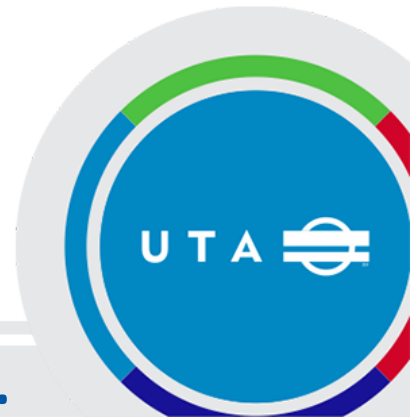


Proposed Vanpool Rates



About Vanpool

- Leased vehicles owned by UTA
 - Corporate agreements
 - Individual agreements
 - First/ Last mile Ridevan Plus
- Not UTA operated
- Fuel, Maintenance, Insurance (FMI) included



Vanpool History

- Originally called Utah Lift
- 30 years ago, UTA had 25 leased vans
- Today UTA has around 450 leased vans
- The average vanpool travels 25 miles one-way each day



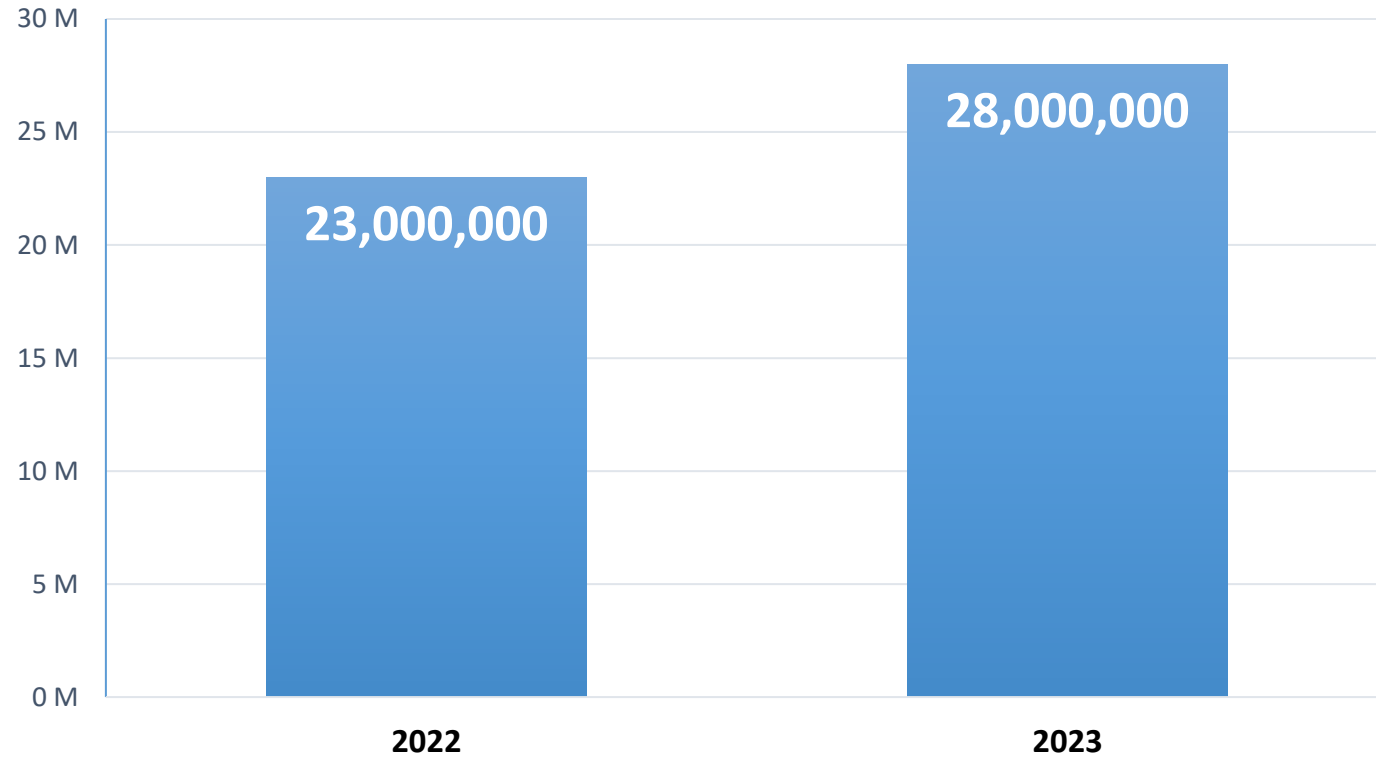
Vanpool Rates Background

- 2018 Variable to Fixed price per seat
 - Customer Benefits
 - Federal Transit Benefit (FTB)
 - 1 – 1 Agreements



Recent Growth

Passenger Miles Reduced



Over 4.7M increase from 2022-2023



Corporate

Mileage Tier	Corporate Pricing	Price/Mile
440	\$438.00	\$0.99
550	\$490.00	\$0.89
660	\$544.00	\$0.82
770	\$597.00	\$0.78

Individual

Mileage Tier	Maximum Monthly Revenue Miles	Monthly Cost Per Seat
A	440	\$56
B	550	\$64
C	660	\$73
D	770	\$82
E	880	\$91
F	990	\$99

Current Rates

- Current rates set in 2018
- Complex algorithms for pricing
 - Discounts for distance
 - Pricing down to the penny
 - Tiers change every 110 miles
- Covid curveballs
 - Covid Credits
 - Part-time rates



Proposed Corporate Rates

Vanpool Corporate Rates

Mileage Tier	Minimum Monthly Revenue Miles	Maximum Monthly Revenue Miles	Monthly Cost
A	0	450	\$300
B	451	550	\$370
C	551	650	\$435
D	651	750	\$505
E	751	850	\$570
F	851	950	\$635
G	951	1050	\$705
H	1051	1150	\$770
I	1151	1250	\$840
J	1251	1350	\$905
K	1351	1450	\$970
L	1451	1550	\$1,040

Long-term simplicity

- Tiers every 100 miles
- IRS reimbursement rate of \$0.67/mile
- Rounded to nearest \$5



Corporate Monthly Net Change

Vanpool Corporate Rates

Mileage Tier	Minimum Monthly Revenue Miles	Maximum Monthly Revenue Miles	Monthly Cost
A	0	450	\$300
B	451	550	\$370
C	551	650	\$435
D	651	750	\$505
E	751	850	\$570
F	851	950	\$635
G	951	1050	\$705
H	1051	1150	\$770
I	1151	1250	\$840
J	1251	1350	\$905
K	1351	1450	\$970
L	1451	1550	\$1,040

Current revenue \$102,270

New revenue \$106,388



Proposed Fixed Rates

Vanpool Fixed Rate Price Per Seat

Mileage Tier	Minimum Monthly Revenue Miles	Maximum Monthly Revenue Miles	Monthly Cost Per Seat	*Part-time Cost Per Seat
A	0	450	\$55	\$30
B	451	550	\$70	\$35
C	551	650	\$80	\$40
D	651	750	\$90	\$45
E	751	850	\$105	\$50
F	851	950	\$110	\$55
G	951	1050	\$120	\$60
H	1051	1150	\$130	\$65
I	1151	1250	\$140	\$70
J	1251	1350	\$145	\$75
K	1351	1450	\$155	\$80
L	1451	1550	\$165	\$85

- Long-term simplicity
 - Tiers every 100 miles
 - 10% increase (inflation based)
 - Including Part-time cost (60% of full)
 - Rounded to nearest \$5



Fixed Rate Price Monthly Net Change

Vanpool Fixed Rate Price Per Seat

Mileage Tier	Minimum Monthly Revenue Miles	Maximum Monthly Revenue Miles	Monthly Cost Per Seat	*Part-time Cost Per Seat
A	0	450	\$55	\$30
B	451	550	\$70	\$35
C	551	650	\$80	\$40
D	651	750	\$90	\$45
E	751	850	\$105	\$50
F	851	950	\$110	\$55
G	951	1050	\$120	\$60
H	1051	1150	\$130	\$65
I	1151	1250	\$140	\$70
J	1251	1350	\$145	\$75
K	1351	1450	\$155	\$80
L	1451	1550	\$165	\$85

Current revenue \$194,746

New revenue \$214,177



Proposed Rates

RideVan Plus (First/ Last Mile Rideshare vans)

- \$300/ van
- \$50/ ECO Pass (minimum of 6)
- RVP part-time riders w/ Program Manager approval
- ECO Pass waived for existing pass holders



Proposed Rates

General Rate Exceptions

- Customer covers insurance = 40% discount
- Customer covers *FMI** = \$0.25/mile
- Out of area Customer covers *FMI** = \$0.20/mile

* FMI = Fuel, maintenance, and insurance



Potential Financial Risks

Revenue/Expense Fluctuations

- Extenuating circumstances (COVID shutdown, accidents, etc.)
- Unexpected cost increases (parts, fuel, etc.)
- Federal regulation changes



Questions?

