

ATTACHMENT D

FISCAL YEAR 2021 AND 2022 REVENUE CHANGE

Advertising Revenue - FY21 Payment Summary

(Entire fiscal year earning 55% revenue share of gross sales)

	Planned (MAG)	Actuals & Projected (RevShare)	Difference	Difference (%)
BUS	\$23,500,000	\$8,772,818		
RAIL	\$3,209,000	\$1,398,957		
TOTAL	\$26,709,000	\$10,171,775	\$(16,537,225)	-62%

Advertising Revenue - FY21 Monthly Payments

JULY	\$338,725	(bus - \$255,452, rail - \$83,725)	RevShare
AUG	\$771,591	(bus - \$663,046, rail - \$108,545)	RevShare
SEPT	\$682,317	(bus - \$567,394, rail - \$114,923)	RevShare
OCT	\$768,189	(bus - \$669,372, rail - \$98,817)	RevShare
NOV	\$732,937	(bus - \$409,798, rail - \$323,139)	RevShare
DEC	\$578,022	(bus - \$457,758, rail - \$120,264)	RevShare
JAN	\$1,529,166	(bus - \$1,237,500, rail - \$291,666)	RevShare Projected
FEB	\$1,529,166	(bus - \$1,237,500, rail - \$291,666)	RevShare Projected
MAR	\$1,529,166	(bus - \$1,237,500, rail - \$291,666)	RevShare Projected
APR	\$1,529,166	(bus - \$1,237,500, rail - \$291,666)	RevShare Projected
MAY	\$1,529,166	(bus - \$1,237,500, rail - \$291,666)	RevShare Projected
JUNE	\$1,529,166	(bus - \$1,237,500, rail - \$291,666)	RevShare Projected

Advertising Revenue - FY22 Payment Summary

(Q1 and Q2 earning 55% revenue share of gross sales, Q3 and Q4 earning MAG payment)

	Planned (MAG)	Projected & Planned (RevShare+MAG)	Difference	Difference (%)
BUS	\$23,500,000	\$17,499,996		
RAIL	\$4,028,508	\$3,145,218		
RAIL	\$4,028,508	\$2,757,906		
TOTAL	\$27,528,508	\$20,645,214	\$(6,883,294)	-25%
TOTAL	\$27,528,508	\$20,257,902	\$(7,270,606)	-26%

Advertising Revenue - FY22 Monthly Payments

JULY	\$1,116,666	(bus - \$958,333, rail - \$91,666)	RevShare Projected
AUG	\$1,116,666	(bus - \$958,333, rail - \$91,666)	RevShare Projected
SEPT	\$1,116,666	(bus - \$958,333, rail - \$91,666)	RevShare Projected
OCT	\$1,116,666	(bus - \$958,333, rail - \$91,666)	RevShare Projected
NOV	\$1,116,666	(bus - \$958,333, rail - \$91,666)	RevShare Projected
DEC	\$1,116,666	(bus - \$958,333, rail - \$91,666)	RevShare Projected
JAN	\$2,390,870	(bus - \$1,953,333, rail - \$303,433 \$432,537)	MAG
FEB	\$2,390,870	(bus - \$1,953,333, rail - \$303,433 \$432,537)	MAG
MAR	\$2,390,870	(bus - \$1,953,333, rail - \$303,433 \$432,537)	MAG
APR	\$2,390,870	(bus - \$1,953,333, rail - \$432,537)	MAG
MAY	\$2,390,870	(bus - \$1,953,333, rail - \$432,537)	MAG
JUNE	\$2,390,870	(bus - \$1,953,333, rail - \$432,537)	MAG

Rail / Intersection – Minimum Annual Guarantee (MAG) Payment Table

CONTRACT YEAR 1 MAG TOTAL	\$2,000,000
CONTRACT YEAR 2 MAG TOTAL	\$2,046,000
CONTRACT YEAR 3 MAG TOTAL	\$2,993,058
CONTRACT YEAR 4 MAG TOTAL	\$3,641,198
CONTRACT YEAR 5 MAG TOTAL	\$5,190,446
CONTRACT YEAR 6 MAG TOTAL	\$5,240,826
CONTRACT YEAR 7 MAG TOTAL	\$5,292,365
CONTRACT YEAR 8 MAG TOTAL	\$5,345,090
CONTRACT YEAR 9 MAG TOTAL	\$5,399,027
CONTRACT YEAR 10 MAG TOTAL	\$5,454,204
TOTAL 10-YEAR REVENUE MAG	\$42,602,214

Bus / Outfront – Minimum Annual Guarantee (MAG) Payment Table

CONTRACT YEAR 1 MAG TOTAL	\$23,500,000
CONTRACT YEAR 2 MAG TOTAL	\$23,500,000
CONTRACT YEAR 3 MAG TOTAL	\$23,500,000
CONTRACT YEAR 4 MAG TOTAL	\$23,500,000
CONTRACT YEAR 5 MAG TOTAL	\$23,500,000
CONTRACT YEAR 6 MAG TOTAL	\$28,950,000
CONTRACT YEAR 7 MAG TOTAL	\$28,950,000
CONTRACT YEAR 8 MAG TOTAL	\$28,950,000
CONTRACT YEAR 9 MAG TOTAL	\$28,950,000
CONTRACT YEAR 10 MAG TOTAL	\$28,950,000
TOTAL 10-YEAR REVENUE MAG	\$262,250,000