Atlanta            | 10 | Installation |          |
| Metro Edgewater            | 6  | Installation |          |
| Winston Towers 100         | 2  | Installation |          |





|                                                                  |            |              |  |
|------------------------------------------------------------------|------------|--------------|--|
| The Sands at Key Biscayne                                        | 2          | Installation |  |
| Biscayne Gardens                                                 | 2          | Installation |  |
| <b>Sub-Total Multifamily Condominiums and Rental Communities</b> | <b>177</b> |              |  |

#### Colleges and universities:

| Name                                        | Charging Points<br>EV CaaS | Status | Activation<br>Date |
|---------------------------------------------|----------------------------|--------|--------------------|
| Nova Southeastern University Library Garage | 4                          | Active | 2/1/19             |
| Nova Southeastern University HPD Garage     | 4                          | Active | 2/1/19             |
| Nova Southeastern University Clearwater     | 2                          | Active | 7/29/19            |
| Nova Southeastern University Residence Hall | 2                          | Active | 10/15/20           |
| Nova Southeastern University West Parking   | 2                          | Active | 3/4/22             |
| <b>Sub-Total Colleges and Universities</b>  | <b>14</b>                  |        |                    |

#### Multi dwelling and mixed-use properties:

| Name                                                     | Charging Points<br>EV CaaS | Status       | Activation<br>Date |
|----------------------------------------------------------|----------------------------|--------------|--------------------|
| Graham 6621 Main Street                                  | 2                          | Active       | 12/17/18           |
| Wynwood Garage                                           | 4                          | Active       | 10/24/19           |
| Paseo de la Riviera                                      | 14                         | Active       | 7/6/20             |
| River Landing                                            | 10                         | Active       | 12/27/20           |
| The Main Las Olas                                        | 12                         | Active       | 12/31/20           |
| Sanctuary at Doral - Shoma                               | 2                          | Active       | 3/11/21            |
| Ivory 214                                                | 4                          | Active       | 4/9/21             |
| The Warehouse District                                   | 2                          | Active       | 9/26/21            |
| Aventura Parksquare                                      | 4                          | Active       | 12/21/21           |
| Compson Place, 1500 Gateway Blvd                         | 2                          | Active       | 3/9/22             |
| Compson Place N Congress Avenue                          | 2                          | Active       | 8/2/22             |
| RiverLanding - L10                                       | 2                          | Active       | 10/28/22           |
| RiverLanding - Upper Levels                              | 6                          | Installation |                    |
| 1212 Aventura                                            | 4                          | Installation |                    |
| <b>Sub-Total Multi Dwelling and Mixed-Use Properties</b> | <b>70</b>                  |              |                    |
|                                                          |                            |              |                    |
| <b>Total EV CaaS Charging Points Under Contract</b>      | <b>413</b>                 |              |                    |

OBE Power has chosen ChargePoint as our preferred EV charging solution provider. As the world's first publicly traded global EV charging company with 16 years of experience, ChargePoint is the solution of choice for EV drivers, fleet operators, and local governments seeking to deploy public and fleet EV charging services. ChargePoint's charging solutions





are used by companies across North America including the **University of Michigan, Bedrock Detroit, Henry Ford Health System, City of Ann Arbor, City of Grand Rapids, and the City of Marshall**. ChargePoint is excited to support the City of Birmingham in a similar manner by offering the City a complete charging solution. Below are a few similar projects that ChargePoint has completed.

| <b>ChargePoint Similar Projects</b>                                       |                                                                                                                                              |
|---------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Ann Arbor, Michigan/Ann Arbor Downtown Development Authority (DDA)</b> | Public and fleet charging. Rip and replace project throughout the City of Ann Arbor. Included 122 ports (a mix of L2 and DC).                |
| <b>Grand Rapids, Michigan</b>                                             | L2 fleet and community charging. Provided 36 ports in garages all over the city of Grand Rapids.                                             |
| <b>Grand Rapids Community College</b>                                     | L2 charging. 8 ports.                                                                                                                        |
| <b>City of Pittsburgh, Pennsylvania</b>                                   | Fleet and public charging. 79 total ports (a mix of L2 and DC).                                                                              |
| <b>Alameda County, California</b>                                         | Public, fleet, and workplace charging. Started with 40 stations and expanded to 126 stations. Plans to expand to 160 over a dozen locations. |
| <b>County of Marin, California</b>                                        | Public and fleet charging. 31 mixed use charging stations for public and workplace. 10 fleet charging stations.                              |



**Provide a project timeline addressing each section within the scope of work and written plan detailing the anticipated timeline for completion of the tasks set forth in the Scope of Work (p. 10).**

### **SCOPE OF WORK**

**The Contractor shall perform the following services in accordance with the requirements as defined and noted herein:**

**1. The Contractor shall design, build, operate and maintain twenty (20) EVCS, including the furnishing and installation of hardware with accompanying software implementation for facilitation and management of EVCS, primarily for public use in the City of Birmingham at two locations; Ten (10) EVCS in municipal parking Lot 7, and ten (10) EVCS in the Chester St. Garage.**

The EV Charging as a Service proposal from OBE Power to City of Birmingham will cover the costs of electrical make-ready, capital equipment, installation of new chargers, network services, energy, operations, maintenance, warranty and insurance for 20 new EV charging points to be deployed at the following two City owned or operated locations:

| <b>Parking Lot or Garage</b>   | <b>Address</b>                          | <b>Total Charging Points</b> |
|--------------------------------|-----------------------------------------|------------------------------|
| <b>Municipal Parking Lot 7</b> | 399 S Bates Street, Birmingham MI 48009 | <b>10</b>                    |
| <b>Chester St. Garage</b>      | 180 Chester St, Birmingham, MI 48009    | <b>10</b>                    |
| <b>Total Charging Points</b>   |                                         | <b>20</b>                    |

Building out EV infrastructure in an already built environment means overcoming significant retrofit challenges: finding available power provided by the City, finding available paths to get that power to parking spaces and navigating permitting where building departments are often unfamiliar with this new technology. It also means advising the City on the development of simple, effective policies that ensure EV charging spaces are respected and not blocked by cars that are not charging.

The initial milestone is property assessment, which has been performed already by our local certified and licensed electrical contractor Auito Electric, in coordination with onsite management to understand the specific needs and limitations for each of the two locations, so we can recommend the best EV charging hardware and develop electrical make ready plans for each site.

NEXT is internal review/acceptance of infrastructure work plan then creating engineering drawings to file with permit applications. Once applications are submitted to the City's



Building Department, the next critical milestone is permit approval, in compliance with City and state standards, city building codes and public works standards.

Once permits are approved, typical projects are started & completed within 5-6 weeks culminating with EV charging station programming/activation, staff training and then opening the EV charger to the public. At this point, we will advise and collaborate with the specific location team and with City leadership on both internal and external PR and marketing. This will be a proud moment for the City and we want everyone in community, including City employees and fleet managers to know they can charge their EVs at these two locations.

Based on information from RFP attachments, OBE Power assumes the City will provide access to electric power within a moderate distance from the preselected locations. The final specific location of the EV charging stations will be based on final site surveys per site.

The typical projected timeline per new location in 12-14 weeks. The wildcard variable is usually the permit processing and coordination with City standards and City building code standards, which in this case we assume to be 2-4 weeks per site. Site's general project schedule can be detailed as follows:

|                                      | W1 | W2 | W3 | W4 | W5 | W6 | W7 | W8 | W9 | W10 | W11 | W12 | W13 | W14 |
|--------------------------------------|----|----|----|----|----|----|----|----|----|-----|-----|-----|-----|-----|
| Engineering                          |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| Permit processing                    |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| Procurement Electrical Supplies      |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| Procurement EV Charging Stations     |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| Electrical Project                   |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| EV Charging Station Installation     |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| Striping & Signage                   |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| Final permit Inspection and Approval |    |    |    |    |    |    |    |    |    |     |     |     |     |     |
| Charging Station Activation & Setup  |    |    |    |    |    |    |    |    |    |     |     |     |     |     |

Based on similar projects that involve multiple locations, OBE Power projects to kick-off the two locations simultaneously and install as soon as permits are approved to proceed with installations.

For the Term of the Agreement, EV charging stations will be covered with warranty that covers Parts and Labor. The proposed smart, universal charging stations are continuously and proactively monitored via cloud-based network.

OBE Power understands the importance of properly maintaining and repairing (or replacing when necessary) all EV charging stations across the entire network: when a charging station is not available, we don't generate any revenue and EV drivers and host properties get a negative experience. That's why OBE Power is including ChargePoint's

Assure program for parts and labor, at no cost to the City, so we can properly monitor, troubleshoot, and dispatch technicians as needed to ensure a 98% or better uptime per station.

OBE Power is also adding inland marine property insurance coverage to all charging stations, to get additional asset coverage in cases of vandalism, fire, earthquakes and other acts of God.

OBE Power completes every single EV charging project with the proper striping and signage for EV charging only. This final touch is essential not only to elevate the customer experience but also to prevent ICEing, that is when regular internal combustion vehicles park at spaces designated from EV charging and limit the right of those who drive electric to charge their vehicles of needed. A picture of the typical sign placed in front of designated parking spaces is shown in the left.



## **2. All electric vehicle (EVCS) charger installations must have the ability to provide and receive an API interface with the City of Birmingham's enforcement systems allowing for enforcement integration and two-way commencement of charging, meaning the ability to indicate charging from a charging station or parking meter.**

OBE Power proposes to provide, install and operate, at no cost to the City, ChargePoint CP6000 EV charging stations at the designated locations. With a power output up to 16.6 kWh, the recommend CP6000 EV charging station has been designed to be aesthetically pleasing with clean, modern lines, user-friendly and interactive displays, LED status lighting, and ergonomically designed cable management. The cable management system keeps the cables off the ground at all time. ChargePoint's AC chargers are designed with some of the smallest footprints in the EV charging industry to maximize valuable customer's parking at City's parking lot and facilities.

The CP6000 is designed based on a more modular architecture which allows for a greater number of sub-components to be monitored and then easily replaced in the field. Since technicians are identifying issues with and only replacing a specific sub-component, this reduces the cost to support the product on an ongoing basis. Furthermore, ChargePoint has incorporated lessons learned from our many years of experience into the design of the CP6000 and utilized our Advanced Test Facility to further increase reliability of the product.





ChargePoint leads the industry in innovation and new product development. The recommended CP6000 charging stations are designed with intelligent networking capability and automated over-the-air station software upgrades to support new features and enhancements to ensure your investment is future-proofed. As new software features are developed and introduced for general availability, station software upgrades are automatically downloaded over-the-air to our installed base of commercial charging stations. The ChargePoint cloud-based services are also updated on an ongoing basis via sprint releases to support new features and integrated solutions. These ongoing innovations and software upgrades are included with the network services provided by OBE Power **at no extra cost to the City.**

There recommended CP6000 charging stations from ChargePoint come standard with interactive screen and charging ports that are no higher than 48" from the ground, in order to meet with ADA requirements for EV charger accessibility. For additional specs, please refer to the ChargePoint CP6000 Commercial Data Sheet brochure.

The ergonomically designed connector loading dock and integrated cable management system provide ongoing safe user interaction and continued protection of the cables. Built in a highly modular fashion, the CP6000 is able to be equipped with either J17772 or NACS cables and can be retrofitted at any time.

In the table below, we provide additional details on the features, capabilities, and associated benefits that make the CP6000 our choice for this deployment.

| Feature                                                 | Capabilities                                                                                                                                                                                                                           | Benefits                                                                                                                                                                                                                                                                                             |
|---------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Fully modular design for serviceability and flexibility | <ul style="list-style-type: none"><li>• If a component fails, it can be serviced or replaced individually in less than 20 minutes</li><li>• No special tools or training</li><li>• 50A to 80A upgrades are simple to perform</li></ul> | <ul style="list-style-type: none"><li>• Extended lifespan compared to other products</li><li>• Save money on repairs</li><li>• Increase uptime with faster repairs</li><li>• Future proof against future market/user/regulation requirements</li></ul>                                               |
| Larger, more advanced screen with gesture control       | <ul style="list-style-type: none"><li>• Make charging status and instructions clearer to drivers</li><li>• Run informational videos</li><li>• Operate the station without touching it</li></ul>                                        | <ul style="list-style-type: none"><li>• Make charging easier for your drivers with clearer information and providing instructions</li><li>• Customers can keep gloves on in cold weather</li><li>• Prevent spread of germs</li><li>• Reduce wear and tear</li><li>• Option for advertising</li></ul> |

| Feature                                   | Capabilities                                                                                                                                                                                                                                      | Benefits                                                                                                                                                                                                                                                                                             |
|-------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Real-time status LED indicators           | <ul style="list-style-type: none"> <li>• Drivers know if a station is in use/ready/down/queued without having to drive up to it</li> <li>• Monitor charging at a distance</li> </ul>                                                              | <ul style="list-style-type: none"> <li>• Better and more intuitive customer experience</li> </ul>                                                                                                                                                                                                    |
| Smart Components / Granular level sensors | <ul style="list-style-type: none"> <li>• The cables and other main components in the stations have sensors and can communicate fault codes</li> </ul>                                                                                             | <ul style="list-style-type: none"> <li>• Ensure station uptime with proactive monitoring and continuous station diagnostics</li> <li>• When repairs are needed, they can be performed efficiently by technicians that know what went wrong beforehand and carry the exact parts to fix it</li> </ul> |
| Hardware V2G/15118 ready                  | <ul style="list-style-type: none"> <li>• The station supports emerging vehicle-to-charger communication standards</li> <li>• Potential use cases include plug &amp; charge authentication, state-of-charge data, and grid optimization</li> </ul> | <ul style="list-style-type: none"> <li>• Meet the requirements of grant programs and funding opportunities</li> <li>• Comply with all regulatory requirements effective today and be prepared for the future</li> </ul>                                                                              |
| Compact, rugged, aluminum body            | <ul style="list-style-type: none"> <li>• Weatherproof and resistant to corrosion</li> <li>• Resistant to vandalism</li> </ul>                                                                                                                     | <ul style="list-style-type: none"> <li>• Increases product longevity and visual appeal</li> </ul>                                                                                                                                                                                                    |

OBE Power has developed an open architecture technology platform that allows for the seamless integration of multiple hardware configurations from both Open Charge Point Interface (OCPI) and Open Charging Point Protocols (OCPP), from the most trusted brands in the EV market, including of course ChargePoint.

Another advantage of the open architecture technology platform is that it allows for the integration with other e-Mobility platforms, such as scooter and e-bikes charging solutions, as well as EV sharing services.

The City of Birmingham will be provided a customized, real-time host portal that clearly organizes all EV charging related data on easy-to-read graphs that include the following information:



- Charging Points, organized by location
- Charging Station Status: (available, charging, watch list, needs service)
- Number of Charging Sessions
- Energy Utilization
- Financials:
  - Energy Reimbursement
  - Carbon Credit Income
  - Branding & Advertising Revenue Share
- Environmental Impact:
  - GHG savings
  - Gallons of fuel displaced
  - Gas Free Miles
  - Trees Planted.



In addition, this Host Reporting Portal will allow the City to generate and export additional reports for more detailed usage data, including of course carbon Credit Income, Energy Reimbursements and Branding & Advertising Revenue Share. This information is presented for the entire portfolio first and later organized by site.

**3. The Contractor shall be responsible for all costs associated with the deployment of EV charging station infrastructure, shall collect revenue for providing EV charging services to vehicle owners, and shall share a percentage of that revenue with the City under this model every 60 days. Respondents will be required to provide details on their proposed EV charging station solutions, their proposed cost to customers (in \$/kWh), and the proposed revenue sharing percentage with the City of Birmingham (e.g. xx%).**

The EV Charging as a Service proposal from OBE Power to City of Birmingham will cover the costs of electrical make-ready, capital equipment, installation of new chargers, network services, energy, operations, maintenance, warranty and insurance for 20 new EV charging points to be deployed at the two City owned or operated locations mentioned above.

*EV Charging rates to Customers:*

OBE Power will implement both a very competitive EV charging rate for regular users, currently 25% cheaper than gas, and a **Preferred EV Fleet charging account** for the City, with additional 20% discounts and benefits. For qualifying projects, OBE Power will work with the City to apply for grant funds from the federal government and other utility-derived incentives available that could reduce installation costs and result in lower charging fees for the EV drivers and the City's fleet of electric vehicles.



For reference, our current billing policy is

\$0.36/kWh while charging

+ 30 min of grace period after vehicle fully charged (free)

+ \$2.99/hr idle time after the grace period (maximizes availability of chargers)

When expressed as average cost per mile, we can show below how our charging rates compares with regular fueling costs (gasoline) and other EV charging networks:

| EV Charging Network | Average Cost of kWh | Equivalent cost per mile |
|---------------------|---------------------|--------------------------|
| OBE Power           | \$0.36/kWh          | <b>\$0.10/mile</b>       |
| Tesla               | \$0.40/kWh          | \$0.12/mile              |
| EVgo                | \$0.44/kWh          | \$0.13/mile              |
| Electrify America   | \$0.46/kWh          | \$0.14/mile              |
| Blink               | \$0.49/kWh          | \$0.15/mile              |
| Gasoline            | \$3.642/gal         | \$0.15/mile              |

Preferred Fleet Account to the City:

Based on the progressive conversion of the City's fleet vehicles to emission-free electric cars/trucks, OBE Power proposes to implement the **Preferred Fleet Account**, with 20% discount rates over its commercial charging rates.

For reference, the current Preferred Fleet Account for the cities is:

\$0.29/kWh while charging -> **EQUIVALENT TO \$0.08 PER MILE**

+ 60 min of grace period after vehicle is fully charged (free)

+ \$1.99/hr idle time after the grace period (maximizes availability of chargers)

When expressed as average cost per mile, this Preferred EV Fleet account is only \$0.08 per mile, representing 47% savings in fuel costs over the gasoline, as shown below:

| EV Charging Network                | Average Cost of kWh | Equivalent cost per mile |
|------------------------------------|---------------------|--------------------------|
| OBE Power commercial charging rate | \$0.35/kWh          | \$0.10/mile              |
| OBE Power Preferred Fleet Account  | \$0.28/kWh          | <b>\$0.08/mile</b>       |
| Gasoline                           | \$3.642/gal         | \$0.15/mile              |

Full Reimbursements of Energy Costs:

On a quarterly basis, OBE Power will reimburse the City for the direct cost of electricity associated to the EV charging activity based on (i) the electrical consumption data obtained from the EV Charging Portal reports, multiplied by (ii) the City's property's electrical rate for such period. In order to obtain this rate per location, a designated representative from the City should upload the electric bills to the City's EV Charging Portal.



Please note the selected smart EV charging stations have digital meters built-in that can accurately report energy consumption in real time which precludes the need to install separate meters.

*Carbon Credit Income for the City of Birmingham:*

OBE Power agrees to pay the City the amount of fifteen dollars for every metric ton of GHG saved from the environment (\$15/mt GHG) as a direct result of the operation of the EV charging stations at the selected locations. GHG savings to be obtained from the EV Charging Portal Reports. Carbon Credit Income payments from OBE Power to the City shall be processed quarterly.

*20% Branding and Advertising Revenue Share for the City:*

OBE Power shall have the right and discretion to sell or commercialize branding and video advertising to be displayed on the charging station(s) and related signage provided to the City by OBE Power.

The branding & advertising revenue-share with the City is 20% for the entire Term and any renewal term.

Branding and advertising content excludes alcohol & tobacco products, adult content, massage parlors, pawn shops, tattoo parlors, check cashing stores, political ads and any other material that is discriminatory, libelous, lascivious, or obscene.

**Some additional considerations of this proposal from OBE Power:**

*Location-based exclusivity:*

The City shall prohibit any EV charging services at the selected locations that could directly or indirectly compete with the EV Charging Services provided to the City by OBE Power, to the extent permitted by applicable laws and regulations.

*Spaces designated for EV Charging Only:*

Please note that in most Cities, it is unlawful for a person to stop, stand, or park a vehicle that is not capable of using an electrical recharging station within any parking space specifically designated for charging an electric vehicle. OBE Power expects the City to enforce EV Charging only restrictions to designated spaces.

*Data Driven Organic Growth:*

OBE Power acknowledges and agrees that the number of dual port EV charging stations and/or their power output may be increased during the Term of the Agreement in order to satisfy City's growing EV charging needs. OBE Power will gradually increase either the



number of EV charging points or their power output, through mutual written agreement between the parties, provided that i) the average utilization of the existing EV charging points exceeds 20% over three consecutive months and ii) there is enough power capacity in place to support the increase in either the number of charging points or their power output. If both conditions are met, OBE Power will either add new EV charging points or increase their power output at no cost to the City.

*Buyout option and Transfer of ownership:*

OBE Power EV CaaS proposal to the City establishes an **Early Termination Fee Schedule** for the City with the option to terminate the Agreement for no cause and to purchase, own and operate the EV Charging Assets during the Term of the Agreement.

This Early Termination Fee Schedule is calculated using the total investment in the deployment of the City's EV Charging solution (hardware, software, warranty, design & engineering, project costs, shipping and commissioning), the cost of capital, depreciation schedule and projected utilization of the EV chargers.



**The Contractor will be responsible for any changes necessary for the plans to be approved by the City of Birmingham.**

Based on the site survey visits by our electrical subcontractor Auito Electric on Wednesday November 22<sup>nd</sup>, which was coordinated with Mr Aaron Ford, we understand the City is doing the power upgrades with its own contractors prior to starting the project. It is understood that the City is planning a renovation project at the garage and the City is redoing the panels and power in the electrical room, leaving provisions for EV charging stations.

With the exclusion to the power upgrades and electrical panels required to bring power to the EV charging stations for each of the designated garages, OBE Power has read, understands and will comply with this requirement.

**The Contractor will be responsible for the disposal of all material and any damages which occur as a result of any of employees or subcontractors of the Contractor during this project.**

OBE Power has read, understands and will comply with this requirement.

**The contractor will be responsible for obtaining all applicable permits at no cost to the contractor.**

OBE Power has read, understands and will comply with these three requirements from the City of Birmingham.



## **Provide a description of the firm, including resumes and professional qualifications of the principals involved in administering the project.**

OBE Power management team will offer strategy, project management, contractor supervision & oversight, final station activation & programming, training of City of Birmingham's staff and onsite property management, parking operators and security. We will stay involved at all levels necessary once the EVSE amenities are operational and all the way through the end of the contract Term and any extensions. The company will work with City's staff and property management in the training and support of the online reporting portal and will remain involved in the design, updates and operation of the custom reporting online portal.

For effective coordination, project management and execution, OBE Power has assembled a team that combines the talent and experience from OBE Power with the expertise and skills from ChargePoint and Auito Electric.

Key team members of the Management Team assigned to this project and partnership are:

- Alejandro Burgana, Managing Director, OBE Power
- Luis Paul, Managing Director, OBE Power
- Rogelio Achon, CTO, OBE Power
- Isamar Blumberg, Project Manager, OBE Power
- Jocelyn Johnson, Regional Sales Manager, OBE Power
- Josh Wheeler, Sales Manager, OBE Power
- Mike Gibaldi, Project Manager, OBE Power
- Chris Anastasi, Sales Manager, OBE Power
- Brian Levin, Midwest Regional Director, ChargePoint
- Brendan O'Donnell, Public Sector Sales Director, ChargePoint
- Christian DiCenso, Solutions Engineer, ChargePoint
- Ryan Auito, Master Electrician, Auito Electric

Please find below the bios of all key team members :



**Alejandro Burgana, Co-Founder:** Alejandro is a seasoned entrepreneur and avid promoter of e-mobility solutions. He is the Founder of Brickell Energy and Cofounder and Managing Director of OBE Power. In 2014, he developed the aFLoad program to accelerate the adoption of public-charging stations and to promote EV driving as the most effective way to reduce transportation-related CO2 emissions. This program is known today as Electric Vehicle Charging as a Service (EV CaaS) and remains as one of the most widely implemented solutions across convenient urban locations where people live, work, play and learn. Current customers include municipalities, fleet operators, workplaces, condominiums, rental communities, hospitals, universities and sport arenas across Florida, Georgia and Texas. To date, OBE Power's owned and operated EV charging network has provided 120,000+ charging sessions, generating over 1,500 metric tons of

savings in greenhouse gases to its customer base. Alejandro holds a Mechanical Engineering Degree from Universidad Metropolitana and a MBA from NYU Stern School of Business.



**Luis E. Paul, Co-Founder:** As Managing Director of OBE Power and Partner and CEO of OTEPI Group, Luis has deep expertise in energy and financial management. Luis' family founded OTEPI in 1967, through which he has amassed extensive experience in developing and executing multiple energy and industrial projects in Latin America, the U.S., and Europe. Luis served as CFO and helped the company generate \$150M in annual revenue. He is also directly involved with OTEPI Renewables, the subsidiary devoted to renewable energy initiatives. Luis holds as a B.A./B.S. from Universidad Metropolitana de Caracas and an MBA from Stern School of Business NYU.



**Rogelio Achon, CTO:** Rogelio is an engineer and technology expert with 20+ years of Fortune 10 experience and Big 4 Consulting executing digital solutions to spur business growth and transformation for high-performing organizations. An avid EV driver, technology early-adopter and clean energy supporter, Rogelio joined OBE Power in 2020, attracted by the company's ambitious vision and the opportunity to build out its technology ecosystem. A skilled multi-lingual manager who thrives in cross-functional and diverse environments where technical backgrounds are seamlessly integrated with innovative market-oriented strategies, he feels right at home in the eMobility and clean energy space. Rogelio joined Apple Inc. in 2011 to build and lead its Information Systems & Technology function in Latin America, the Caribbean and the southeastern United States where he stayed 10 years. Rogelio holds an Electrical Engineering degree from Texas A&M University and an MBA from the University of Florida.



**Isamar Blumberg, Project Manager:** Isamar is a multilingual project engineer with 15 years of experience leading engineering projects from concept to completion. She is skilled in project management, design, and implementation with experience in various industries including Nuclear and Fossil Power plants and the IT Consulting industry. Also, her background lies in overseeing all aspects of operations for a variety of projects while maintaining compliance with established regulations and client requirements, while consistently remaining on time and at or under the project budget. Isamar holds an B.S. Degree in Electrical Engineering Technology and Masters Degree in Engineering Management from the New Jersey Institute of Technology.

# OBE POWER



**Jocelyn Johnson, Regional Sales Manager:** Jocelyn is a strategic and critical thinking solution-seeker with over 10 years of experience as a leader in Business Development, Sales, and Relationship Management. She holds an MBA and has obtained extensive knowledge in business, in-depth sales strategies, and exceptional presentation skills through studies at Hampton University, Emory University and other prestigious education programs. Jocelyn's prior experience in negotiation and sales as a Sr. Director of Business Development in the EV Charging sector adds value to the OBE Power sales team.



**Josh Wheeler, Sales:** Josh is a dynamic leader and political science graduate from Benedictine College, combining his passion for public service with a strong background in marketing. With a track record of sales success, he has previously served as the Director of Growth at Brandon Industries, Inc., where he demonstrated his expertise in sales strategy and identifying new opportunities. As the Co-Founder & CEO of the Wheeler Family Foundation, he transformed mindsets and futures through financial literacy initiatives. Now leading sales in Texas for the new EV power company, Josh brings his proven sales acumen to drive growth and promote sustainable energy solutions in the region.



**Mike Gibaldi, Project Manager:** As a Business Partner of both OBE Power and ChargePoint, the national market leader for electric vehicle (EV) charging technology, Mike provides charging solutions for multi-family, commercial, hospitality, workplace, retail & municipal properties to attract and serve the rapidly growing number of EVs. This will accelerate as charging infrastructure grows and result in more car owners switching from CO2-emitting cars to emission-free EVs as they will have increasing options to charge where they live, work & play. Maybe it's time to ditch your fossil fuel burner, go electric, save a LOT of money on fuel & repairs and stop spewing greenhouse gases.



**Chris Anastasi, Sales Manager:** Over 25 years of experience in energy management and efficiency solutions. As a Regional Manager, Chris has managed and sold high efficiency boiler and water heater systems for 15 years. In addition, Chris has over 10 years experience as a Sales Manager in LED lighting providing full turnkey solutions. As a Territory Manager for EV chargers for 2 years, Chris managed 12 states for resellers, distributors and sales, providing viable solutions for customers.



**Brian Levin, Midwest Regional Director, ChargePoint:** Brian Levin is the Midwest Director for ChargePoint, the largest electric vehicle (EV) charging network in the world, with charging solutions in every category where EV drivers charge — at home, work, around town, and on the road. Brian has been at ChargePoint for over 10 years. He has been in the industry for 14 years and has worked with many Fortune 500 companies, cities, and universities to get EV charging installed. Brian also has a commercial



real estate background. For more information, see LinkedIn profile:

<https://www.linkedin.com/in/brian-levin-74241a5/>



**Brendan O'Ddonell**, Public Sector Sales Manager, ChargePoint: Brendan handles EV infrastructure for the Southern California, Public Sector and Municipalities in the Southwest region for ChargePoint. Brendan has over 23 years in technology, sales, and leadership experience where he brings a wealth of knowledge, business development, and relationship management to identify, qualify, and develop EV solutions to the Utility Market. Brendan holds an MBA at the Anderson School at UCLA. For

more information, please see LinkedIn profile: <https://www.linkedin.com/in/brendan-o-donnell-9b219a9/>



**Christian DiCenso**, Solutions Engineer, ChargePoint: Christian is a mechanical engineer with 7 years of experience in engineering, project management, technical consulting, and maintenance in the transportation sector. He has provided technical support and engineering analysis on federally-funded battery-electric and hydrogen fuel cell transit projects, where he focused on fleet transition studies, emission

reduction assessments, and route modeling analyses. Christian joined ChargePoint's Solutions Engineering team in 2022, where he supports charging system modeling and design for transit fleet projects. Please see LinkedIn profile here for additional information - <https://www.linkedin.com/in/christian-dicenso/>



**Ryan Auito**, Master Electrician, Auito Electric: Ryan is the Director of Auito Electric, which has been in business for approximately 20 years. The company has a wide range of experience from small residential repair work to large commercial and industrial installations. It has been a contractor for many of the large organizations in the City of Detroit and still are to this day. This list includes Bedrock Detroit Building and Parking facilities, Olympia Entertainment Parking Facilities (Detroit Red

Wings and Detroit Tigers), Ford Field Building and Parking facilities (Detroit Lions), the Maroon Family who owns a multitude of trucking companies around the country, The Ambassador Bridge and a newly formed concrete company, Hercules Materials Holdings LLC. Auito Electric is the service contractor for many of the local parking management companies as well including Park Rite, LAZ, and Metropolis. Auito Electric has also done work in 4 or 5 different parking garages within the City of Birmingham.



**Provide a list of sub-contractors and their qualifications, if applicable.**

For execution, OBE Power is engaging the trusted local services of Auito Electric, based on their extensive and demonstrated experience installing ChargePoint EV charging stations and working with the City of Birmingham. In full alignment with OBE Power, their mission is also to simplify the energy transition - the shift away from fossil fuels to a more sustainable, resilient, electric-powered future. This local, properly insured and licensed electrical contractor adheres to a strict code of conduct to ensure all projects are completed safely and to code.

Auito Electric has been in business for approximately 20 years. The company has a wide range of experience from small residential repair work to large commercial and industrial installations. It has been a contractor for many of the large organizations in the City of Detroit and still are to this day. This list includes Bedrock Detroit Building and Parking facilities, Olympia Entertainment Parking Facilities (Detroit Red Wings and Detroit Tigers), Ford Field Building and Parking facilities (Detroit Lions), the Maroon Family who owns a multitude of trucking companies around the country, The Ambassador Bridge and a newly formed concrete company, Hercules Materials Holdings LLC. Auito Electric is the service contractor for many of the local parking management companies as well including Park Rite, LAZ, and Metropolis.

In 2016, Bedrock Detroit chose to install Chargepoint within their facilities. Because Auito Electric was their preferred contractor, they were asked to attend some training at ChargePoint in San Jose. They took 3 employees to be trained in sales and service. The company now has several more employees who have attended ChargePoint University online and are certified in service and installation of their stations. As an OEM partner, Auito Electric receives work orders for repairs all throughout the state of Michigan.

Over the last decade, Auito Electric has installed LED upgrades throughout most of the parking facilities within the City of Detroit and some surrounding communities. The company has also installed new parking equipment, overhead doors (electrical only), and many EV charging stations. It has most recently quoted a large local community college to install just over 100 stations and a local county in the area to upgrade their entire county with an unknown quantity of stations. Last year alone, Auito Electric installed 43 new ChargePoint dual port stations at 15 different locations for Bedrock Detroit, with another 150 or so to be installed within the next couple of years. Some of these installations were mere station installations because the site was made ready. However, many of these sites included service upgrades, new panelboards and transformers, some underground excavation and concrete work, and thousands of feet of new conduit and wire. There have also been many other smaller installations throughout the state. The company has all the resources to perform this work, so it is safe to say they are a "One Stop Shop". If we can't do it, I have someone who can.

Auito Electric has also done work in 4 or 5 different parking garages within the City of Birmingham. The company has worked very well with Aaron Ford in his current capacity





and when he was with his previous parking company. The company just recently installed a new approach into a parking garage with new concrete, lighting, and parking equipment. It has also taken the Electrical Contractors exam in other states. This was done to support its current customer base. The company can pull permits and work outside of Michigan if needed for service work or installations. As of now, It is registered in a small area of Illinois outside of Chicago and several cities within Indiana.

Auito Electric takes great pride in what they do. They don't cut corners and they don't take the easy way out. They will walk away from a job rather than do it incorrectly to save a dollar or at someone's request. Their business has continued to grow and get referred because of these reasons and the way they do business.



**Provide three (3) client references from past projects, include current phone numbers. At least two (2) of the client references should be for projects utilizing the same technology included in the Contractor's bid.**

The following five references are for similar projects with both public and private partnerships:

**1) Miami Parking Authority (City of Miami)**

Anna Parekh, Procurement Administrator  
40 NW 3rd St, Suite 1113, Miami, FL 33128

[aparekh@miamiparking.com](mailto:aparekh@miamiparking.com)

(305) 373-6789 ext 297

Contract amount: \$0 cost to MPA; \$340,000 investment by OBE Power

Service dates: Feb 2018 – open ended (new 5-year terms added as locations added)

Renewal/extensions: 7 locations have been subsequently added to original contract

Scope of work: Design, consulting, permitted electrical make-ready work to bring power to designated EV charging parking spaces, installation, activation, management, network administration, maintenance, software, electronic payment management for public access to smart, universal, Level 2 EV charging stations – 38 ports across 12 properties in Miami, as shown below:

| #            | Miami Parking Authority        | Charging Points | Activation |
|--------------|--------------------------------|-----------------|------------|
| 1            | Miami-Dade Courthouse          | 4               | 5/21/19    |
| 2            | Miami-Dade College             | 2               | 8/14/20    |
| 3            | MPA Knight Center              | 2               | 10/4/20    |
| 4            | Marlins Park 3rd Base Garage   | 4               | 10/19/20   |
| 5            | Marlins Park Home Plate Garage | 2               | 11/9/20    |
| 6            | Marlins Park 1st Base Garage   | 2               | 12/22/20   |
| 7            | MPA Jackson Memorial Hospital  | 4               | 7/16/21    |
| 8            | MPA Jackson West               | 4               | 2/24/23    |
| 10           | MPA Regatta Harbour Garage     | 4               | 4/19/23    |
| 9            | MPA Jackson Galiano ER         | 2               | 8/31/23    |
| 11           | MPA Jackson Yellow Garage      | 4               | 10/5/23    |
| 12           | MPA Jackson Blue Garage        | 4               | 10/10/23   |
| <b>TOTAL</b> |                                | <b>38</b>       |            |



## 2) Miami-Dade County

Doris McPherson, Revenue Development Coordinator  
Miami-Dade County office of Management and Budget (OMB)  
111 NW First Street, 22<sup>nd</sup> Floor, Miami, FL 33128  
[Doris.McPherson@miamidade.gov](mailto:Doris.McPherson@miamidade.gov)  
Mobile (786) 514-4396  
Office (305) 375-5143

Contract amount: \$0 cost to Miami-Dade; \$210,000 investment by OBE Power

Service date: Jan 2021 - 2036 (new 15 year terms added as locations added)

Scope of work: Design, consulting, permitted electrical make-ready work to bring power to designated EV charging parking spaces, installation, activation, management, network administration, maintenance, software, electronic payment management for public access to smart, universal, Level 2 EV charging stations – 14 ports across 4 properties in downtown center of County, as shown below:

| #     | Miami-Dade County               | Charging Points | Activation |
|-------|---------------------------------|-----------------|------------|
| 1     | Miami-Dade West Lot Garage      | 4               | 11/29/21   |
| 2     | Hickman Garage                  | 4               | 12/13/21   |
| 3     | Cultural Center Garage          | 2               | 3/4/22     |
| 4     | Overtown Transit Village Garage | 4               | 8/2/22     |
| TOTAL |                                 | 14              |            |

Press releases and media references:

The Miami Herald:

<https://www.miamiherald.com/news/local/environment/article254623897.html>

WSVN Channel 7:

<https://wsvn.com/news/local/miami-dade-unveils-public-electric-car-charging-program/>

CBS 4 News:

<https://miami.cbslocal.com/2021/09/30/own-an-electric-vehicle-miami-dade-county-launches-public-ev-charging-program/>

Biscayne Bay Tribune: (reposted in Aventura News and South Miami News)

<https://communitynewspapers.com/biscayne-bay/mayor-levine-cava-flips-the-switch-on-countys-public-ev-charging-program-by-partnering-with-obe-power/>

El Nuevo Herald:



<https://www.elnuevoherald.com/noticias/sur-de-la-florida/article254617077.html>

### 3) City of Fort Worth, Texas

Peter Elliott, Parking Manager,  
Transportation and Public Works Department  
200 Texas Street, Fort Worth, TX 76102  
[peter.elliott@fortworthtexas.gov](mailto:peter.elliott@fortworthtexas.gov)  
(817) 392-7977

Contract amount: \$0 cost to the City; \$520,000 investment by OBE Power  
Service Agreement has been fully revised and is currently in execution round. Expected to be fully executed by September 30th 2023.

Service dates: Q1 2023 – 2030 (7-year term with annual renewals)

Scope of work: Design, consulting, permitted electrical make-ready work to bring power to designated EV charging parking spaces, installation, activation, management, network administration, maintenance, software, electronic payment management for public access to smart, universal, Level 2 EV charging stations – 18 EV charging ports across 7 on-street and off-street City's owned or operated locations in Fort Worth. We are currently negotiating an amended to the contract to add six additional locations to the Service Agreement, for a total of 34 EV charging points to be installed at 13 city-owned or operated locations, as shown below:

| #  | City of Fort Worth, TX                   | Charging Points | Activation |
|----|------------------------------------------|-----------------|------------|
| 1  | Fort Worth - Botanic Gardens             | 2               | 9/16/23    |
| 2  | Fort Worth - City Hall                   | 4               | 12/15/23   |
| 3  | Fort Worth - Crockett & Foch             | 2               | 10/30/23   |
| 4  | Fort Worth - 2nd & Jones                 | 2               | 11/15/23   |
| 5  | Fort Worth - 8th & W Terrell             | 2               | 11/15/23   |
| 6  | Fort Worth - Houston Garage              | 4               | 12/30/23   |
| 7  | Fort Worth - Will Rogers Memorial Center | 4               | 1/30/24    |
| 8  | Fort Worth - Northside Community Center  | 2               | Addition   |
| 9  | Fort Worth - Southside Community Center  | 2               | Addition   |
| 10 | Fort Worth - Houston & Lancaster         | 2               | Addition   |
| 11 | Fort Worth - 7th & Throckmorton          | 2               | Addition   |
| 12 | Fort Worth - East Regional Library       | 2               | Addition   |
| 13 | Fort Worth - Riverside City Hall         | 4               | Addition   |

|              |           |
|--------------|-----------|
| <b>TOTAL</b> | <b>34</b> |
|--------------|-----------|

**4) Nova Southeastern University**

Felix Leon, Project Manager, Office of Facilities Management

3301 College Ave., Ft. Lauderdale, FL 33314

[fleon@nova.edu](mailto:fleon@nova.edu)

(954) 262-8821

Contract amount: \$0 cost to NSU; \$170,000 investment by OBE Power

Service dates: Feb 2018 – open ended (new 8-year terms added as locations added)

Renewal/extensions: Three locations added to original contract to date. Two additional locations under consideration.

Scope of work: Installation, activation, management, network administration, maintenance, software, electronic payment management for public access smart, universal Level 2 EV charging stations – 14 ports in 5 garages spread across two campuses.

We can also provide additional references from our technology partner ChargePoint, which confirms why it is the largest EV charging solution provider in North America and is proud to be the vendor of choice for over 5,000 of customers including hundreds of municipalities. Below are a few client references within the state of Michigan.

| <b>City of Plymouth</b>    |                                             |
|----------------------------|---------------------------------------------|
| <b>Contact Name</b>        | Amy Hanson, Fleet and Facilities Manager    |
| <b>Phone Number</b>        | 763-509-5526                                |
| <b>Project Description</b> | 29 DC Fast Chargers and 44 Level 2 Chargers |

| <b>City of Ann Arbor</b>   |                |
|----------------------------|----------------|
| <b>Contact Name</b>        | Simi Barr      |
| <b>Phone Number</b>        | 734-794-6110   |
| <b>Project Description</b> | 100 Plus Ports |



**Bedrock Detroit**

|                            |                |
|----------------------------|----------------|
| <b>Contact Name</b>        | Joe Kolpacke   |
| <b>Phone Number</b>        | 313-373-8700   |
| <b>Project Description</b> | 175 Plus Ports |

**University of Michigan**

|                            |                                                                                              |
|----------------------------|----------------------------------------------------------------------------------------------|
| <b>Contact Name</b>        | Scott Babut - General Manager, Logistics and Fleet                                           |
| <b>Phone Number</b>        | 734-615-9875                                                                                 |
| <b>Project Description</b> | ChargePoint provided over forty (40) CT4000 hardware, software, and Assure Warranty Program. |

**Michigan State University**

|                            |                                                                                                                        |
|----------------------------|------------------------------------------------------------------------------------------------------------------------|
| <b>Contact Name</b>        | Chip Amoe - Director of Sustainability                                                                                 |
| <b>Phone Number</b>        | 517-355-5014                                                                                                           |
| <b>Project Description</b> | ChargePoint provided over four (4) CPE250 and twenty-three (23) CPF50 hardware, software, and Assure Warranty Program. |

**Western Michigan**

|                            |                                                                                            |
|----------------------------|--------------------------------------------------------------------------------------------|
| <b>Contact Name</b>        | Jeff Spoelstra - Director, Office for Sustainability                                       |
| <b>Phone Number</b>        | (269) 387-0944                                                                             |
| <b>Project Description</b> | ChargePoint provided over ten (10) CT4000 hardware, software, and Assure Warranty Program. |

# FREE PARKING REPORT

## January 2024

| GARAGE        | TOTAL CARS    | FREE CARS     | CASH REVENUE        | % FREE |
|---------------|---------------|---------------|---------------------|--------|
| CHESTER       | 4,267         | 1,945         | \$14,312.00         | 46%    |
| OLD WOODWARD  | 10,065        | 4,442         | \$31,160.00         | 44%    |
| PARK          | 15,252        | 6,834         | \$49,558.00         | 45%    |
| PEABODY       | 19,119        | 10,941        | \$41,596.00         | 57%    |
| PIERCE        | 15,676        | 6,366         | \$51,300.00         | 41%    |
| <b>TOTALS</b> | <b>64,379</b> | <b>30,528</b> | <b>\$187,926.00</b> |        |

| Paying cars | Rate per |
|-------------|----------|
| 2,322       | \$7.36   |
| 5,623       | \$7.01   |
| 8,418       | \$7.25   |
| 8,178       | \$3.80   |
| 9,310       | \$8.06   |

## February 2024

| GARAGE        | TOTAL CARS    | FREE CARS     | CASH REVENUE        | % FREE |
|---------------|---------------|---------------|---------------------|--------|
| CHESTER       | 5,123         | 2,460         | \$17,416.00         | 48%    |
| OLD WOODWARD  | 10,853        | 5,662         | \$32,224.00         | 52%    |
| PARK          | 16,317        | 7,848         | \$53,168.00         | 48%    |
| PEABODY       | 20,248        | 11,793        | \$47,428.00         | 58%    |
| PIERCE        | 17,740        | 7,996         | \$55,672.00         | 45%    |
| <b>TOTALS</b> | <b>70,281</b> | <b>35,759</b> | <b>\$205,908.00</b> |        |

| Paying cars | Rate per |
|-------------|----------|
| 2,663       | \$6.54   |
| 5,191       | \$6.21   |
| 8,469       | \$6.28   |
| 8,455       | \$5.61   |
| 9,744       | \$5.71   |

Parking lot: City of Birmingham

Transients/Monthly occupancy by counters

| Date          | 1   | 2   | 3   | 4   | 5   | 6   | 7   | 8   | 9   | 10  | 11  | 12  | 13  | 14  | 15  | 16  | 17  | 18  | 19  | 20  | 21  | 22  | 23  | 24  |
|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Thu. 02/01/24 | 199 | 199 | 199 | 199 | 200 | 203 | 214 | 244 | 375 | 518 | 555 | 573 | 568 | 558 | 528 | 497 | 426 | 339 | 288 | 260 | 248 | 237 | 225 | 222 |
| Fri. 02/02/24 | 222 | 222 | 222 | 222 | 223 | 224 | 237 | 258 | 344 | 410 | 434 | 438 | 430 | 428 | 406 | 396 | 395 | 288 | 254 | 242 | 234 | 231 | 226 | 219 |
| Sat. 02/03/24 | 216 | 215 | 214 | 214 | 215 | 217 | 218 | 223 | 238 | 265 | 273 | 277 | 280 | 281 | 280 | 278 | 273 | 252 | 237 | 231 | 230 | 227 | 222 | 220 |
| Sun. 02/04/24 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 |
| Mon. 02/05/24 | 213 | 213 | 213 | 213 | 213 | 215 | 233 | 260 | 346 | 429 | 450 | 456 | 459 | 447 | 434 | 411 | 361 | 288 | 248 | 233 | 225 | 216 | 212 | 211 |
| Tue. 02/06/24 | 211 | 211 | 211 | 211 | 211 | 216 | 232 | 271 | 420 | 567 | 612 | 619 | 613 | 609 | 571 | 519 | 434 | 319 | 267 | 242 | 233 | 220 | 214 | 208 |
| Wed. 02/07/24 | 208 | 208 | 208 | 208 | 208 | 208 | 225 | 258 | 404 | 560 | 599 | 612 | 608 | 600 | 560 | 512 | 419 | 304 | 260 | 245 | 231 | 216 | 210 | 206 |
| Thu. 02/08/24 | 206 | 206 | 206 | 206 | 206 | 209 | 222 | 257 | 390 | 523 | 554 | 565 | 564 | 563 | 532 | 495 | 412 | 299 | 267 | 246 | 234 | 219 | 211 | 206 |
| Fri. 02/09/24 | 206 | 206 | 206 | 206 | 206 | 210 | 225 | 254 | 323 | 378 | 388 | 391 | 395 | 393 | 378 | 342 | 311 | 263 | 233 | 220 | 221 | 217 | 211 | 209 |
| Sat. 02/10/24 | 203 | 202 | 202 | 202 | 202 | 204 | 206 | 209 | 222 | 237 | 245 | 254 | 258 | 262 | 263 | 266 | 268 | 280 | 290 | 291 | 286 | 258 | 220 | 210 |
| Sun. 02/11/24 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 |
| Mon. 02/12/24 | 203 | 203 | 203 | 203 | 203 | 207 | 222 | 257 | 345 | 416 | 436 | 434 | 433 | 429 | 404 | 374 | 329 | 260 | 236 | 222 | 212 | 206 | 200 | 196 |
| Tue. 02/13/24 | 196 | 196 | 196 | 196 | 197 | 199 | 214 | 252 | 369 | 511 | 544 | 548 | 540 | 538 | 513 | 472 | 398 | 289 | 243 | 225 | 222 | 207 | 198 | 193 |
| Wed. 02/14/24 | 194 | 194 | 195 | 194 | 195 | 198 | 216 | 254 | 398 | 542 | 574 | 580 | 565 | 557 | 525 | 473 | 385 | 274 | 235 | 224 | 217 | 209 | 204 | 196 |
| Thu. 02/15/24 | 196 | 196 | 196 | 196 | 196 | 199 | 214 | 243 | 351 | 459 | 493 | 497 | 493 | 504 | 470 | 441 | 380 | 279 | 239 | 222 | 218 | 202 | 198 | 191 |
| Fri. 02/16/24 | 191 | 191 | 191 | 191 | 191 | 193 | 207 | 227 | 289 | 338 | 354 | 357 | 356 | 341 | 333 | 318 | 289 | 239 | 217 | 207 | 205 | 204 | 198 | 193 |
| Sat. 02/17/24 | 189 | 189 | 189 | 189 | 189 | 191 | 194 | 201 | 215 | 242 | 251 | 250 | 254 | 246 | 246 | 241 | 231 | 211 | 202 | 198 | 196 | 195 | 193 | 190 |
| Sun. 02/18/24 | 187 | 187 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 |
| Mon. 02/19/24 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 |
| Tue. 02/20/24 | 186 | 186 | 186 | 186 | 186 | 188 | 208 | 232 | 346 | 464 | 495 | 491 | 474 | 466 | 452 | 425 | 366 | 256 | 216 | 202 | 200 | 186 | 184 | 182 |
| Wed. 02/21/24 | 182 | 182 | 182 | 182 | 182 | 186 | 205 | 242 | 386 | 539 | 574 | 576 | 571 | 552 | 526 | 478 | 391 | 266 | 225 | 201 | 196 | 188 | 181 | 179 |
| Thu. 02/22/24 | 179 | 179 | 179 | 179 | 179 | 181 | 193 | 224 | 337 | 451 | 486 | 498 | 498 | 487 | 473 | 429 | 369 | 274 | 227 | 206 | 196 | 187 | 177 | 175 |
| Fri. 02/23/24 | 175 | 175 | 175 | 175 | 176 | 179 | 190 | 211 | 269 | 315 | 342 | 343 | 338 | 334 | 321 | 301 | 273 | 234 | 204 | 188 | 187 | 187 | 182 | 176 |
| Sat. 02/24/24 | 171 | 171 | 171 | 171 | 171 | 174 | 178 | 185 | 197 | 216 | 227 | 233 | 236 | 237 | 241 | 227 | 230 | 208 | 197 | 193 | 192 | 190 | 187 | 178 |
| Sun. 02/25/24 | 173 | 173 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 | 171 |
| Mon. 02/26/24 | 171 | 171 | 171 | 171 | 171 | 173 | 191 | 222 | 321 | 381 | 398 | 402 | 402 | 398 | 388 | 367 | 321 | 249 | 212 | 195 | 184 | 174 | 171 | 170 |
| Tue. 02/27/24 | 170 | 170 | 170 | 170 | 170 | 173 | 186 | 219 | 375 | 501 | 544 | 535 | 540 | 525 | 506 | 456 | 359 | 254 | 218 | 196 | 189 | 177 | 171 | 166 |
| Wed. 02/28/24 | 166 | 166 | 166 | 166 | 166 | 170 | 181 | 209 | 342 | 518 | 550 | 556 | 558 | 544 | 511 | 467 | 388 | 263 | 216 | 200 | 188 | 176 | 170 | 168 |
| Thu. 02/29/24 | 168 | 168 | 168 | 168 | 168 | 172 | 187 | 216 | 343 | 445 | 478 | 491 | 497 | 492 | 470 | 420 | 369 | 273 | 230 | 200 | 192 | 180 | 174 | 170 |
| Thu. 02/01/24 | 199 | 199 | 199 | 199 | 200 | 203 | 214 | 244 | 375 | 518 | 555 | 573 | 568 | 558 | 528 | 497 | 426 | 339 | 288 | 260 | 248 | 237 | 225 | 222 |
| Fri. 02/02/24 | 222 | 222 | 222 | 222 | 223 | 224 | 237 | 258 | 344 | 410 | 434 | 438 | 430 | 428 | 406 | 396 | 395 | 288 | 254 | 242 | 234 | 231 | 226 | 219 |
| Sat. 02/03/24 | 216 | 215 | 214 | 214 | 215 | 217 | 218 | 223 | 238 | 265 | 273 | 277 | 280 | 281 | 280 | 278 | 273 | 252 | 237 | 231 | 230 | 227 | 222 | 220 |
| Sun. 02/04/24 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 | 213 |
| Mon. 02/05/24 | 213 | 213 | 213 | 213 | 213 | 215 | 233 | 260 | 346 | 429 | 450 | 456 | 459 | 447 | 434 | 411 | 361 | 288 | 248 | 233 | 225 | 216 | 212 | 211 |
| Tue. 02/06/24 | 211 | 211 | 211 | 211 | 211 | 216 | 232 | 271 | 420 | 567 | 612 | 619 | 613 | 609 | 571 | 519 | 434 | 319 | 267 | 242 | 233 | 220 | 214 | 208 |
| Wed. 02/07/24 | 208 | 208 | 208 | 208 | 208 | 208 | 225 | 258 | 404 | 560 | 599 | 612 | 608 | 600 | 560 | 512 | 419 | 304 | 260 | 245 | 231 | 216 | 210 | 206 |
| Thu. 02/08/24 | 206 | 206 | 206 | 206 | 206 | 209 | 222 | 257 | 390 | 523 | 554 | 565 | 564 | 563 | 532 | 495 | 412 | 299 | 267 | 246 | 234 | 219 | 211 | 206 |
| Fri. 02/09/24 | 206 | 206 | 206 | 206 | 206 | 210 | 225 | 254 | 323 | 378 | 388 | 391 | 395 | 393 | 378 | 342 | 311 | 263 | 233 | 220 | 221 | 217 | 211 | 209 |
| Sat. 02/10/24 | 203 | 202 | 202 | 202 | 202 | 204 | 206 | 209 | 222 | 237 | 245 | 254 | 258 | 262 | 263 | 266 | 268 | 280 | 290 | 291 | 286 | 258 | 220 | 210 |
| Sun. 02/11/24 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 | 203 |
| Mon. 02/12/24 | 203 | 203 | 203 | 203 | 203 | 207 | 222 | 257 | 345 | 416 | 436 | 434 | 433 | 429 | 404 | 374 | 329 | 260 | 236 | 222 | 212 | 206 | 200 | 196 |
| Tue. 02/13/24 | 196 | 196 | 196 | 196 | 197 | 199 | 214 | 252 | 369 | 511 | 544 | 548 | 540 | 538 | 513 | 472 | 398 | 289 | 243 | 225 | 222 | 207 | 198 | 193 |
| Wed. 02/14/24 | 194 | 194 | 195 | 194 | 195 | 198 | 216 | 254 | 398 | 542 | 574 | 580 | 565 | 557 | 525 | 473 | 385 | 274 | 235 | 224 | 217 | 209 | 204 | 196 |
| Thu. 02/15/24 | 196 | 196 | 196 | 196 | 196 | 199 | 214 | 243 | 351 | 459 | 493 | 497 | 493 | 504 | 470 | 441 | 380 | 279 | 239 | 222 | 218 | 202 | 198 | 191 |
| Fri. 02/16/24 | 191 | 191 | 191 | 191 | 191 | 193 | 207 | 227 | 289 | 338 | 354 | 357 | 356 | 341 | 333 | 318 | 289 | 239 | 217 | 207 | 205 | 204 | 198 | 193 |
| Sat. 02/17/24 | 189 | 189 | 189 | 189 | 189 | 191 | 194 | 201 | 215 | 242 | 251 | 250 | 254 | 246 | 246 | 241 | 231 | 211 | 202 | 198 | 196 | 195 | 193 | 190 |
| Sun. 02/18/24 | 187 | 187 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 |
| Mon. 02/19/24 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 186 | 18  |     |     |     |     |     |     |     |     |     |     |     |     |

|                         |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |       |
|-------------------------|--------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|-------|
| Sat. 02/03/24           | 101    | 100   | 99    | 99    | 99    | 99    | 99    | 106    | 121    | 135    | 147    | 147    | 152    | 156    | 158    | 154    | 143    | 126    | 108    | 103   | 101   | 92    | 76    | 67    |
| Sun. 02/04/24           | 54     | 47    | 47    | 47    | 47    | 47    | 47    | 47     | 47     | 47     | 47     | 47     | 47     | 47     | 47     | 47     | 47     | 47     | 47     | 47    | 47    | 47    | 47    | 47    |
| Mon. 02/05/24           | 47     | 47    | 47    | 47    | 47    | 47    | 48    | 56     | 146    | 284    | 374    | 386    | 379    | 380    | 382    | 364    | 312    | 225    | 101    | 79    | 69    | 57    | 53    | 51    |
| Tue. 02/06/24           | 50     | 48    | 47    | 47    | 47    | 49    | 59    | 152    | 312    | 419    | 441    | 441    | 438    | 441    | 429    | 377    | 280    | 140    | 82     | 66    | 60    | 53    | 47    | 46    |
| Wed. 02/07/24           | 44     | 44    | 43    | 43    | 43    | 43    | 52    | 138    | 306    | 393    | 417    | 412    | 411    | 402    | 404    | 358    | 262    | 135    | 88     | 74    | 71    | 62    | 54    | 49    |
| Thu. 02/08/24           | 45     | 44    | 43    | 43    | 43    | 45    | 58    | 144    | 305    | 397    | 415    | 418    | 416    | 414    | 398    | 371    | 276    | 127    | 88     | 77    | 65    | 51    | 48    | 45    |
| Fri. 02/09/24           | 41     | 41    | 41    | 41    | 41    | 40    | 51    | 129    | 237    | 292    | 312    | 308    | 305    | 312    | 304    | 267    | 187    | 100    | 70     | 60    | 45    | 39    | 35    | 33    |
| Sat. 02/10/24           | 29     | 26    | 26    | 26    | 26    | 27    | 27    | 34     | 51     | 72     | 78     | 80     | 84     | 87     | 87     | 83     | 77     | 62     | 41     | 33    | 30    | 16    | 12    | 3     |
| Sun. 02/11/24           |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |       |
| Mon. 02/12/24           |        |       |       |       |       |       | 5     | 92     | 212    | 296    | 305    | 303    | 297    | 299    | 278    | 242    | 172    | 50     | 21     | 19    | 13    | 6     | 5     | 4     |
| Tue. 02/13/24           | 3      | 3     | 1     | 1     | 2     | 2     | 13    | 100    | 260    | 351    | 372    | 377    | 374    | 365    | 344    | 293    | 200    | 73     | 33     | 24    | 22    | 11    | 3     |       |
| Wed. 02/14/24           |        |       |       |       |       |       | 10    | 104    | 258    | 347    | 365    | 373    | 363    | 360    | 347    | 307    | 213    | 79     | 42     | 31    | 25    | 21    | 16    | 8     |
| Thu. 02/15/24           | 7      | 6     | 6     | 6     | 6     | 6     | 13    | 102    | 250    | 341    | 359    | 361    | 368    | 361    | 355    | 315    | 233    | 100    | 57     | 41    | 28    | 13    |       |       |
| Fri. 02/16/24           |        |       |       |       |       |       | 12    | 92     | 206    | 266    | 293    | 290    | 285    | 285    | 279    | 243    | 160    | 65     | 32     | 18    | 13    | 9     | 8     | 6     |
| Sat. 02/17/24           | 4      | 4     | 3     | 3     | 3     | 3     | 6     | 13     | 28     | 46     | 55     | 59     | 57     | 59     | 62     | 58     | 46     | 34     | 18     | 14    |       |       |       |       |
| Sun. 02/18/24           |        | 1     |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |       |
| Mon. 02/19/24           |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |       |
| Tue. 02/20/24           |        |       |       |       |       | 1     | 14    | 97     | 230    | 309    | 331    | 335    | 327    | 327    | 315    | 290    | 191    | 60     | 19     | 16    | 14    | 8     | 1     |       |
| Wed. 02/21/24           |        |       |       |       |       | 1     | 8     | 90     | 236    | 317    | 337    | 334    | 338    | 337    | 338    | 307    | 209    | 84     | 36     | 31    | 22    | 6     | 2     |       |
| Thu. 02/22/24           |        |       |       |       |       | 1     | 11    | 90     | 222    | 295    | 315    | 319    | 327    | 326    | 325    | 303    | 214    | 84     | 38     | 24    | 19    | 10    | 6     | 5     |
| Fri. 02/23/24           | 2      | 1     | 1     | 1     |       |       | 7     | 75     | 165    | 229    | 255    | 253    | 249    | 250    | 245    | 226    | 137    | 60     | 25     | 15    | 7     | 1     |       |       |
| Sat. 02/24/24           |        |       |       |       |       | 1     | 1     | 8      | 25     | 44     | 53     | 57     | 56     | 59     | 62     | 55     | 46     | 29     | 15     | 13    | 10    | 3     |       |       |
| Sun. 02/25/24           |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |       |
| Mon. 02/26/24           |        |       |       |       |       | 2     | 7     | 93     | 236    | 313    | 322    | 312    | 310    | 305    | 292    | 259    | 179    | 58     | 20     | 15    | 15    | 8     | 6     | 4     |
| Tue. 02/27/24           | 3      | 1     | 1     | 1     | 1     | 2     | 13    | 111    | 260    | 347    | 360    | 352    | 352    | 353    | 346    | 305    | 197    | 57     | 23     | 20    | 14    | 8     | 2     | 2     |
| Wed. 02/28/24           |        |       |       |       |       | 1     | 10    | 98     | 246    | 339    | 357    | 358    | 362    | 358    | 345    | 317    | 221    | 78     | 39     | 27    | 19    | 11    | 7     | 5     |
| Thu. 02/29/24           | 4      | 3     | 3     | 3     | 3     | 4     | 18    | 100    | 247    | 345    | 363    | 369    | 370    | 365    | 351    | 322    | 222    | 97     | 57     | 37    | 24    | 14    | 11    | 8     |
| Pct Total Occupancy     | 4.05%  | 3.85% | 3.78% | 3.78% | 3.79% | 3.94% | 5.74% | 21.74% | 48.19% | 64.24% | 68.00% | 67.98% | 67.73% | 67.52% | 65.75% | 58.15% | 42.94% | 19.76% | 11.82% | 9.69% | 8.08% | 6.22% | 5.05% | 4.53% |
| Avg Transient Occupancy | 15     | 14    | 14    | 14    | 14    | 15    | 21    | 81     | 180    | 239    | 253    | 253    | 252    | 252    | 245    | 220    | 160    | 74     | 44     | 36    | 30    | 23    | 19    | 17    |
| Avg. Monthly Occupancy  | 15     | 14    | 14    | 14    | 14    | 15    | 21    | 81     | 180    | 239    | 253    | 253    | 252    | 252    | 245    | 220    | 160    | 74     | 44     | 36    | 30    | 23    | 19    | 17    |
|                         | 27.81% |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |       |

| Date                    | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |    |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----|
| Thu. 02/01/24           |        |        |        | 1      | 5      | 5      | 14     | 84     | 218    | 290    | 311    | 304    | 309    | 313    | 306    | 278    | 195    | 68     | 37     | 23     | 14     | 1      |        |        |    |
| Fri. 02/02/24           |        |        |        | 1      | 4      | 7      | 14     | 79     | 203    | 249    | 270    | 274    | 273    | 263    | 245    | 243    | 240    | 160    | 137    | 132    | 126    | 116    | 112    | 110    |    |
| Sat. 02/03/24           | 109    | 109    | 109    | 110    | 113    | 115    | 116    | 120    | 136    | 160    | 162    | 164    | 169    | 168    | 168    | 141    | 128    | 123    | 121    | 122    | 112    | 116    | 107    | 105    |    |
| Sun. 02/04/24           | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    |    |
| Mon. 02/05/24           | 105    | 105    | 105    | 105    | 105    | 109    | 119    | 192    | 304    | 363    | 378    | 375    | 371    | 368    | 359    | 338    | 274    | 149    | 122    | 115    | 105    | 105    | 101    | 100    | 99 |
| Tue. 02/06/24           | 99     | 99     | 99     | 101    | 101    | 101    | 111    | 172    | 317    | 392    | 422    | 431    | 422    | 424    | 405    | 377    | 307    | 171    | 132    | 116    | 108    | 99     | 95     | 95     |    |
| Wed. 02/07/24           | 95     | 95     | 95     | 96     | 97     | 99     | 109    | 174    | 311    | 384    | 405    | 412    | 408    | 406    | 398    | 378    | 309    | 171    | 127    | 112    | 107    | 97     | 94     | 93     |    |
| Thu. 02/08/24           | 94     | 93     | 93     | 94     | 96     | 96     | 106    | 166    | 310    | 375    | 398    | 403    | 407    | 411    | 404    | 382    | 317    | 179    | 136    | 118    | 111    | 95     | 91     | 89     |    |
| Fri. 02/09/24           | 89     | 89     | 89     | 90     | 91     | 92     | 97     | 172    | 295    | 351    | 369    | 368    | 361    | 359    | 350    | 320    | 247    | 145    | 116    | 112    | 108    | 93     | 89     | 88     |    |
| Sat. 02/10/24           | 87     | 87     | 87     | 89     | 90     | 92     | 92     | 95     | 112    | 133    | 139    | 140    | 137    | 137    | 136    | 130    | 112    | 103    | 100    | 100    | 97     | 89     | 86     | 85     |    |
| Sun. 02/11/24           | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     |    |
| Mon. 02/12/24           | 84     | 84     | 84     | 84     | 84     | 88     | 97     | 162    | 283    | 347    | 356    | 359    | 351    | 349    | 333    | 305    | 244    | 128    | 98     | 90     | 83     | 78     | 77     | 76     |    |
| Tue. 02/13/24           | 76     | 76     | 76     | 78     | 79     | 79     | 88     | 156    | 305    | 371    | 405    | 406    | 409    | 403    | 391    | 354    | 284    | 144    | 107    | 94     | 84     | 75     | 72     | 72     |    |
| Wed. 02/14/24           | 72     | 71     | 71     | 72     | 73     | 76     | 81     | 149    | 278    | 351    | 376    | 380    | 374    | 369    | 368    | 338    | 263    | 140    | 105    | 95     | 86     | 74     | 71     | 71     |    |
| Thu. 02/15/24           | 70     | 70     | 70     | 72     | 73     | 73     | 85     | 143    | 291    | 357    | 371    | 378    | 386    | 382    | 373    | 351    | 275    | 146    | 108    | 90     | 80     | 68     | 65     | 64     |    |
| Fri. 02/16/24           | 64     | 64     | 64     | 65     | 66     | 70     | 78     | 136    | 266    | 314    | 341    | 342    | 342    | 335    | 313    | 285    | 216    | 122    | 87     | 82     | 74     | 66     | 62     | 60     |    |
| Sat. 02/17/24           | 60     | 60     | 60     | 61     | 62     | 64     | 68     | 69     | 84     | 103    | 110    | 117    | 112    | 111    | 112    | 97     | 78     | 79     | 74     | 74     | 73     | 62     | 60     | 59     |    |
| Sun. 02/18/24           | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     |    |
| Mon. 02/19/24           | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     |    |
| Tue. 02/20/24           | 58     | 58     | 58     | 58     | 58     | 59     | 66     | 145    | 279    | 335    | 354    | 358    | 359    | 352    | 341    | 317    | 252    | 128    | 90     | 72     | 63     | 55     | 53     | 53     |    |
| Wed. 02/21/24           | 53     | 53     | 54     | 55     | 56     | 58     | 68     | 135    | 257    | 326    | 347    | 349    | 347    | 346    | 339    | 310    | 251    | 122    | 84     | 76     | 65     | 56     | 53     | 52     |    |
| Thu. 02/22/24           | 52     | 52     | 52     | 54     | 56     | 57     | 65     | 137    | 257    | 311    | 327    | 329    | 326    | 332    | 318    | 293    | 229    | 119    | 80     | 70     | 64     | 54     | 51     | 48     |    |
| Fri. 02/23/24           | 48     | 48     | 48     | 50     | 52     | 54     | 60     | 128    | 218    | 272    | 291    | 296    | 293    | 294    | 270    | 251    | 186    | 95     | 69     | 63     | 56     | 49     | 45     | 44     |    |
| Sat. 02/24/24           | 44     | 44     | 44     | 46     | 46     | 48     | 49     | 55     | 74     | 87     | 97     | 97     | 96     | 96     | 89     | 74     | 61     | 59     | 56     | 51     | 43     | 41     | 40     |        |    |
| Sun. 02/25/24           | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     |        |    |
| Mon. 02/26/24           | 40     | 40     | 40     | 40     | 40     | 42     | 54     | 123    | 259    | 315    | 327    | 324    | 325    | 323    | 311    | 285    | 215    | 92     | 53     | 46     | 41     | 34     | 34     | 33     |    |
| Tue. 02/27/24           | 33     | 33     | 33     | 35     | 36     | 36     | 47     | 114    | 247    | 327    | 343    | 349    | 348    | 351    | 341    | 312    | 235    | 90     | 57     | 48     | 41     | 31     | 29     | 29     |    |
| Wed. 02/28/24           | 29     | 29     | 29     | 30     | 31     | 34     | 42     | 102    | 232    | 319    | 341    | 340    | 340    | 340    | 330    | 312    | 242    | 95     | 68     | 55     | 39     | 32     | 29     | 28     |    |
| Thu. 02/29/24           | 28     | 28     | 28     | 31     | 31     | 34     | 44     | 104    | 247    | 310    | 330    | 331    | 334    | 336    | 319    | 297    | 235    | 114    | 62     | 47     | 41     | 29     | 26     | 25     |    |
| Thu. 02/01/24           |        |        |        | 1      | 5      | 5      | 14     | 84     | 218    | 290    | 311    | 304    | 309    | 313    | 306    | 278    | 195    | 68     | 37     | 23     | 14     | 1      |        |        |    |
| Fri. 02/02/24           |        |        |        | 1      | 4      | 7      | 14     | 79     | 203    | 249    | 270    | 274    | 273    | 263    | 245    | 243    | 240    | 160    | 137    | 132    | 126    | 116    | 112    | 110    |    |
| Sat. 02/03/24           | 109    | 109    | 109    | 110    | 113    | 115    | 116    | 120    | 136    | 160    | 162    | 164    | 169    | 168    | 168    | 141    | 128    | 123    | 121    | 122    | 112    | 116    | 107    | 105    |    |
| Sun. 02/04/24           | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    | 105    |    |
| Mon. 02/05/24           | 105    | 105    | 105    | 105    | 105    | 109    | 119    | 192    | 304    | 363    | 378    | 375    | 371    | 368    | 359    | 338    | 274    | 149    | 122    | 115    | 105    | 105    | 101    | 100    | 99 |
| Tue. 02/06/24           | 99     | 99     | 99     | 101    | 101    | 101    | 111    | 172    | 317    | 392    | 422    | 431    | 422    | 424    | 405    | 377    | 307    | 171    | 132    | 116    | 108    | 99     | 95     | 95     |    |
| Wed. 02/07/24           | 95     | 95     | 95     | 96     | 97     | 99     | 109    | 174    | 311    | 384    | 405    | 412    | 408    | 406    | 398    | 378    | 309    | 171    | 127    | 112    | 107    | 97     | 94     | 93     |    |
| Thu. 02/08/24           | 94     | 93     | 93     | 94     | 96     | 96     | 106    | 166    | 310    | 375    | 398    | 403    | 407    | 411    | 404    | 382    | 317    | 179    | 136    | 118    | 111    | 95     | 91     | 89     |    |
| Fri. 02/09/24           | 89     | 89     | 89     | 90     | 91     | 92     | 97     | 172    | 295    | 351    | 369    | 368    | 361    | 359    | 350    | 320    | 247    | 145    | 116    | 112    | 108    | 93     | 89     | 88     |    |
| Sat. 02/10/24           | 87     | 87     | 87     | 89     | 90     | 92     | 92     | 95     | 112    | 133    | 139    | 140    | 137    | 137    | 136    | 130    | 112    | 103    | 100    | 100    | 97     | 89     | 86     | 85     |    |
| Sun. 02/11/24           | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     | 84     |    |
| Mon. 02/12/24           | 84     | 84     | 84     | 84     | 84     | 88     | 97     | 162    | 283    | 347    | 356    | 359    | 351    | 349    | 333    | 305    | 244    | 128    | 98     | 90     | 83     | 78     | 77     | 76     |    |
| Tue. 02/13/24           | 76     | 76     | 76     | 78     | 79     | 79     | 88     | 156    | 305    | 371    | 405    | 406    | 409    | 403    | 391    | 354    | 284    | 144    | 107    | 94     | 84     | 75     | 72     | 72     |    |
| Wed. 02/14/24           | 72     | 71     | 71     | 72     | 73     | 76     | 81     | 149    | 278    | 351    | 376    | 380    | 374    | 369    | 368    | 338    | 263    | 140    | 105    | 95     | 86     | 74     | 71     | 71     |    |
| Thu. 02/15/24           | 70     | 70     | 70     | 72     | 73     | 73     | 85     | 143    | 291    | 357    | 371    | 378    | 386    | 382    | 373    | 351    | 275    | 146    | 108    | 90     | 80     | 68     | 65     | 64     |    |
| Fri. 02/16/24           | 64     | 64     | 64     | 65     | 66     | 70     | 78     | 136    | 266    | 314    | 341    | 342    | 342    | 335    | 313    | 285    | 216    | 122    | 87     | 82     | 74     | 66     | 62     | 60     |    |
| Sat. 02/17/24           | 60     | 60     | 60     | 61     | 62     | 64     | 68     | 69     | 84     | 103    | 110    | 117    | 112    | 111    | 112    | 97     | 78     | 79     | 74     | 74     | 73     | 62     | 60     | 59     |    |
| Sun. 02/18/24           | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     |    |
| Mon. 02/19/24           | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     | 58     |    |
| Tue. 02/20/24           | 58     | 58     | 58     | 58     | 58     | 59     | 66     | 145    | 279    | 335    | 354    | 358    | 359    | 352    | 341    | 317    | 252    | 128    | 90     | 72     | 63     | 55     | 53     | 53     |    |
| Wed. 02/21/24           | 53     | 53     | 54     | 55     | 56     | 58     | 68     | 135    | 257    | 326    | 347    | 349    | 347    | 346    | 339    | 310    | 251    | 122    | 84     | 76     | 65     | 56     | 53     | 52     |    |
| Thu. 02/22/24           | 52     | 52     | 52     | 54     | 56     | 57     | 65     | 137    | 257    | 311    | 327    | 329    | 326    | 332    | 318    | 293    | 229    | 119    | 80     | 70     | 64     | 54     | 51     | 48     |    |
| Fri. 02/23/24           | 48     | 48     | 48     | 50     | 52     | 54     | 60     | 128    | 218    | 272    | 291    | 296    | 293    | 294    | 270    | 251    | 186    | 95     | 69     | 63     | 56     | 49     | 45     | 44     |    |
| Sat. 02/24/24           | 44     | 44     | 44     | 46     | 46     | 48     | 49     | 55     | 74     | 87     | 97     | 97     | 96     | 96     | 89     | 74     | 61     | 59     | 56     | 51     | 43     | 41     | 40     |        |    |
| Sun. 02/25/24           | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     | 40     |        |    |
| Mon. 02/26/24           | 40     | 40     | 40     | 40     | 40     | 42     | 54     | 123    | 259    | 315    | 327    | 324    | 325    | 323    | 311    | 285    | 215    | 92     | 53     | 46     | 41     | 34     | 34     | 33     |    |
| Tue. 02/27/24           | 33     | 33     | 33     | 35     | 36     | 36     | 47     | 114    | 247    | 327    | 343    | 349    | 348    | 351    | 341    | 312    | 235    | 90     | 57     | 48     | 41     | 31     | 29     | 29     |    |
| Wed. 02/28/24           | 29     | 29     | 29     | 30     | 31     | 34     | 42     | 102    | 232    | 319    | 341    | 340    | 340    | 340    | 330    | 312    | 242    | 95     | 68     | 55     | 39     | 32     | 29     | 28     |    |
| Thu. 02/29/24           | 28     | 28     | 28     | 31     | 31     | 34     | 44     | 104    | 247    | 310    | 330    | 331    | 334    | 336    | 319    | 297    | 235    | 114    | 62     | 47     | 41     | 29     | 26     | 25     |    |
| Pct Total Occupancy     | 15.62% | 15.60% | 15.61% | 15.86% | 16.09% | 16.46% | 18.01% | 29.43% | 52.18% | 63.75% | 67.39% | 67.87% | 67.47% | 67.38% | 65.31% | 60.85% | 49.09% | 28.05% | 21.93% | 20.03% | 18.60% | 16.24% | 16.07% | 15.86% |    |
| Avg Transient Occupancy | 63     | 63     | 63     | 64     | 65     | 67     | 73     | 119    | 211    | 258    | 273    | 275    | 274    | 273    | 265    | 246    | 199    | 114    | 89     | 81     | 75     | 67     | 65     | 64     |    |
| Avg. Monthly Occupancy  | 63     | 63     | 63     | 64     | 65     | 67     | 73     | 119    | 211    | 258    | 273    | 275    | 274    | 273    | 265    | 246    | 199    | 114    | 89     | 81     | 75     | 67     | 65     | 64     |    |
|                         | 35.05% |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |    |

|                         |          |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
|-------------------------|----------|--------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|
| Sat.                    | 02/03/24 | 42     | 40    | 40    | 40    | 40    | 41    | 42    | 45     | 57     | 67     | 77     | 83     | 88     | 88     | 85     | 88     | 78     | 69     | 64     | 58     | 53    | 48    | 33    | 20    |
| Sun.                    | 02/04/24 | 18     | 11    | 10    | 10    | 10    | 10    | 10    | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10    | 10    | 10    | 10    |
| Mon.                    | 02/05/24 | 10     | 10    | 10    | 10    | 10    | 12    | 15    | 74     | 162    | 218    | 225    | 232    | 230    | 238    | 240    | 231    | 179    | 80     | 41     | 26     | 22    | 14    | 8     | 4     |
| Tue.                    | 02/06/24 | 2      | 2     | 2     | 2     | 2     | 2     | 6     | 64     | 157    | 213    | 231    | 233    | 230    | 237    | 237    | 224    | 168    | 82     | 42     | 25     | 13    | 5     |       |       |
| Wed.                    | 02/07/24 |        |       |       |       |       | 3     | 7     | 61     | 156    | 210    | 233    | 229    | 224    | 230    | 229    | 215    | 160    | 84     | 48     | 28     | 13    | 3     |       |       |
| Thu.                    | 02/08/24 |        |       |       |       |       | 3     | 6     | 60     | 145    | 207    | 223    | 228    | 233    | 231    | 227    | 218    | 170    | 75     | 44     | 29     | 20    | 8     | 2     |       |
| Fri.                    | 02/09/24 |        |       | 1     |       | 1     | 2     | 5     | 65     | 131    | 175    | 186    | 197    | 196    | 195    | 189    | 173    | 123    | 61     | 29     | 24     | 13    | 3     |       |       |
| Sat.                    | 02/10/24 |        |       |       |       |       |       |       | 2      | 14     | 30     | 39     | 52     | 52     | 52     | 49     | 42     | 32     | 24     | 19     | 14     | 7     |       |       |       |
| Sun.                    | 02/11/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Mon.                    | 02/12/24 |        |       |       |       |       | 2     | 8     | 69     | 148    | 204    | 226    | 227    | 223    | 227    | 229    | 214    | 168    | 75     | 36     | 22     | 14    | 11    | 5     |       |
| Tue.                    | 02/13/24 |        |       |       |       |       | 2     | 5     | 65     | 153    | 216    | 223    | 227    | 232    | 237    | 232    | 210    | 159    | 89     | 48     | 26     | 15    | 8     |       |       |
| Wed.                    | 02/14/24 |        |       |       |       |       | 4     | 9     | 65     | 159    | 218    | 235    | 239    | 243    | 248    | 241    | 232    | 164    | 81     | 39     | 17     |       |       |       |       |
| Thu.                    | 02/15/24 |        |       |       |       |       | 3     | 4     | 62     | 143    | 202    | 218    | 226    | 221    | 224    | 221    | 219    | 170    | 97     | 60     | 29     | 15    | 6     |       |       |
| Fri.                    | 02/16/24 |        |       |       |       |       | 3     | 9     | 56     | 129    | 185    | 197    | 203    | 204    | 201    | 196    | 181    | 141    | 63     | 30     | 17     |       |       |       |       |
| Sat.                    | 02/17/24 |        |       |       |       |       |       |       | 2      | 11     | 31     | 50     | 62     | 66     | 69     | 61     | 54     | 48     | 35     | 27     | 24     | 21    | 6     | 1     |       |
| Sun.                    | 02/18/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Mon.                    | 02/19/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Tue.                    | 02/20/24 |        |       |       |       |       | 1     | 3     | 53     | 143    | 192    | 204    | 212    | 212    | 217    | 218    | 204    | 165    | 89     | 48     | 29     | 16    | 12    | 9     | 3     |
| Wed.                    | 02/21/24 |        |       |       |       |       | 3     | 5     | 65     | 147    | 199    | 211    | 216    | 222    | 227    | 229    | 224    | 177    | 91     | 47     | 26     | 15    | 8     | 3     |       |
| Thu.                    | 02/22/24 |        |       |       |       |       | 2     | 7     | 65     | 140    | 194    | 211    | 217    | 222    | 221    | 221    | 211    | 159    | 84     | 40     | 29     | 18    | 11    |       |       |
| Fri.                    | 02/23/24 |        |       |       |       |       | 1     | 4     | 65     | 130    | 180    | 194    | 205    | 200    | 203    | 197    | 193    | 148    | 79     | 48     | 30     | 26    | 22    | 8     | 3     |
| Sat.                    | 02/24/24 |        |       |       |       |       | 1     | 1     | 4      | 21     | 38     | 52     | 60     | 60     | 62     | 58     | 52     | 42     | 37     | 24     | 21     | 14    | 9     |       |       |
| Sun.                    | 02/25/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Mon.                    | 02/26/24 |        |       |       |       |       | 2     | 5     | 66     | 147    | 204    | 218    | 226    | 221    | 232    | 237    | 225    | 161    | 82     | 40     | 18     | 4     | 3     |       |       |
| Tue.                    | 02/27/24 |        |       |       |       |       | 2     | 4     | 69     | 141    | 210    | 228    | 228    | 223    | 227    | 218    | 211    | 162    | 80     | 41     | 23     | 11    | 5     |       |       |
| Wed.                    | 02/28/24 |        |       |       |       |       | 2     | 4     | 68     | 151    | 206    | 222    | 224    | 228    | 232    | 224    | 218    | 170    | 85     | 48     | 29     |       |       |       |       |
| Thu.                    | 02/29/24 |        |       |       |       |       | 3     | 7     | 67     | 147    | 216    | 226    | 230    | 235    | 235    | 224    | 219    | 165    | 89     | 42     | 23     | 14    | 8     | 2     |       |
| Thu.                    | 02/01/24 |        |       |       |       |       | 2     | 5     | 59     | 144    | 203    | 219    | 224    | 224    | 234    | 235    | 227    | 179    | 88     | 50     | 31     | 23    | 13    | 8     | 4     |
| Fri.                    | 02/02/24 |        |       |       |       |       | 2     | 5     | 57     | 129    | 178    | 193    | 199    | 201    | 204    | 197    | 194    | 194    | 154    | 114    | 103    | 88    | 76    | 59    | 51    |
| Sat.                    | 02/03/24 | 42     | 40    | 40    | 40    | 40    | 41    | 42    | 45     | 57     | 67     | 77     | 83     | 88     | 88     | 85     | 88     | 78     | 69     | 64     | 58     | 53    | 48    | 33    | 20    |
| Sun.                    | 02/04/24 | 18     | 11    | 10    | 10    | 10    | 10    | 10    | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10    | 10    | 10    | 10    |
| Mon.                    | 02/05/24 | 10     | 10    | 10    | 10    | 10    | 12    | 15    | 74     | 162    | 218    | 225    | 232    | 230    | 238    | 240    | 231    | 179    | 80     | 41     | 26     | 22    | 14    | 8     | 4     |
| Tue.                    | 02/06/24 | 2      | 2     | 2     | 2     | 2     | 2     | 6     | 64     | 157    | 213    | 231    | 233    | 230    | 237    | 237    | 224    | 168    | 82     | 42     | 25     | 13    | 5     |       |       |
| Wed.                    | 02/07/24 |        |       |       |       |       | 3     | 7     | 61     | 156    | 210    | 233    | 229    | 224    | 230    | 229    | 215    | 160    | 84     | 48     | 28     | 13    | 3     |       |       |
| Thu.                    | 02/08/24 |        |       |       |       |       | 3     | 6     | 60     | 145    | 207    | 223    | 228    | 233    | 231    | 227    | 218    | 170    | 75     | 44     | 29     | 20    | 8     | 2     |       |
| Fri.                    | 02/09/24 |        |       | 1     |       | 1     | 2     | 5     | 65     | 131    | 175    | 186    | 197    | 196    | 195    | 189    | 173    | 123    | 61     | 29     | 24     | 13    | 3     |       |       |
| Sat.                    | 02/10/24 |        |       |       |       |       |       |       | 2      | 14     | 30     | 39     | 52     | 52     | 52     | 52     | 49     | 42     | 32     | 24     | 19     | 14    | 7     |       |       |
| Sun.                    | 02/11/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Mon.                    | 02/12/24 |        |       |       |       |       | 2     | 8     | 69     | 148    | 204    | 226    | 227    | 223    | 227    | 229    | 214    | 168    | 75     | 36     | 22     | 14    | 11    | 5     |       |
| Tue.                    | 02/13/24 |        |       |       |       |       | 2     | 5     | 65     | 153    | 216    | 223    | 227    | 232    | 237    | 232    | 210    | 159    | 89     | 48     | 26     | 15    | 8     |       |       |
| Wed.                    | 02/14/24 |        |       |       |       |       | 4     | 9     | 65     | 159    | 218    | 235    | 239    | 243    | 248    | 241    | 232    | 164    | 81     | 39     | 17     |       |       |       |       |
| Thu.                    | 02/15/24 |        |       |       |       |       | 3     | 4     | 62     | 143    | 202    | 218    | 226    | 221    | 224    | 221    | 219    | 170    | 97     | 60     | 29     | 15    | 6     |       |       |
| Fri.                    | 02/16/24 |        |       |       |       |       | 3     | 9     | 56     | 129    | 185    | 197    | 203    | 204    | 201    | 196    | 181    | 141    | 63     | 30     | 17     |       |       |       |       |
| Sat.                    | 02/17/24 |        |       |       |       |       |       |       | 2      | 11     | 31     | 50     | 62     | 66     | 69     | 61     | 54     | 48     | 35     | 27     | 24     | 21    | 6     | 1     |       |
| Sun.                    | 02/18/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Mon.                    | 02/19/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Tue.                    | 02/20/24 |        |       |       |       |       | 1     | 3     | 53     | 143    | 192    | 204    | 212    | 212    | 217    | 218    | 204    | 165    | 89     | 48     | 29     | 16    | 12    | 9     | 3     |
| Wed.                    | 02/21/24 |        |       |       |       |       | 3     | 5     | 65     | 147    | 199    | 211    | 216    | 222    | 227    | 229    | 224    | 177    | 91     | 47     | 26     | 15    | 8     | 3     |       |
| Thu.                    | 02/22/24 |        |       |       |       |       | 2     | 7     | 65     | 140    | 194    | 211    | 217    | 222    | 221    | 221    | 211    | 159    | 84     | 40     | 29     | 18    | 11    |       |       |
| Fri.                    | 02/23/24 |        |       |       |       |       | 1     | 4     | 65     | 130    | 180    | 194    | 205    | 200    | 203    | 197    | 193    | 148    | 79     | 48     | 30     | 26    | 22    | 8     | 3     |
| Sat.                    | 02/24/24 |        |       |       |       |       | 1     | 1     | 4      | 21     | 38     | 52     | 60     | 60     | 62     | 58     | 52     | 42     | 37     | 24     | 21     | 14    | 9     |       |       |
| Sun.                    | 02/25/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |
| Mon.                    | 02/26/24 |        |       |       |       |       | 2     | 5     | 66     | 147    | 204    | 218    | 226    | 221    | 232    | 237    | 225    | 161    | 82     | 40     | 18     | 4     | 3     |       |       |
| Tue.                    | 02/27/24 |        |       |       |       |       | 2     | 4     | 69     | 141    | 210    | 228    | 228    | 223    | 227    | 218    | 211    | 162    | 80     | 41     | 23     | 11    | 5     |       |       |
| Wed.                    | 02/28/24 |        |       |       |       |       | 2     | 4     | 68     | 151    | 206    | 222    | 224    | 228    | 232    | 224    | 218    | 170    | 85     | 48     | 29     |       |       |       |       |
| Thu.                    | 02/29/24 |        |       |       |       |       | 3     | 7     | 67     | 147    | 216    | 226    | 230    | 235    | 235    | 224    | 219    | 165    | 89     | 42     | 23     | 14    | 8     | 2     |       |
| Pct Total Occupancy     |          | 1.14%  | 0.99% | 0.99% | 0.99% | 0.99% | 1.70% | 2.78% | 21.12% | 47.58% | 66.38% | 71.82% | 74.00% | 74.17% | 75.45% | 74.28% | 70.95% | 55.27% | 29.84% | 17.11% | 11.30% | 7.13% | 4.67% | 2.34% | 1.50% |
| Avg Transient Occupancy |          | 2      | 2     | 2     | 2     | 2     | 4     | 6     | 46     | 104    | 145    | 157    | 162    | 162    | 165    | 162    | 155    | 121    | 65     | 37     | 25     | 16    | 10    | 5     | 3     |
| Avg. Monthly Occupancy  |          | 2      | 2     | 2     | 2     | 2     | 4     | 6     | 46     | 104    | 145    | 157    | 162    | 162    | 165    | 162    | 155    | 121    | 65     | 37     | 25     | 16    | 10    | 5     | 3     |
|                         |          | 29.77% |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |       |

| Pierce | Date     | 1  | 2  | 3  | 4  | 5  | 6  | 7   | 8   | 9   | 10  | 11  | 12  | 13  | 14  | 15  | 16  | 17  | 18  | 19  | 20  | 21  | 22  | 23  | 24  |
|--------|----------|----|----|----|----|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Thu.   | 02/01/24 | 9  | 9  | 9  | 9  | 13 | 25 | 46  | 94  | 228 | 292 | 317 | 328 | 337 | 342 | 336 | 306 | 231 | 128 | 84  | 65  | 46  | 36  | 21  | 8   |
| Fri.   | 02/02/24 | 7  | 6  | 5  | 4  | 7  | 23 | 41  | 93  | 190 | 243 | 277 | 281 | 283 | 281 | 272 | 271 | 271 | 206 | 170 | 159 | 149 | 136 | 130 | 106 |
| Sat.   | 02/03/24 | 92 | 87 | 85 | 84 | 85 | 95 | 100 | 115 | 147 | 163 | 178 | 186 | 187 | 193 | 198 | 198 | 185 | 158 | 155 | 161 | 156 | 149 | 119 | 74  |
| Sun.   | 02/04/24 | 42 | 11 | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   |
| Mon.   | 02/05/24 | 5  | 5  | 5  | 5  | 5  | 12 | 30  | 86  | 203 | 260 | 281 | 283 | 281 | 288 | 284 | 248 | 180 | 79  | 40  | 27  | 25  | 15  | 15  | 4   |
| Tue.   | 02/06/24 |    |    |    |    | 1  | 9  | 29  | 84  | 208 | 280 | 304 | 314 | 310 | 307 | 301 | 273 | 206 | 112 | 64  | 40  | 28  | 13  | 2   |     |
| Wed.   | 02/07/24 | 1  |    |    |    | 1  | 15 | 34  | 88  | 206 | 281 | 315 | 325 | 323 | 325 | 317 | 286 | 208 | 111 | 70  | 49  | 29  | 20  | 8   |     |
| Thu.   | 02/08/24 |    |    |    |    | 1  | 5  | 22  | 73  | 205 | 261 | 287 | 294 | 306 | 314 | 312 | 284 | 223 | 123 | 84  | 72  | 45  | 28  | 11  |     |
| Fri.   | 02/09/24 | 1  |    |    |    | 1  | 4  | 26  | 76  | 178 | 237 | 259 | 262 | 260 | 263 | 255 | 236 | 169 | 88  | 56  | 44  | 41  | 38  | 27  | 4   |
| Sat.   | 02/10/24 |    |    |    |    | 1  | 11 | 25  | 42  | 72  | 91  | 103 | 109 | 110 | 110 | 110 | 100 | 91  | 69  | 57  | 50  | 49  | 52  | 43  | 22  |
| Sun.   | 02/11/24 |    |    |    |    |    |    |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| Mon.   | 02/12/24 |    |    |    |    |    | 10 | 31  | 82  | 188 | 249 | 272 | 274 | 277 | 276 | 259 | 238 | 167 | 84  | 47  | 36  | 23  | 22  | 15  |     |
| Tue.   | 02/13/24 |    |    |    |    | 4  | 11 | 36  | 86  | 233 | 303 | 329 | 329 | 327 | 321 | 322 | 299 | 229 | 118 | 70  | 54  | 35  | 29  | 10  |     |
| Wed.   | 02/14/24 |    |    |    |    | 5  | 11 | 34  | 87  | 203 | 263 | 293 | 317 | 314 | 322 | 312 | 295 | 219 | 114 | 76  | 52  | 42  | 33  | 22  |     |
| Thu.   | 02/15/24 |    |    |    |    | 1  | 9  | 21  | 79  | 183 | 250 | 274 | 295 | 303 | 307 | 305 | 289 | 218 | 132 | 79  | 53  | 33  | 15  | 8   |     |
| Fri.   | 02/16/24 |    |    |    |    | 1  | 6  | 25  | 72  | 178 | 228 | 250 | 259 | 251 | 251 | 251 | 241 | 179 | 96  | 65  | 54  | 49  | 39  | 28  |     |
| Sat.   | 02/17/24 |    |    |    |    | 1  | 11 | 18  | 35  | 71  | 88  | 102 | 108 | 109 | 112 | 110 | 111 | 89  | 65  | 69  | 69  | 76  | 66  | 44  | 28  |
| Sun.   | 02/18/24 |    |    |    |    |    |    |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| Mon.   | 02/19/24 |    |    |    |    |    |    |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| Tue.   | 02/20/24 |    |    |    |    |    | 7  | 28  | 78  | 186 | 260 | 282 | 282 | 278 | 283 | 284 | 252 | 191 | 88  | 50  | 29  | 19  | 17  | 13  | 2   |
| Wed.   | 02/21/24 |    |    | 1  | 1  | 2  | 13 | 26  | 83  | 188 | 245 | 267 | 281 | 285 | 293 | 287 | 272 | 204 | 109 | 64  | 42  | 25  | 13  | 6   |     |
| Thu.   | 02/22/24 |    |    |    |    | 2  | 12 | 28  | 83  | 192 | 254 | 277 | 292 | 300 | 296 | 286 | 270 | 211 | 122 | 77  | 53  | 33  | 27  | 11  |     |
| Fri.   | 02/23/24 |    |    |    |    | 1  | 8  | 31  | 72  | 163 | 217 | 244 | 258 | 264 | 258 | 257 | 244 | 192 | 110 | 72  | 60  | 42  | 37  | 28  | 16  |
| Sat.   | 02/24/24 | 6  | 1  |    |    | 1  | 10 | 24  | 42  | 80  | 95  | 104 | 114 | 117 | 121 | 133 | 141 | 126 | 109 | 98  | 95  | 100 | 100 | 94  | 61  |
| Sun.   | 02/25/24 | 34 | 9  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   |
| Mon.   | 02/26/24 | 4  | 4  | 4  | 4  |    | 14 | 33  | 80  | 197 | 260 | 271 | 275 | 268 | 272 | 272 | 249 | 179 | 100 | 55  | 39  | 28  | 22  | 7   |     |
| Tue.   | 02/27/24 |    |    |    |    | 4  | 13 | 32  | 97  | 229 | 296 | 320 | 316 | 310 | 308 | 265 | 208 | 113 | 64  | 52  | 33  | 26  | 16  | 3   |     |
| Wed.   | 02/28/24 | 2  |    |    |    | 3  | 7  | 23  | 74  | 196 | 263 | 288 | 294 | 299 | 293 | 300 | 291 | 228 | 123 | 76  | 47  | 23  | 12  | 1   |     |
| Thu.   | 02/29/24 |    |    |    |    | 9  | 29 | 78  | 195 | 256 | 286 | 303 | 311 | 313 | 307 | 291 | 231 | 127 | 79  | 50  | 33  | 21  | 6   |     |     |
| Fri.   | 02/01/24 | 9  | 9  | 9  | 9  | 13 | 25 | 46  | 94  | 228 | 292 | 317 | 328 | 337 | 342 | 336 | 306 | 231 | 128 | 84  | 65  | 46  | 36  | 21  | 8   |
| Fri.   | 02/02/24 | 7  | 6  | 5  | 4  | 7  | 23 | 41  | 93  | 190 | 243 | 277 | 281 | 283 | 281 | 272 | 271 | 271 | 206 | 170 | 159 | 149 | 136 | 130 | 106 |
| Sat.   | 02/03/24 | 92 | 87 | 85 | 84 | 85 | 95 | 100 | 115 | 147 | 163 | 178 | 186 | 187 | 193 | 198 | 198 | 185 | 158 | 155 | 161 | 156 | 149 | 119 | 74  |
| Sun.   | 02/04/24 | 42 | 11 | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   |
| Mon.   | 02/05/24 | 5  | 5  | 5  | 5  | 5  | 12 | 30  | 86  | 203 | 260 | 281 | 283 | 281 | 288 | 284 | 248 | 180 | 79  | 40  | 27  | 25  | 15  | 15  | 4   |
| Tue.   | 02/06/24 |    |    |    |    | 1  | 9  | 29  | 84  | 208 | 280 | 304 | 314 | 310 | 307 | 301 | 273 | 206 | 112 | 64  | 40  | 28  | 13  | 2   |     |
| Wed.   | 02/07/24 | 1  |    |    |    | 1  | 15 | 34  | 88  | 206 | 281 | 315 | 325 | 323 | 325 | 317 | 286 | 208 | 111 | 70  | 49  | 29  | 20  | 8   |     |
| Thu.   | 02/08/24 |    |    |    |    | 1  | 5  | 22  | 73  | 205 | 261 | 287 | 294 | 306 | 314 | 312 | 284 | 223 | 123 | 84  | 72  | 45  | 28  | 11  |     |
| Fri.   | 02/09/24 | 1  |    |    |    | 1  | 4  | 26  | 76  | 178 | 237 | 259 | 262 | 260 | 263 | 255 | 236 | 169 | 88  | 56  | 44  | 41  | 38  | 27  | 4   |



|                         |          |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |
|-------------------------|----------|--------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|
| Sat.                    | 02/10/24 |        |       |       |       | 1     | 11    | 25    | 42     | 72     | 91     | 103    | 109    | 110    | 110    | 110    | 100    | 91     | 69     | 57     | 50     | 49     | 52    | 43    | 22    |
| Sun.                    | 02/11/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |
| Mon.                    | 02/12/24 |        |       |       |       |       | 10    | 31    | 82     | 188    | 249    | 272    | 274    | 277    | 276    | 259    | 238    | 167    | 84     | 47     | 36     | 23     | 22    | 15    |       |
| Tue.                    | 02/13/24 |        |       |       |       | 4     | 11    | 36    | 86     | 233    | 303    | 329    | 329    | 327    | 321    | 322    | 299    | 229    | 118    | 70     | 54     | 35     | 29    | 10    |       |
| Wed.                    | 02/14/24 |        |       |       |       | 5     | 11    | 34    | 87     | 203    | 263    | 293    | 317    | 314    | 322    | 312    | 295    | 217    | 114    | 76     | 52     | 42     | 33    | 22    |       |
| Thu.                    | 02/15/24 |        |       |       |       | 1     | 9     | 21    | 79     | 183    | 250    | 274    | 295    | 303    | 307    | 305    | 289    | 218    | 132    | 79     | 53     | 33     | 15    | 8     |       |
| Fri.                    | 02/16/24 |        |       |       |       | 1     | 6     | 25    | 72     | 178    | 228    | 250    | 259    | 251    | 251    | 251    | 241    | 179    | 96     | 65     | 54     | 49     | 39    | 28    |       |
| Sat.                    | 02/17/24 |        |       |       |       | 1     | 11    | 18    | 35     | 71     | 88     | 102    | 108    | 109    | 112    | 110    | 111    | 89     | 65     | 69     | 69     | 76     | 66    | 44    | 28    |
| Sun.                    | 02/18/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |
| Mon.                    | 02/19/24 |        |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |
| Tue.                    | 02/20/24 |        |       |       |       |       | 7     | 28    | 78     | 186    | 260    | 282    | 282    | 278    | 283    | 284    | 252    | 191    | 88     | 50     | 29     | 19     | 17    | 13    | 2     |
| Wed.                    | 02/21/24 |        |       | 1     | 1     | 2     | 13    | 26    | 83     | 188    | 245    | 267    | 281    | 285    | 293    | 287    | 272    | 204    | 109    | 64     | 42     | 25     | 13    | 6     |       |
| Thu.                    | 02/22/24 |        |       |       |       | 2     | 12    | 28    | 83     | 192    | 254    | 277    | 292    | 300    | 296    | 286    | 270    | 211    | 122    | 77     | 53     | 33     | 27    | 11    |       |
| Fri.                    | 02/23/24 |        |       |       |       | 1     | 8     | 31    | 72     | 163    | 217    | 244    | 258    | 264    | 258    | 257    | 244    | 192    | 110    | 72     | 60     | 42     | 37    | 28    | 16    |
| Sat.                    | 02/24/24 | 6      | 1     |       |       | 1     | 10    | 24    | 42     | 80     | 95     | 104    | 114    | 117    | 121    | 133    | 141    | 126    | 109    | 98     | 95     | 100    | 100   | 94    | 61    |
| Sun.                    | 02/25/24 | 34     | 9     | 4     | 4     | 4     | 4     | 4     | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4      | 4     | 4     | 4     |
| Mon.                    | 02/26/24 | 4      | 4     | 4     | 4     | 4     | 4     | 14    | 33     | 80     | 197    | 260    | 271    | 275    | 268    | 272    | 249    | 179    | 100    | 55     | 39     | 28     | 22    | 7     |       |
| Tue.                    | 02/27/24 |        |       |       |       | 4     | 13    | 32    | 97     | 229    | 296    | 320    | 316    | 310    | 310    | 308    | 265    | 208    | 113    | 64     | 52     | 33     | 26    | 16    | 3     |
| Wed.                    | 02/28/24 | 2      |       |       |       | 3     | 7     | 23    | 74     | 196    | 263    | 288    | 294    | 299    | 293    | 300    | 291    | 228    | 123    | 76     | 47     | 23     | 12    | 1     |       |
| Thu.                    | 02/29/24 |        |       |       |       | 9     | 29    | 78    | 78     | 195    | 256    | 286    | 303    | 311    | 315    | 307    | 291    | 231    | 127    | 79     | 50     | 33     | 21    | 6     |       |
| Pct Total Occupancy     |          | 1.98%  | 1.29% | 1.15% | 1.13% | 1.49% | 3.51% | 7.63% | 18.44% | 42.28% | 55.13% | 60.46% | 62.40% | 62.70% | 63.12% | 62.39% | 58.21% | 45.35% | 26.31% | 17.88% | 14.27% | 11.44% | 9.52% | 6.78% | 3.29% |
| Avg Transient Occupancy |          | 7      | 5     | 4     | 4     | 5     | 12    | 27    | 65     | 149    | 195    | 213    | 220    | 221    | 223    | 220    | 205    | 160    | 93     | 63     | 50     | 40     | 34    | 24    | 12    |
| Avg. Monthly Occupancy  |          | 7      | 5     | 4     | 4     | 5     | 12    | 27    | 65     | 149    | 195    | 213    | 220    | 221    | 223    | 220    | 205    | 160    | 93     | 63     | 50     | 40     | 34    | 24    | 12    |
|                         |          | 26.59% |       |       |       |       |       |       |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |       |       |

|           |  |
|-----------|--|
| Transient |  |
| Monthly   |  |

Pct Total Occupancy = ((sum of transient + sum of monthly)/number of spaces in the garage)/Number of Days  
Avg Transient Occupancy = sum of transient/number of days  
Avg Monthly Occupancy = sum of monthly/number of days  
Sundays are excluded because parking is free on Sunday's  
Monday, May 29th was Memorial Day and free parking is offered on holidays

Note: Make sure all cells for Pct Total Occupancy are set to Percentage with 2 decimal places. And for Avg Monthly/Transient Occupancy all cells are set to number with 0 decimal places.

|                       |     |
|-----------------------|-----|
| Number of Space Table |     |
| Chester               | 880 |
| Old Woodward          | 745 |
| Park                  | 810 |
| Peabody               | 437 |
| Pierce                | 706 |

Transients/Monthly occupancy by counters

Chester

| Date                    | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Mon. 02/26/24           | 9      | 9      | 9      | 9      | 9      | 9      | 3      | 6      | 30     | 50     | 59     | 66     | 65     | 68     | 59     | 68     | 52     | 45     | 42     | 37     | 21     | 12     | 10     | 10     |
| Tue. 02/27/24           | 10     | 9      | 9      | 9      | 9      | 15     | 9      | 13     | 27     | 55     | 65     | 79     | 80     | 74     | 72     | 65     | 57     | 62     | 69     | 58     | 41     | 16     | 12     | 10     |
| Wed. 02/28/24           | 10     | 10     | 10     | 10     | 10     | 10     | 6      | 15     | 45     | 89     | 112    | 122    | 112    | 104    | 96     | 90     | 73     | 39     | 40     | 41     | 33     | 21     | 19     | 16     |
| Thu. 02/29/24           | 16     | 16     | 16     | 16     | 16     | 16     | 15     | 20     | 50     | 84     | 110    | 111    | 108    | 108    | 94     | 87     | 65     | 58     | 47     | 34     | 23     | 16     | 14     | 14     |
| Fri. 03/01/24           | 14     | 14     | 14     | 14     | 14     | 14     | 14     | 13     | 25     | 46     | 53     | 59     | 65     | 61     | 59     | 58     | 38     | 29     | 28     | 24     | 17     | 12     | 9      | 9      |
| Sat. 03/02/24           | 9      | 9      | 9      | 9      | 9      | 9      | 10     | 13     | 18     | 30     | 42     | 49     | 49     | 45     | 47     | 51     | 65     | 41     | 34     | 21     | 18     | 16     | 16     | 16     |
| Mon. 02/26/24           | 171    | 171    | 171    | 171    | 171    | 173    | 191    | 222    | 321    | 381    | 368    | 402    | 402    | 368    | 388    | 367    | 321    | 249    | 212    | 195    | 184    | 174    | 171    | 170    |
| Tue. 02/27/24           | 170    | 170    | 170    | 170    | 170    | 170    | 186    | 219    | 375    | 501    | 544    | 535    | 540    | 525    | 506    | 456    | 369    | 254    | 218    | 196    | 189    | 177    | 171    | 168    |
| Wed. 02/28/24           | 166    | 166    | 166    | 166    | 166    | 166    | 170    | 181    | 209    | 342    | 518    | 550    | 556    | 558    | 544    | 511    | 467    | 388    | 263    | 216    | 200    | 188    | 176    | 170    |
| Thu. 02/29/24           | 168    | 168    | 168    | 168    | 168    | 172    | 187    | 216    | 343    | 445    | 478    | 491    | 497    | 492    | 470    | 420    | 369    | 273    | 230    | 200    | 192    | 180    | 174    | 170    |
| Fri. 03/01/24           | 167    | 167    | 167    | 167    | 167    | 170    | 187    | 202    | 381    | 343    | 365    | 376    | 364    | 349    | 342    | 315    | 274    | 226    | 202    | 189    | 185    | 182    | 177    | 169    |
| Sat. 03/02/24           | 166    | 165    | 165    | 165    | 166    | 168    | 170    | 176    | 191    | 217    | 227    | 236    | 242    | 239    | 236    | 227    | 223    | 206    | 197    | 190    | 184    | 183    | 186    | 177    |
| Pct Total Occupancy     | 20.38% | 20.34% | 20.34% | 20.34% | 20.34% | 20.83% | 21.86% | 25.13% | 38.79% | 52.25% | 56.88% | 58.37% | 58.56% | 56.95% | 54.55% | 50.59% | 43.07% | 33.05% | 26.07% | 26.23% | 24.26% | 22.25% | 21.36% | 20.74% |
| Avg Transient Occupancy | 11     | 11     | 11     | 11     | 11     | 12     | 10     | 14     | 33     | 59     | 74     | 81     | 82     | 77     | 71     | 70     | 57     | 46     | 43     | 36     | 27     | 17     | 14     | 13     |
| Avg. Monthly Occupancy  | 168    | 168    | 168    | 168    | 168    | 171    | 184    | 207    | 309    | 401    | 427    | 433    | 434    | 425    | 409    | 375    | 322    | 245    | 213    | 195    | 187    | 179    | 174    | 170    |

Old Woodward

| Date                    | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Mon. 02/26/24           | 101    | 101    | 101    | 101    | 101    | 101    | 95     | 93     | 148    | 226    | 234    | 240    | 231    | 231    | 230    | 213    | 205    | 140    | 127    | 121    | 109    | 99     | 99     | 98     |
| Tue. 02/27/24           | 97     | 97     | 95     | 95     | 95     | 95     | 73     | 88     | 126    | 165    | 180    | 176    | 177    | 184    | 187    | 165    | 169    | 170    | 188    | 176    | 143    | 135    | 123    | 111    |
| Wed. 02/28/24           | 109    | 106    | 105    | 103    | 103    | 104    | 77     | 97     | 172    | 250    | 258    | 257    | 255    | 250    | 246    | 245    | 238    | 204    | 210    | 182    | 158    | 122    | 106    | 102    |
| Thu. 02/29/24           | 102    | 100    | 99     | 99     | 99     | 101    | 102    | 64     | 118    | 169    | 186    | 184    | 190    | 203    | 193    | 182    | 186    | 176    | 174    | 160    | 117    | 109    | 107    | 106    |
| Fri. 03/01/24           | 103    | 96     | 86     | 85     | 85     | 86     | 86     | 45     | 80     | 98     | 103    | 117    | 115    | 126    | 128    | 115    | 182    | 222    | 221    | 207    | 188    | 143    | 120    | 115    |
| Sat. 03/02/24           | 105    | 77     | 76     | 73     | 72     | 71     | 71     | 73     | 73     | 127    | 152    | 177    | 177    | 154    | 160    | 171    | 203    | 216    | 217    | 211    | 198    | 168    | 173    | 186    |
| Mon. 02/26/24           | 3      | 1      | 1      | 1      | 1      | 2      | 13     | 111    | 260    | 347    | 360    | 362    | 362    | 363    | 346    | 305    | 197    | 57     | 23     | 20     | 14     | 8      | 2      | 2      |
| Tue. 02/27/24           | 1      | 10     | 98     | 339    | 357    | 358    | 362    | 358    | 345    | 317    | 221    | 78     | 39     | 27     | 19     | 11     | 7      | 5      | 1      | 1      | 1      | 1      | 1      | 1      |
| Wed. 02/28/24           | 4      | 3      | 3      | 3      | 3      | 3      | 4      | 18     | 100    | 247    | 345    | 363    | 369    | 370    | 365    | 351    | 322    | 222    | 97     | 57     | 37     | 24     | 14     | 11     |
| Thu. 02/29/24           | 6      | 4      | 3      | 3      | 3      | 3      | 5      | 10     | 95     | 209    | 270    | 290    | 291    | 290    | 287    | 274    | 235    | 160    | 66     | 32     | 21     | 1      | 1      | 1      |
| Fri. 03/01/24           | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      | 8      |
| Sat. 03/02/24           | 14.08% | 13.09% | 12.73% | 12.60% | 12.57% | 12.80% | 12.24% | 21.69% | 44.54% | 60.74% | 63.29% | 63.68% | 63.13% | 63.63% | 62.08% | 57.20% | 48.48% | 33.53% | 26.57% | 26.86% | 22.33% | 18.96% | 17.36% | 16.49% |
| Pct Total Occupancy     | 103    | 96     | 84     | 83     | 83     | 83     | 82     | 77     | 129    | 177    | 191    | 185    | 182    | 188    | 186    | 178    | 191    | 186    | 190    | 154    | 134    | 125    | 120    | 120    |
| Avg Transient Occupancy | 2      | 1      | 1      | 1      | 1      | 2      | 10     | 84     | 203    | 276    | 290    | 289    | 289    | 289    | 286    | 276    | 248    | 171    | 64     | 31     | 22     | 12     | 7      | 5      |
| Avg. Monthly Occupancy  | 2      | 1      | 1      | 1      | 1      | 2      | 10     | 84     | 203    | 276    | 290    | 289    | 289    | 289    | 286    | 276    | 248    | 171    | 64     | 31     | 22     | 12     | 7      | 5      |

Park

| Date                    | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24    |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Mon. 02/26/24           | 12    | 12    | 12    | 12    | 12    | 12    | 2     | 35     | 150    | 258    | 269    | 302    | 268    | 224    | 176    | 139    | 80     | 49     | 42     | 23     | 17     | 9      | 9      | 9     |
| Tue. 02/27/24           | 7     | 7     | 7     | 7     | 7     | 8     | 2     | 43     | 143    | 210    | 254    | 255    | 278    | 277    | 235    | 181    | 128    | 88     | 64     | 48     | 29     | 17     | 11     | 11    |
| Wed. 02/28/24           | 11    | 11    | 11    | 11    | 11    | 12    | 8     | 32     | 165    | 284    | 305    | 337    | 344    | 316    | 275    | 231    | 169    | 106    | 90     | 63     | 42     | 23     | 22     | 17    |
| Thu. 02/29/24           | 17    | 17    | 17    | 16    | 16    | 18    | 19    | 29     | 141    | 246    | 265    | 312    | 334    | 294    | 250    | 214    | 154    | 115    | 109    | 107    | 89     | 63     | 33     | 16    |
| Fri. 03/01/24           | 15    | 15    | 15    | 15    | 15    | 14    | 19    | 35     | 106    | 166    | 203    | 236    | 280    | 249    | 196    | 144    | 124    | 140    | 177    | 197    | 139    | 106    | 91     | 51    |
| Sat. 03/02/24           | 45    | 20    | 20    | 20    | 20    | 20    | 25    | 26     | 58     | 86     | 140    | 191    | 203    | 249    | 201    | 170    | 170    | 164    | 189    | 207    | 186    | 134    | 89     | 52    |
| Mon. 02/26/24           | 40    | 40    | 40    | 40    | 40    | 42    | 133   | 269    | 315    | 327    | 342    | 325    | 323    | 311    | 285    | 246    | 41     | 34     | 34     | 34     | 34     | 34     | 34     | 34    |
| Tue. 02/27/24           | 33    | 33    | 33    | 35    | 35    | 36    | 47    | 114    | 247    | 327    | 343    | 349    | 348    | 351    | 341    | 312    | 235    | 90     | 57     | 48     | 41     | 31     | 29     | 29    |
| Wed. 02/28/24           | 29    | 29    | 29    | 30    | 31    | 34    | 42    | 102    | 232    | 319    | 341    | 340    | 340    | 340    | 330    | 312    | 242    | 95     | 68     | 55     | 39     | 32     | 29     | 28    |
| Thu. 02/29/24           | 28    | 28    | 28    | 31    | 31    | 34    | 44    | 104    | 247    | 310    | 330    | 331    | 334    | 336    | 319    | 297    | 235    | 114    | 82     | 47     | 41     | 29     | 26     | 25    |
| Fri. 03/01/24           | 25    | 25    | 25    | 26    | 28    | 30    | 40    | 107    | 214    | 269    | 285    | 287    | 283    | 281    | 268    | 240    | 186    | 85     | 51     | 42     | 37     | 25     | 23     | 22    |
| Sat. 03/02/24           | 22    | 21    | 21    | 24    | 24    | 26    | 27    | 31     | 51     | 70     | 79     | 81     | 84     | 84     | 85     | 68     | 47     | 37     | 34     | 35     | 30     | 23     | 19     | 18    |
| Pct Total Occupancy     | 5.84% | 5.31% | 5.31% | 5.49% | 5.58% | 5.68% | 6.87% | 16.09% | 41.42% | 58.85% | 64.61% | 66.15% | 66.15% | 71.75% | 69.30% | 62.45% | 54.12% | 42.80% | 34.81% | 28.64% | 19.61% | 15.96% | 11.72% | 8.66% |
| Avg Transient Occupancy | 18    | 14    | 14    | 14    | 14    | 14    | 13    | 34     | 127    | 208    | 239    | 257    | 255    | 276    | 230    | 186    | 147    | 116    | 113    | 86     | 62     | 44     | 26     | 26    |
| Avg. Monthly Occupancy  | 30    | 29    | 29    | 31    | 32    | 34    | 42    | 97     | 208    | 268    | 284    | 285    | 286    | 276    | 252    | 193    | 86     | 54     | 46     | 38     | 29     | 27     | 26     | 26    |

Peabody

|                         | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Mon. 02/26/24           | 45     | 45     | 45     | 45     | 45     | 60     | 146    | 200    | 250    | 266    | 274    | 269    | 258    | 238    | 229    | 215    | 186    | 158    | 129    | 109    | 77     | 62     | 61     |        |
| Tue. 02/27/24           | 59     | 58     | 58     | 58     | 62     | 76     | 81     | 159    | 202    | 239    | 261    | 271    | 268    | 267    | 260    | 253    | 221    | 222    | 204    | 166    | 112    | 81     | 63     | 60     |
| Wed. 02/28/24           | 58     | 58     | 58     | 58     | 60     | 73     | 73     | 124    | 197    | 241    | 269    | 270    | 265    | 257    | 262    | 265    | 225    | 231    | 231    | 201    | 148    | 111    | 92     | 83     |
| Thu. 02/29/24           | 82     | 84     | 83     | 82     | 85     | 98     | 116    | 135    | 209    | 275    | 286    | 281    | 276    | 273    | 279    | 282    | 248    | 226    | 215    | 202    | 165    | 132    | 90     | 71     |
| Fri. 03/01/24           | 70     | 70     | 70     | 70     | 72     | 76     | 89     | 80     | 108    | 140    | 167    | 158    | 160    | 167    | 150    | 164    | 177    | 177    | 187    | 208    | 189    | 133    | 100    | 63     |
| Sat. 03/02/24           | 38     | 36     | 36     | 35     | 34     | 37     | 35     | 46     | 73     | 111    | 152    | 179    | 171    | 186    | 172    | 188    | 217    | 230    | 221    | 239    | 235    | 194    | 154    | 118    |
| Mon. 02/26/24           |        |        |        |        |        | 2      | 5      | 66     | 147    | 204    | 218    | 226    | 221    | 232    | 237    | 225    | 161    | 82     | 40     | 18     | 4      | 3      |        |        |
| Tue. 02/27/24           |        |        |        |        |        | 2      | 4      | 69     | 141    | 210    | 228    | 228    | 223    | 227    | 218    | 211    | 162    | 80     | 41     | 23     | 11     | 5      |        |        |
| Wed. 02/28/24           |        |        |        |        |        | 2      | 4      | 68     | 151    | 206    | 222    | 224    | 228    | 232    | 224    | 218    | 170    | 85     | 48     | 29     | 13     | 6      |        |        |
| Thu. 02/29/24           |        |        |        |        |        | 3      | 7      | 67     | 147    | 216    | 226    | 230    | 235    | 235    | 224    | 219    | 165    | 89     | 42     | 33     | 14     | 8      |        |        |
| Fri. 03/01/24           |        |        |        |        |        | 2      | 5      | 66     | 140    | 196    | 203    | 214    | 210    | 208    | 194    | 189    | 148    | 82     | 42     | 30     | 23     | 14     | 2      |        |
| Sat. 03/02/24           |        |        |        |        |        | 1      | 1      | 2      | 16     | 29     | 47     | 60     | 59     | 52     | 54     | 51     | 45     | 36     | 26     | 21     | 14     | 13     |        |        |
| Pct Total Occupancy     | 13.42% | 13.39% | 13.35% | 13.27% | 13.65% | 16.48% | 18.54% | 38.06% | 66.12% | 87.99% | 97.00% | 98.12% | 99.30% | 98.93% | 95.80% | 95.12% | 82.15% | 65.85% | 55.49% | 46.18% | 39.05% | 26.41% | 21.55% | 17.39% |
| Avg Transient Occupancy | 59     | 59     | 58     | 58     | 60     | 70     | 77     | 110    | 165    | 209    | 234    | 239    | 238    | 235    | 227    | 230    | 217    | 212    | 203    | 191    | 160    | 121    | 94     | 76     |
| Avg. Monthly Occupancy  | 0      | 0      | 0      | 0      | 0      | 2      | 4      | 56     | 124    | 175    | 191    | 197    | 196    | 198    | 192    | 186    | 142    | 76     | 40     | 24     | 11     | 7      | 1      | 0      |

Transients/Monthly occupancy by counters

Chester

| Date                    | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |        |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Mon. 03/04/24           | 4      | 4      | 4      | 4      | 4      | 5      | 1      | 7      | 24     | 47     | 57     | 63     | 55     | 66     | 64     | 68     | 59     | 47     | 45     | 35     | 19     | 7      | 5      | 5      |        |
| Tue. 03/05/24           | 5      | 5      | 5      | 5      | 5      | 6      |        | 9      | 30     | 54     | 70     | 78     | 91     | 87     | 77     | 75     | 64     | 48     | 39     | 30     | 16     | 8      | 4      | 3      |        |
| Wed. 03/06/24           | 3      | 3      | 3      | 3      | 3      | 3      | 3      | 12     | 55     | 102    | 118    | 130    | 124    | 120    | 114    | 94     | 73     | 54     | 45     | 33     | 21     | 9      | 6      | 6      |        |
| Thu. 03/07/24           | 6      | 6      | 6      | 6      | 7      | 7      | 8      | 9      | 31     | 50     | 72     | 80     | 87     | 86     | 73     | 66     | 62     | 54     | 41     | 34     | 17     | 11     | 11     | 9      |        |
| Fri. 03/08/24           | 7      | 7      | 7      | 7      | 7      | 7      | 9      | 8      | 10     | 24     | 43     | 50     | 56     | 64     | 71     | 64     | 60     | 45     | 31     | 26     | 20     | 17     | 13     | 10     | 8      |
| Sat. 03/09/24           | 6      | 6      | 6      | 6      | 6      | 7      | 8      | 11     | 16     | 29     | 37     | 40     | 49     | 46     | 42     | 49     | 44     | 30     | 24     | 21     | 16     | 13     | 13     | 10     |        |
| Mon. 03/04/24           | 168    | 168    | 168    | 168    | 168    | 170    | 166    | 215    | 290    | 369    | 395    | 408    | 394    | 394    | 399    | 385    | 350    | 302    | 232    | 210    | 189    | 178    | 170    | 164    | 161    |
| Tue. 03/05/24           | 161    | 161    | 161    | 161    | 162    | 166    | 181    | 218    | 366    | 493    | 531    | 539    | 544    | 536    | 503    | 458    | 346    | 238    | 205    | 190    | 181    | 167    | 159    | 157    |        |
| Wed. 03/06/24           | 157    | 157    | 157    | 157    | 158    | 161    | 176    | 206    | 351    | 509    | 553    | 571    | 575    | 579    | 548    | 503    | 409    | 280    | 222    | 190    | 179    | 164    | 154    | 151    |        |
| Thu. 03/07/24           | 151    | 151    | 151    | 151    | 152    | 156    | 167    | 193    | 325    | 448    | 480    | 502    | 495    | 489    | 460    | 423    | 363    | 254    | 216    | 194    | 187    | 171    | 165    | 157    |        |
| Fri. 03/08/24           | 155    | 152    | 152    | 152    | 153    | 156    | 171    | 186    | 253    | 314    | 334    | 341    | 345    | 337    | 315    | 294    | 252    | 199    | 180    | 170    | 171    | 168    | 164    | 158    |        |
| Sat. 03/09/24           | 154    | 154    | 153    | 153    | 153    | 155    | 157    | 162    | 179    | 186    | 213    | 217    | 220    | 217    | 216    | 212    | 186    | 174    | 165    | 164    | 163    | 161    | 154    | 154    |        |
| Pct Total Occupancy     | 18.50% | 18.46% | 18.43% | 18.43% | 18.43% | 18.52% | 18.95% | 20.15% | 23.46% | 36.82% | 50.30% | 55.30% | 57.29% | 57.63% | 57.44% | 54.38% | 50.23% | 42.06% | 31.31% | 27.03% | 24.07% | 22.06% | 20.15% | 19.24% | 18.54% |
| Avg Transient Occupancy | 5      | 5      | 5      | 5      | 5      | 6      | 4      | 10     | 30     | 54     | 67     | 75     | 78     | 79     | 74     | 69     | 58     | 44     | 37     | 29     | 18     | 10     | 8      | 7      |        |
| Avg. Monthly Occupancy  | 158    | 157    | 157    | 157    | 158    | 161    | 173    | 197    | 294    | 389    | 419    | 430    | 429    | 426    | 405    | 373    | 312    | 232    | 201    | 183    | 177    | 167    | 161    | 156    |        |

Old Woodward

| Date                    | 1      | 2     | 3     | 4     | 5     | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |
|-------------------------|--------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Mon. 03/04/24           | 102    | 102   | 102   | 102   | 102   | 102   | 72    | 87     | 141    | 224    | 228    | 232    | 236    | 234    | 232    | 215    | 202    | 158    | 146    | 133    | 118    | 103    | 95     | 91     |
| Tue. 03/05/24           | 89     | 85    | 85    | 85    | 83    | 83    | 57    | 76     | 115    | 155    | 159    | 163    | 160    | 171    | 164    | 145    | 158    | 140    | 149    | 126    | 120    | 99     | 87     | 82     |
| Wed. 03/06/24           | 82     | 82    | 81    | 81    | 81    | 81    | 84    | 51     | 123    | 187    | 205    | 219    | 226    | 209    | 204    | 194    | 198    | 156    | 163    | 133    | 111    | 84     | 83     | 74     |
| Thu. 03/07/24           | 66     | 65    | 65    | 65    | 65    | 65    | 68    | 44     | 100    | 149    | 169    | 177    | 180    | 192    | 184    | 183    | 158    | 151    | 136    | 120    | 104    | 88     | 76     | 67     |
| Fri. 03/08/24           | 65     | 59    | 55    | 54    | 53    | 53    | 17    | 8      | 40     | 62     | 71     | 81     | 91     | 98     | 93     | 82     | 108    | 136    | 149    | 143    | 138    | 117    | 97     | 74     |
| Sat. 03/09/24           | 61     | 47    | 33    | 31    | 31    | 31    | 29    | 33     | 43     | 62     | 86     | 82     | 86     | 86     | 86     | 107    | 116    | 148    | 160    | 164    | 158    | 154    | 146    | 147    |
| Mon. 03/04/24           | 1      |       |       |       |       | 1     | 84    | 206    | 311    | 325    | 318    | 308    | 310    | 291    | 255    | 1      | 172    | 95     | 13     | 10     | 9      | 4      | 1      |        |
| Tue. 03/05/24           |        |       |       |       |       | 2     | 11    | 110    | 247    | 344    | 349    | 348    | 346    | 343    | 323    | 288    | 204    | 75     | 22     | 14     | 10     | 5      | 1      | 1      |
| Wed. 03/06/24           |        |       |       | 1     |       | 1     | 8     | 94     | 256    | 357    | 370    | 368    | 361    | 364    | 361    | 322    | 234    | 89     | 35     | 21     | 13     | 3      |        |        |
| Thu. 03/07/24           |        |       |       |       | 1     |       | 10    | 99     | 243    | 334    | 363    | 347    | 343    | 348    | 329    | 296    | 214    | 75     | 37     | 27     | 22     | 9      | 6      |        |
| Fri. 03/08/24           |        |       |       | 1     |       |       | 14    | 84     | 214    | 264    | 279    | 272    | 269    | 266    | 270    | 239    | 199    | 66     | 34     | 21     |        |        |        |        |
| Sat. 03/09/24           | 1      |       |       |       |       | 1     | 8     | 29     | 41     | 49     | 52     | 52     | 50     | 53     | 55     | 43     | 26     | 14     |        |        |        |        |        |        |
| Pct Total Occupancy     | 10.42% | 9.84% | 9.42% | 9.42% | 9.28% | 9.42% | 7.85% | 17.40% | 40.30% | 56.62% | 58.69% | 59.40% | 60.04% | 59.73% | 58.14% | 52.82% | 43.98% | 28.57% | 24.34% | 21.57% | 18.41% | 14.90% | 13.24% | 11.99% |
| Avg Transient Occupancy | 78     | 73    | 70    | 70    | 69    | 69    | 50    | 102    | 148    | 149    | 159    | 168    | 165    | 162    | 151    | 157    | 148    | 156    | 143    | 128    | 108    | 97     | 89     |        |
| Avg. Monthly Occupancy  | 0      | 0     | 0     | 0     | 0     | 1     | 9     | 80     | 199    | 274    | 288    | 284    | 280    | 280    | 271    | 243    | 171    | 65     | 26     | 18     | 9      | 4      | 1      | 0      |

Park

| Date                    | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22    | 23    | 24    |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|
| Mon. 03/04/24           | 22    | 22    | 22    | 22    | 22    | 23    | 20    | 46     | 133    | 269    | 289    | 318    | 313    | 282    | 238    | 200    | 136    | 83     | 71     | 55     | 46     | 39    | 28    | 21    |
| Tue. 03/05/24           | 20    | 19    | 19    | 19    | 19    | 21    | 5     | 50     | 177    | 266    | 308    | 314    | 300    | 280    | 256    | 211    | 135    | 90     | 94     | 92     | 79     | 57    | 30    | 10    |
| Wed. 03/06/24           | 9     | 9     | 9     | 9     | 9     | 10    | 15    | 62     | 180    | 280    | 308    | 296    | 339    | 320    | 290    | 258    | 171    | 104    | 91     | 72     | 43     | 28    | 16    | 9     |
| Thu. 03/07/24           | 8     | 8     | 8     | 8     | 8     | 8     | 8     | 34     | 153    | 230    | 255    | 309    | 316    | 295    | 233    | 226    | 154    | 102    | 98     | 82     | 61     | 27    | 20    | 11    |
| Fri. 03/08/24           | 7     | 7     | 7     | 7     | 7     | 7     | 7     | 12     | 15     | 96     | 168    | 191    | 241    | 289    | 220    | 162    | 133    | 127    | 118    | 157    | 172    | 157   | 83    | 76    |
| Sat. 03/09/24           | 38    | 37    | 36    | 35    | 34    | 34    | 38    | 41     | 80     | 114    | 175    | 231    | 214    | 262    | 230    | 189    | 174    | 172    | 214    | 224    | 183    | 122   | 110   | 77    |
| Mon. 03/04/24           | 17    | 17    | 17    | 17    | 17    | 17    | 20    | 85     | 207    | 287    | 289    | 286    | 284    | 285    | 283    | 282    | 183    | 86     | 34     | 25     | 16     | 12    | 10    | 10    |
| Tue. 03/05/24           | 10    | 10    | 10    | 12    | 13    | 14    | 23    | 87     | 227    | 300    | 326    | 328    | 326    | 319    | 309    | 279    | 255    | 77     | 35     | 25     | 16     | 11    | 8     | 8     |
| Wed. 03/06/24           | 7     | 7     | 7     | 8     | 10    | 13    | 19    | 95     | 221    | 304    | 317    | 321    | 318    | 316    | 304    | 284    | 217    | 78     | 48     | 30     | 17     | 8     | 6     | 5     |
| Thu. 03/07/24           | 5     | 5     | 6     | 7     | 8     | 8     | 18    | 94     | 215    | 289    | 307    | 315    | 316    | 320    | 301    | 274    | 203    | 69     | 33     | 22     | 12     | 3     | 3     |       |
| Fri. 03/08/24           |       |       |       | 2     | 4     | 6     | 14    | 86     | 203    | 265    | 281    | 276    | 268    | 272    | 254    | 223    | 154    | 41     | 19     | 13     |        |       |       |       |
| Sat. 03/09/24           |       |       |       | 3     | 3     | 4     | 7     | 11     | 29     | 53     | 58     | 61     | 59     | 61     | 60     | 45     | 26     | 18     | 14     | 14     |        |       |       |       |
| Pct Total Occupancy     | 2.94% | 2.90% | 2.90% | 3.07% | 3.17% | 3.48% | 4.12% | 14.73% | 39.39% | 58.02% | 63.89% | 66.02% | 75.27% | 66.79% | 60.88% | 52.96% | 38.79% | 24.95% | 18.69% | 17.05% | 13.05% | 8.02% | 6.32% | 4.19% |
| Avg Transient Occupancy | 17    | 17    | 17    | 17    | 17    | 17    | 15    | 41     | 137    | 221    | 255    | 265    | 255    | 278    | 235    | 203    | 150    | 112    | 121    | 116    | 95     | 69    | 47    | 38    |
| Avg. Monthly Occupancy  | 7     | 7     | 7     | 8     | 9     | 11    | 18    | 78     | 183    | 249    | 263    | 266    | 264    | 263    | 252    | 226    | 165    | 98     | 31     | 22     | 11     | 6     | 5     | 4     |

Peabody

|                         | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24    |    |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|----|
| Mon. 03/04/24           | 38    | 38    | 38    | 38    | 38    | 38    | 49    | 93     | 151    | 212    | 214    | 229    | 241    | 229    | 214    | 209    | 209    | 155    | 126    | 103    | 72     | 45     | 32     | 29    |    |
| Tue. 03/05/24           | 29    | 29    | 29    | 29    | 29    | 35    | 48    | 18     | 79     | 143    | 181    | 195    | 202    | 194    | 255    | 210    | 255    | 175    | 199    | 200    | 164    | 102    | 56     | 27    |    |
| Wed. 03/06/24           | 17    | 15    | 15    | 15    | 15    | 18    | 34    | 37     | 82     | 157    | 202    | 216    | 214    | 209    | 205    | 204    | 213    | 204    | 189    | 196    | 161    | 107    | 68     | 45    | 35 |
| Thu. 03/07/24           | 32    | 33    | 33    | 33    | 35    | 50    | 58    | 91     | 175    | 217    | 222    | 224    | 220    | 225    | 218    | 218    | 213    | 188    | 194    | 201    | 159    | 122    | 74     | 35    | 28 |
| Fri. 03/08/24           | 23    | 20    | 20    | 20    | 23    | 32    | 43    | 58     | 81     | 121    | 137    | 153    | 173    | 149    | 142    | 146    | 171    | 179    | 205    | 208    | 174    | 124    | 63     | 35    |    |
| Sat. 03/09/24           | 23    | 21    | 19    | 18    | 18    | 21    | 20    | 26     | 59     | 93     | 147    | 188    | 198    | 177    | 194    | 194    | 195    | 168    | 186    | 193    | 182    | 154    | 116    | 91    |    |
| Mon. 03/04/24           |       |       |       |       |       | 2     | 7     | 74     | 147    | 202    | 209    | 219    | 226    | 229    | 229    | 223    | 175    | 84     | 50     | 32     | 13     | 8      | 2      |       |    |
| Tue. 03/05/24           |       |       | 1     | 1     |       | 3     | 6     | 69     | 161    | 219    | 233    | 236    | 237    | 241    | 231    | 227    | 173    | 100    | 54     | 36     | 13     | 3      |        |       |    |
| Wed. 03/06/24           |       |       |       |       |       | 2     | 4     | 66     | 156    | 212    | 227    | 229    | 236    | 235    | 226    | 225    | 180    | 95     | 43     | 20     |        |        |        |       |    |
| Thu. 03/07/24           |       |       |       |       |       | 4     | 8     | 71     | 148    | 212    | 225    | 228    | 225    | 228    | 223    | 218    | 167    | 96     | 37     | 17     |        |        |        |       |    |
| Fri. 03/08/24           |       |       |       |       |       | 2     | 7     | 65     | 135    | 171    | 181    | 190    | 188    | 195    | 182    | 179    | 148    | 77     | 45     | 30     | 12     | 4      |        |       |    |
| Sat. 03/09/24           |       |       |       | 1     |       | 1     | 6     | 18     | 29     | 45     | 57     | 54     | 59     | 60     | 57     | 54     | 37     | 25     | 14     | 21     | 16     | 4      |        |       |    |
| Pct Total Occupancy     | 6.18% | 5.95% | 5.95% | 5.87% | 6.37% | 9.42% | 9.65% | 29.73% | 58.39% | 78.99% | 85.93% | 90.20% | 91.57% | 90.47% | 89.32% | 88.06% | 77.77% | 60.07% | 52.17% | 43.75% | 31.20% | 21.65% | 12.36% | 9.00% |    |
| Avg Transient Occupancy | 27    | 26    | 26    | 26    | 28    | 39    | 37    | 72     | 128    | 171    | 189    | 201    | 206    | 197    | 197    | 197    | 190    | 181    | 186    | 165    | 127    | 87     | 53     | 39    |    |
| Avg. Monthly Occupancy  | 0     | 0     | 0     | 0     | 0     | 2     | 6     | 59     | 128    | 174    | 187    | 193    | 194    | 198    | 193    | 198    | 190    | 82     | 42     | 27     | 10     | 5      | 1      | 0     |    |

Transients/Monthly occupancy by counters

Chester

| Date                    | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Mon. 03/11/24           | 5      | 5      | 5      | 5      | 5      | 5      | 2      | 7      | 25     | 37     | 49     | 54     | 55     | 60     | 59     | 52     | 41     | 46     | 45     | 37     | 17     | 8      | 4      | 4      |
| Tue. 03/12/24           | 5      | 4      | 4      | 4      | 4      | 5      | 6      | 1      | 28     | 68     | 86     | 92     | 81     | 78     | 73     | 66     | 55     | 45     | 41     | 33     | 11     | 6      | 5      | 5      |
| Wed. 03/13/24           | 5      | 4      | 4      | 4      | 4      | 4      | 6      | 7      | 11     | 47     | 94     | 124    | 128    | 116    | 121    | 108    | 96     | 77     | 51     | 51     | 41     | 16     | 13     | 7      |
| Thu. 03/14/24           | 7      | 7      | 7      | 7      | 8      | 8      | 6      | 11     | 24     | 49     | 66     | 74     | 79     | 70     | 67     | 65     | 45     | 36     | 37     | 30     | 17     | 8      | 2      | 2      |
| Fri. 03/15/24           | 1      | 1      | 1      | 1      | 1      | 1      | 3      | 1      | 10     | 31     | 47     | 67     | 78     | 72     | 66     | 54     | 52     | 37     | 25     | 29     | 20     | 18     | 11     | 6      |
| Sat. 03/16/24           | 1      | 1      | 1      | 1      | 1      | 2      | 3      | 6      | 10     | 31     | 40     | 50     | 52     | 56     | 57     | 57     | 47     | 41     | 25     | 24     | 15     | 9      | 12     | 9      |
| Mon. 03/11/24           | 153    | 153    | 153    | 153    | 153    | 155    | 171    | 204    | 265    | 360    | 365    | 397    | 393    | 392    | 379    | 344    | 289    | 223    | 198    | 176    | 170    | 157    | 151    | 151    |
| Tue. 03/12/24           | 151    | 150    | 150    | 150    | 151    | 155    | 168    | 203    | 320    | 475    | 510    | 519    | 526    | 516    | 478    | 445    | 356    | 238    | 192    | 175    | 168    | 154    | 143    | 140    |
| Wed. 03/13/24           | 140    | 140    | 140    | 140    | 141    | 143    | 159    | 187    | 339    | 480    | 527    | 535    | 538    | 519    | 487    | 444    | 357    | 237    | 196    | 171    | 158    | 148    | 141    | 137    |
| Thu. 03/14/24           | 137    | 137    | 137    | 137    | 137    | 140    | 153    | 178    | 273    | 395    | 438    | 450    | 442    | 448    | 410    | 377    | 330    | 238    | 208    | 188    | 158    | 146    | 142    | 135    |
| Fri. 03/15/24           | 135    | 135    | 135    | 135    | 136    | 140    | 153    | 181    | 245    | 297    | 316    | 330    | 326    | 327    | 314    | 294    | 249    | 190    | 168    | 158    | 148    | 148    | 145    | 135    |
| Sat. 03/16/24           | 134    | 133    | 133    | 133    | 134    | 136    | 138    | 142    | 151    | 170    | 185    | 181    | 188    | 184    | 189    | 182    | 183    | 169    | 160    | 146    | 145    | 142    | 139    | 133    |
| Pct Total Occupancy     | 16.55% | 16.48% | 16.48% | 16.48% | 16.57% | 17.01% | 18.31% | 21.61% | 33.67% | 47.41% | 52.90% | 54.89% | 54.32% | 53.73% | 50.86% | 48.86% | 39.02% | 28.84% | 25.32% | 22.90% | 19.62% | 18.07% | 16.93% | 16.31% |
| Avg Transient Occupancy | 4      | 4      | 4      | 4      | 4      | 5      | 4      | 8      | 28     | 54     | 72     | 79     | 78     | 75     | 70     | 65     | 49     | 38     | 38     | 29     | 15     | 10     | 6      | 5      |
| Avg. Monthly Occupancy  | 142    | 141    | 141    | 141    | 142    | 145    | 157    | 183    | 269    | 363    | 394    | 404    | 402    | 398    | 376    | 348    | 294    | 216    | 185    | 169    | 158    | 149    | 144    | 139    |

Old Woodward

| Date                    | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24    |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Mon. 03/11/24           | 64    | 64    | 64    | 64    | 64    | 64    | 42    | 43     | 104    | 172    | 179    | 183    | 184    | 185    | 176    | 156    | 144    | 95     | 78     | 74     | 66     | 49     | 50     | 50    |
| Tue. 03/12/24           | 49    | 49    | 48    | 48    | 48    | 50    | 52    | 38     | 68     | 110    | 117    | 125    | 134    | 121    | 119    | 116    | 119    | 120    | 115    | 104    | 82     | 58     | 51     | 47    |
| Wed. 03/13/24           | 48    | 43    | 41    | 40    | 40    | 42    | 38    | 28     | 94     | 145    | 145    | 160    | 161    | 171    | 164    | 152    | 155    | 142    | 179    | 170    | 120    | 90     | 65     | 53    |
| Thu. 03/14/24           | 45    | 37    | 35    | 35    | 35    | 35    | 38    | 14     | 65     | 109    | 126    | 135    | 148    | 154    | 165    | 155    | 146    | 150    | 155    | 123    | 154    | 108    | 52     | 33    |
| Fri. 03/15/24           | 25    | 23    | 17    | 17    | 17    | 17    | 19    | 12     | 40     | 66     | 85     | 95     | 102    | 94     | 95     | 86     | 124    | 203    | 259    | 228    | 297    | 245    | 168    | 131   |
| Sat. 03/16/24           | 142   | 142   | 142   | 142   | 142   | 142   | 142   | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142    | 142   |
| Mon. 03/11/24           | 76    | 76    | 76    | 76    | 76    | 76    | 76    | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76     | 76    |
| Tue. 03/12/24           | 11    | 11    | 11    | 11    | 11    | 11    | 11    | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11     | 11    |
| Wed. 03/13/24           | 10    | 10    | 10    | 10    | 10    | 10    | 10    | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10     | 10    |
| Thu. 03/14/24           | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1     |
| Fri. 03/15/24           | 1     | 1     | 1     | 1     | 1     | 1     | 1     | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1     |
| Sat. 03/16/24           | 7.45% | 6.38% | 5.84% | 5.70% | 5.70% | 5.82% | 6.51% | 14.70% | 26.42% | 54.12% | 55.68% | 56.73% | 57.74% | 57.99% | 56.98% | 51.30% | 42.15% | 28.84% | 26.55% | 22.30% | 21.43% | 16.04% | 11.88% | 9.75% |
| Avg Transient Occupancy | 56    | 48    | 44    | 43    | 43    | 43    | 41    | 32     | 82     | 124    | 132    | 140    | 141    | 141    | 133    | 139    | 146    | 168    | 146    | 147    | 113    | 84     | 72     | 60    |
| Avg. Monthly Occupancy  | 0     | 0     | 0     | 0     | 0     | 0     | 8     | 78     | 192    | 279    | 293    | 291    | 291    | 291    | 284    | 250    | 175    | 69     | 30     | 21     | 13     | 6      | 3      | 0     |

Park

|                         | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22    | 23    | 24    |    |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|-------|----|
| Mon. 03/11/24           | 40    | 40    | 40    | 40    | 40    | 40    | 41    | 83     | 59     | 159    | 269    | 298    | 307    | 299    | 304    | 268    | 218    | 144    | 92     | 80     | 70     | 57    | 45    | 40    | 38 |
| Tue. 03/12/24           | 35    | 35    | 35    | 35    | 35    | 35    | 37    | 57     | 299    | 333    | 337    | 339    | 333    | 333    | 252    | 199    | 119    | 114    | 116    | 85     | 68     | 51    | 43    |       |    |
| Wed. 03/13/24           | 34    | 33    | 33    | 33    | 33    | 34    | 38    | 65     | 185    | 258    | 317    | 361    | 382    | 343    | 281    | 251    | 199    | 178    | 158    | 116    | 91     | 51    | 38    | 34    |    |
| Thu. 03/14/24           | 33    | 33    | 33    | 33    | 33    | 33    | 36    | 30     | 128    | 225    | 272    | 300    | 285    | 269    | 240    | 197    | 139    | 101    | 94     | 84     | 65     | 45    | 34    | 31    |    |
| Fri. 03/15/24           | 28    | 28    | 28    | 28    | 28    | 28    | 33    | 30     | 84     | 143    | 155    | 164    | 160    | 194    | 150    | 119    | 104    | 110    | 116    | 150    | 117    | 80    | 66    | 34    |    |
| Sat. 03/16/24           | 17    | 17    | 17    | 17    | 15    | 15    | 15    | 19     | 26     | 51     | 98     | 134    | 179    | 193    | 182    | 158    | 120    | 117    | 101    | 134    | 132    | 117   | 84    | 68    | 31 |
| Mon. 03/11/24           |       |       |       |       |       | 3     | 14    | 78     | 190    | 246    | 265    | 260    | 262    | 266    | 263    | 236    | 167    | 46     | 16     | 9      |        |       |       |       |    |
| Tue. 03/12/24           |       |       | 2     | 2     | 2     | 2     | 2     | 68     | 224    | 304    | 337    | 344    | 345    | 338    | 332    | 293    | 207    | 70     | 22     | 9      |        |       |       |       |    |
| Wed. 03/13/24           |       |       | 1     | 2     | 3     | 12    | 79    | 206    | 283    | 309    | 325    | 330    | 338    | 307    | 278    | 202    | 67     | 34     | 21     |        |        |       |       |       |    |
| Thu. 03/14/24           |       |       | 4     | 13    | 61    | 158   | 278   | 286    | 284    | 286    | 284    | 286    | 284    | 286    | 284    | 286    | 284    | 286    | 284    | 286    | 284    | 286   | 284   | 286   |    |
| Fri. 03/15/24           |       |       | 4     | 6     | 13    | 72    | 178   | 231    | 245    | 251    | 251    | 251    | 239    | 224    | 205    | 157    | 54     | 27     | 19     | 13     | 2      |       |       |       |    |
| Sat. 03/16/24           |       |       |       |       |       | 5     | 8     | 12     | 29     | 49     | 53     | 54     | 56     | 57     | 55     | 48     | 30     | 19     | 15     | 16     | 12     | 3     |       |       |    |
| Pct Total Occupancy     | 3.88% | 3.83% | 3.83% | 3.87% | 4.07% | 4.32% | 5.72% | 13.42% | 37.67% | 55.21% | 62.02% | 66.03% | 66.20% | 64.40% | 58.81% | 50.93% | 37.94% | 21.50% | 15.95% | 15.94% | 11.73% | 7.80% | 6.11% | 4.34% |    |
| Avg Transient Occupancy | 31    | 31    | 31    | 31    | 31    | 31    | 34    | 46     | 134    | 215    | 252    | 279    | 282    | 270    | 232    | 193    | 148    | 119    | 113    | 111    | 89     | 62    | 50    | 35    |    |
| Avg. Monthly Occupancy  | 0     | 0     | 0     | 2     | 2     | 4     | 12    | 62     | 171    | 232    | 251    | 256    | 254    | 252    | 245    | 220    | 160    | 105    | 25     | 16     | 6      | 1     | 0     | 0     |    |

Peabody

| Mon.                    | 03/11/24 | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8      | 9      | 10     | 11     | 12     | 13     | 14     | 15     | 16     | 17     | 18     | 19     | 20     | 21     | 22     | 23     | 24     |       |
|-------------------------|----------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Tue.                    | 03/12/24 | 39    | 39    | 39    | 39    | 39    | 39    | 56    | 96     | 143    | 194    | 204    | 227    | 237    | 233    | 213    | 205    | 187    | 168    | 126    | 91     | 67     | 43     | 34     | 23     |       |
| Wed.                    | 03/13/24 | 22    | 22    | 22    | 22    | 22    | 39    | 50    | 101    | 142    | 191    | 195    | 182    | 188    | 187    | 181    | 176    | 149    | 136    | 138    | 101    | 39     | 8      | 1      |        |       |
| Thu.                    | 03/14/24 |       | 1     |       |       |       | 3     | 16    | 34     | 54     | 153    | 217    | 204    | 195    | 196    | 184    | 173    | 176    | 157    | 148    | 122    | 67     | 29     | 7      | 1      |       |
| Fri.                    | 03/15/24 |       |       |       |       |       | 4     | 15    | 28     | 55     | 121    | 191    | 205    | 204    | 201    | 194    | 185    | 171    | 165    | 154    | 148    | 128    | 83     | 41     | 13     | 5     |
| Sat.                    | 03/16/24 | 3     | 3     | 3     | 3     | 3     | 20    | 29    | 52     | 69     | 114    | 137    | 130    | 163    | 154    | 132    | 134    | 162    | 145    | 137    | 157    | 139    | 110    | 68     | 34     |       |
| Mon.                    | 03/11/24 |       |       |       |       |       | 10    | 13    | 33     | 61     | 92     | 120    | 145    | 141    | 141    | 148    | 128    | 128    | 169    | 188    | 188    | 149    | 118    | 70     |        |       |
| Tue.                    | 03/12/24 | 1     | 1     | 1     | 1     | 1     | 2     | 6     | 61     | 141    | 199    | 212    | 218    | 220    | 223    | 222    | 215    | 168    | 86     | 51     | 33     | 19     | 13     | 7      | 5      |       |
| Wed.                    | 03/13/24 |       |       |       |       |       | 4     | 6     | 65     | 160    | 213    | 228    | 228    | 234    | 231    | 225    | 216    | 175    | 86     | 45     | 33     | 24     | 12     | 2      |        |       |
| Thu.                    | 03/14/24 |       |       |       |       |       | 1     | 3     | 69     | 152    | 188    | 211    | 219    | 215    | 214    | 205    | 154    | 83     | 41     | 26     | 19     | 7      | 3      |        |        |       |
| Fri.                    | 03/15/24 |       |       |       |       |       | 1     | 4     | 6      | 62     | 144    | 193    | 213    | 222    | 226    | 233    | 235    | 235    | 166    | 102    | 58     | 38     |        |        |        |       |
| Sat.                    | 03/16/24 |       |       |       |       |       | 3     | 5     | 67     | 132    | 169    | 186    | 189    | 199    | 207    | 200    | 194    | 150    | 84     | 54     | 41     | 33     | 18     | 7      |        |       |
| Pct Total Occupancy     |          | 3.13% | 2.90% | 2.82% | 2.82% | 3.32% | 6.52% | 9.69% | 25.82% | 54.58% | 76.24% | 82.49% | 84.11% | 85.73% | 86.71% | 86.00% | 83.52% | 79.94% | 69.53% | 54.69% | 45.42% | 38.51% | 28.67% | 17.81% | 10.18% | 5.26% |
| Avg Transient Occupancy |          | 14    | 13    | 12    | 12    | 14    | 26    | 38    | 59     | 115    | 167    | 178    | 182    | 188    | 183    | 174    | 164    | 161    | 160    | 153    | 140    | 108    | 69     | 41     | 22     |       |
| Avg. Monthly Occupancy  |          | 0     | 0     | 0     | 0     | 0     | 3     | 4     | 54     | 124    | 167    | 183    | 188    | 191    | 193    | 191    | 185    | 143    | 79     | 46     | 32     | 19     | 9      | 3      | 1      |       |