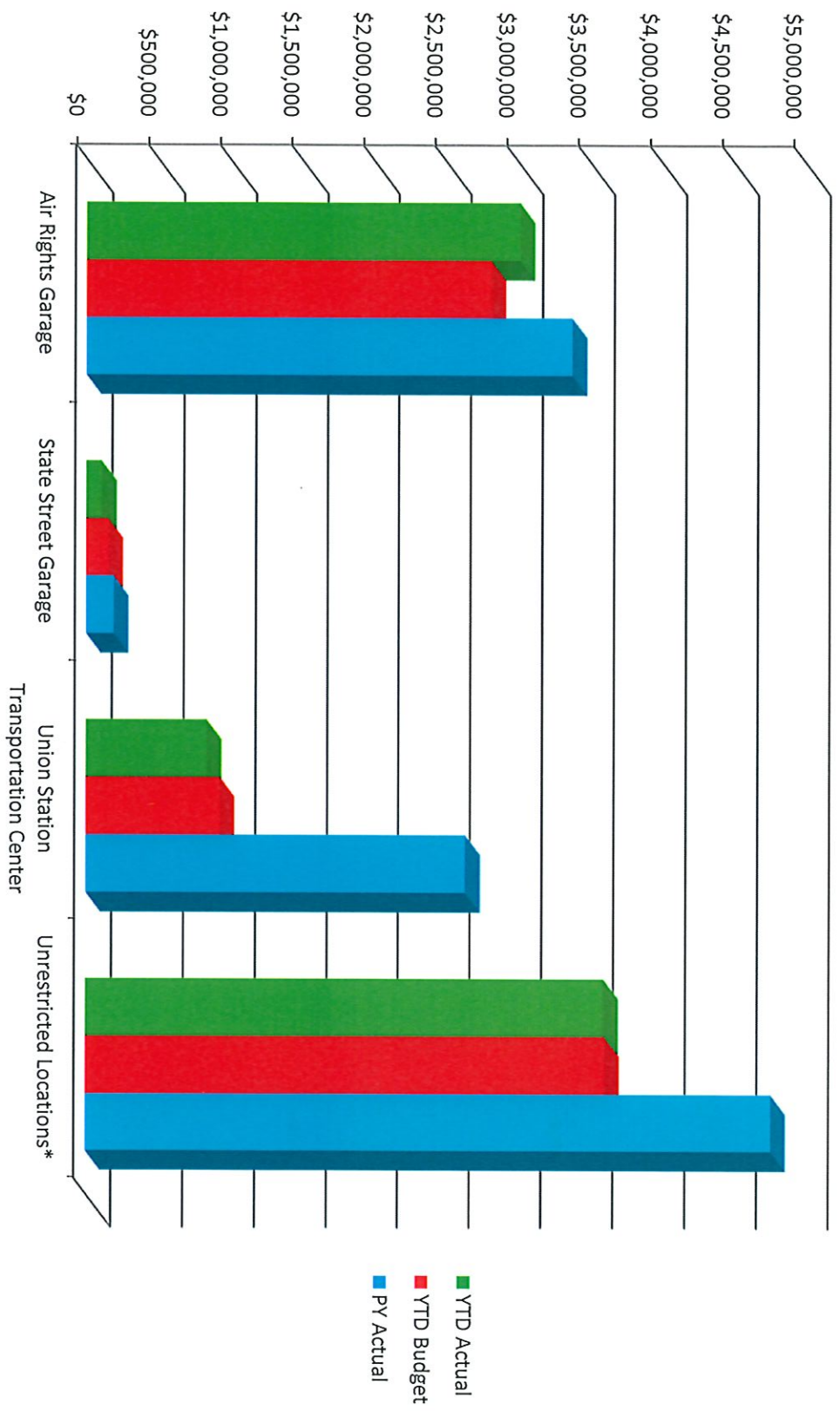


Chief Financial Officers Report

November 2020 Results

- Restricted/Unrestricted Revenues Overview
- Restricted/Unrestricted Location Budget to Actual Comparison
- Major Variance Points
- Restricted/Unrestricted Revenue Per Space
- USTC Cash Flow – Long-term outlook
- COVID-19 Impacts

YTD Revenue - Budget to Actual November 2020



* - Excludes Administrative Revenues (rebilled expenses)

PNH – YTD Location Budget to Actual November 2020

		Year-to-Date per Space/Month				FISCAL YEAR-TO-DATE							
FACILITY	SPACES	REV PER SPACE	NET EXP SPACE	NET REV SPACE	ACT NET REVENUE	BDGT NET REVENUE	REVENUE VAR B/(W)	ACT OPER EXPENSES	BDGT NET EXPENSES	EXPENSE VAR B/(W)	ACT NET INCOME	BDGT NET INCOME	NET INC VAR B/(W)
<u>RESTRICTED</u>													
Air Rights Garage	2,552	237	100	137	3,022	2,818	204	1,276	1,307	31	1,746	1,511	235
State Street Garage	268	79	54	25	106	152	(46)	72	58	(14)	34	94	(60)
Union Station Garage	1,130	51	109	(58)	289	377	(88)	614	732	118	(325)	(355)	30
Union Station Building	n/a				552	554	(2)	1,013	1,127	114	(461)	(573)	112
Total Restricted					3,969	3,901	68	2,975	3,224	249	994	677	317
<u>UNRESTRICTED</u>													
Management Locations	n/a				6	6	0	3	2	(1)	3	4	(1)
Crown Street Garage	708	198	194	4	700	682	18	686	748	62	14	(66)	80
Granite Square Garage	305	163	191	(28)	248	252	(4)	291	306	15	(43)	(54)	11
Temple Medical Garage	386	217	164	52	418	414	4	317	355	38	101	59	42
Temple Street Garage	1,247	179	130	50	1,117	1,074	43	808	834	26	309	240	69
Orange & Elm Lot	35	120	103	17	21	16	5	18	23	5	3	(7)	10
Orchard & Sherman Lot	460	129	36	93	296	295	1	82	80	(2)	214	215	(1)
Residential Lots	249	59	39	20	73	65	8	48	49	1	25	16	9
Sherman & Tyler Lot	470	129	31	99	304	303	1	72	72	0	232	231	1
State/Fair and State/Chapel Lots	165	62	65	(4)	51	52	(1)	54	59	5	(3)	(7)	4
State & George Lot	490	82	47	35	200	200	0	115	111	(4)	85	89	(4)
State Street Lots	220	29	43	(14)	32	67	(35)	47	48	1	(15)	19	(34)
State & Trumbull Lot	75	37	40	(3)	14	29	(15)	15	14	(1)	(1)	15	(16)
State & Wall Lot	127	76	31	44	48	78	(30)	20	33	13	28	45	(17)
Tower Lane Lot	100	-	-	-	0	0	0	0	0	0	0	0	0
Under Air Rights Lot	184	113	54	59	104	105	(1)	50	52	2	54	53	1
Total Unrestricted					3,632	3,638	(6)	2,626	2,786	160	1,006	852	154
Administration	n/a				1,031	1,082	(51)	929	1,000	71	102	82	20
Total NHPA	9,171				8,632	8,621	11	6,530	7,010	480	2,102	1,611	491

NHPA Major Variances – November 2020

	ACTUAL	BUDGET	VARIANCE	REASON
AIR RIGHTS				
Monthly Rev	465,126	427,125	37,400	YNHH 24-hour cards up \$20,400 (207 cards) and night up \$25,000 (347), partly offset by debits down \$18,000 (91). YU cards over 618 not budgeted = \$5000.
Validations Rev	6,636	13,913	(7,278)	Volume down 48% from last year.
Insurance	29,968	25,200	(4,767)	Overall allocation increased from 27.9% in FY20 to 31.2% due to lesser decrease in budgeted revenue compared to other facilities (pandemic effect).
STATE ST GARAGE				
Monthly Rev	17,115	29,077	(11,962)	Standard parkers down 81 to budget, commercial up 6 and affordable housing down 47.
UNION STATION BUILDING				
Security-ST	14,338	19,514	5,176	Noon to 8pm shift still has not been filled.
Outside Security	6,370	14,049	7,679	Fewer hours worked than budgeted, mainly due to NHPD not have personnel available. Hours shown on submitted officer sheets were accrued.
Repairs & Maint	7,507	14,769	7,262	Plumbing down \$1700, elevators down \$2900 and other down \$2500.
Supplies	2,462	7,338	4,886	Cleaning down \$2300, other down \$1600 and ice melt down \$500.
Contracted Snow Removal	0	36,000	36,000	No snow yet.
UNION STATION GARAGE				
Monthly Rev	29,828	39,735	(9,907)	Down 103 parkers to budget, mostly due to Covid.
Transient Rev	24,360	59,673	(35,313)	Volume down 92% from last year.
Bank Fees	2,189	8,400	6,211	Credit card transactions down due to dramatic reduction in transients. Budget conservative.
Contracted Snow Removal	0	36,000	36,000	No snow yet.
Admin Fee	24,827	31,300	6,473	Previous month's expenses down significantly (R&M and bank fees).
ADMIN				
Managers-ST	96,618	105,773	9,155	ED amount under budget.
CROWN STREET				
Monthly Rev	115,365	126,150	(10,785)	Down about 100 parkers to budget, primarily due to Covid.
Transient Rev	17,758	12,992	4,764	Volume down 82% from last year.
STATE STREET LOTS				
Monthly Rev	6,380	13,500	(7,120)	Down about 60 parkers to budget.
STATE/TRUMBULL				
Monthly Rev	1,395	5,760	(4,365)	Down about 50 parkers to budget.
STATE/WALL				
Monthly Rev	9,937	15,620	(5,683)	Down over 50 parkers to budget.
TEMPLE MEDICAL				
Monthly Rev	71,861	77,777	(5,896)	Around 30 individual cancellations, primarily Covid-related.
TEMPLE STREET				
Monthly Rev	192,188	199,234	(7,046)	Down over 50 parkers to budget, primarily due to Covid.
Transient Rev	14,466	10,396	4,060	Volume down 81% from last year.
Validations Rev	7,129	2,360	4,769	Volume down 93% from last year.

Revenue Per Space Trend and Year-to-Year Nov 2020

		NOV 2020		OCT 2020		SEP 2020		YTD NOV 2020	
FACILITY	SPACES	2020 RPS	2019 RPS	2020 RPS	2019 RPS	2020 RPS	2019 RPS	2020 RPS	2019 RPS
RESTRICTED									
Air Rights Garage	2,552	236	266	238	258	232	262	237	265
State Street Garage	268	71	153	82	123	82	142	80	143
Union Station Garage	1,130	48	381	57	359	49	372	51	372
UNRESTRICTED									
Crown Street Garage	708	189	357	209	326	198	326	198	323
Granite Square Garage	305	161	180	164	187	164	187	163	176
Temple Medical Garage	371	216	329	232	288	229	307	226	304
Temple Street Garage - X Gateway	635	232	385	243	352	240	367	239	361
Temple Street Garage - Gateway	600	120	120	120	120	120	120	120	120
Orange & Elm Lot	35	86	286	171	314	114	257	120	291
Orchard & Sherman Lot	460	128	126	128	126	128	126	129	127
Residential Lots	249	60	68	64	68	64	64	59	67
Sherman & Tyler	472	129	127	129	127	129	127	129	127
State/Fair and State/Chapel Lots	165	61	97	67	91	61	91	62	88
State Street Lots	145	41	110	48	124	41	117	44	116
State & Trumbull Lot	75	27	107	40	107	53	120	37	109
State & Wall Lot	127	79	118	79	126	79	134	77	131
Tower Lane Lot	100	-	-	-	-	-	-	-	2
Under Air Rights Lot	184	114	114	114	114	114	114	113	114

PNH Board Meeting – December 21, 2020

- Tickets by location – Downtown Garages.
- COVID-19 Impacts to garage capacity – monthly parkers.
- Discuss Union Station Transportation Center cash flow long-term outlook.
- FY2021 Budget outlook - PILOT