

Short Term Car Park Options

| | Current | | | | Option 1 | | | | Option 2 | | | | Option 3 | | | | Option 4 | | | | Option 5 | | | | | |
|--|-----------|----------|----------|------------|-----------|----------|----------|------------|-----------|----------|----------|------------|-----------|----------|----------|--------------|------------------|-----------|----------|------------|----------|------------------|-----------|------------|-----|-------|
| | Current | Duration | Vehicles | Revenue | Current | Duration | Vehicles | Revenue | Current | Duration | Vehicles | Revenue | Current | Duration | Vehicles | Revenue | Current | Duration | Vehicles | Revenue | Current | Duration | Vehicles | Revenue | | |
| | | <7 hours | 4434 | \$ 18,102 | | <7 hours | 4434 | \$ 18,102 | | <7 hours | 4434 | \$ 18,102 | | <7 hours | 4434 | \$ 18,102.00 | | <9 hours | 4434 | 33000 | | <10 hours | 4434 | 33000 | | |
| | \$ 20.00 | 1 | 718 | \$ 14,360 | \$ 20.00 | 1 | 718 | \$ 14,360 | \$ 20.00 | 1 | 718 | \$ 14,360 | \$ 20.00 | 1 | 718 | \$ 14,360 | start \$25 daily | \$ 25.00 | 1 | 718 | 17950 | start \$30 daily | \$ 30.00 | 1 | 718 | 21540 |
| | \$ 40.00 | 2 | 740 | \$ 29,600 | \$ 40.00 | 2 | 740 | \$ 29,600 | \$ 40.00 | 2 | 740 | \$ 29,600 | \$ 40.00 | 2 | 740 | \$ 29,600 | | \$ 50.00 | 2 | 740 | 37000 | | \$ 60.00 | 2 | 740 | 44400 |
| | \$ 60.00 | 3 | 440 | \$ 26,400 | \$ 60.00 | 3 | 440 | \$ 26,400 | \$ 60.00 | 3 | 440 | \$ 26,400 | \$ 60.00 | 3 | 440 | \$ 26,400 | | \$ 75.00 | 3 | 440 | 33000 | | \$ 90.00 | 3 | 440 | 39600 |
| | \$ 80.00 | 4 | 158 | \$ 12,640 | \$ 80.00 | 4 | 158 | \$ 12,640 | \$ 80.00 | 4 | 158 | \$ 12,640 | \$ 80.00 | 4 | 158 | \$ 12,640 | | \$ 100.00 | 4 | 158 | 15800 | | \$ 120.00 | 4 | 158 | 18960 |
| | \$ 100.00 | 5 | 88 | \$ 8,800 | \$ 100.00 | 5 | 88 | \$ 8,800 | \$ 100.00 | 5 | 88 | \$ 8,800 | \$ 100.00 | 5 | 88 | \$ 8,800 | | \$ 125.00 | 5 | 88 | 11000 | | \$ 150.00 | 5 | 88 | 13200 |
| | \$ 120.00 | 6 | 30 | \$ 3,600 | \$ 120.00 | 6 | 30 | \$ 3,600 | \$ 120.00 | 6 | 30 | \$ 3,600 | \$ 120.00 | 6 | 30 | \$ 3,600 | | \$ 150.00 | 6 | 30 | 4500 | | \$ 180.00 | 6 | 30 | 5400 |
| | \$ 140.00 | 7 | 17 | \$ 2,380 | \$ 140.00 | 7 | 17 | \$ 2,380 | \$ 140.00 | 7 | 17 | \$ 2,380 | \$ 140.00 | 7 | 17 | \$ 2,380 | | \$ 160.00 | 7 | 17 | 2720 | | \$ 210.00 | 7 | 17 | 3570 |
| | \$ 160.00 | 8 | 11 | \$ 1,760 | \$ 160.00 | 8 | 11 | \$ 1,760 | \$ 160.00 | 8 | 11 | \$ 1,760 | \$ 160.00 | 8 | 11 | \$ 1,760 | plus \$10 daily | \$ 170.00 | 8 | 11 | 1870 | | \$ 240.00 | 8 | 11 | 2640 |
| | \$ 160.00 | 9 | 6 | \$ 960 | \$ 165.00 | 9 | 6 | \$ 990 | \$ 170.00 | 9 | 6 | \$ 1,020 | \$ 180.00 | 9 | 6 | \$ 1,080 | | \$ 180.00 | 9 | 6 | 1080 | | \$ 260.00 | 9 | 6 | 1560 |
| | \$ 160.00 | 10 | 3 | \$ 480 | \$ 170.00 | 10 | 3 | \$ 510 | \$ 175.00 | 10 | 3 | \$ 525 | \$ 180.00 | 10 | 3 | \$ 540 | | \$ 190.00 | 10 | 3 | 570 | | \$ 280.00 | 10 | 3 | 840 |
| | \$ 160.00 | 11 | 3 | \$ 480 | \$ 175.00 | 11 | 3 | \$ 525 | \$ 180.00 | 11 | 3 | \$ 540 | \$ 190.00 | 11 | 3 | \$ 570 | plus \$5 daily | \$ 195.00 | 11 | 3 | 585 | | \$ 300.00 | 11 | 3 | 900 |
| | \$ 160.00 | 12 | 4 | \$ 640 | \$ 180.00 | 12 | 4 | \$ 720 | \$ 185.00 | 12 | 4 | \$ 760 | \$ 190.00 | 12 | 4 | \$ 800 | | \$ 200.00 | 12 | 4 | 800 | | \$ 320.00 | 12 | 4 | 1280 |
| | \$ 160.00 | 13 | 2 | \$ 320 | \$ 185.00 | 13 | 2 | \$ 370 | \$ 190.00 | 13 | 2 | \$ 420 | \$ 195.00 | 13 | 2 | \$ 450 | | \$ 210.00 | 13 | 2 | 420 | | \$ 340.00 | 13 | 2 | 680 |
| | \$ 160.00 | 14 | 2 | \$ 320 | \$ 190.00 | 14 | 2 | \$ 380 | \$ 195.00 | 14 | 2 | \$ 440 | \$ 200.00 | 14 | 2 | \$ 480 | | \$ 220.00 | 14 | 2 | 440 | | \$ 360.00 | 14 | 2 | 720 |
| | \$ 160.00 | 15 | 1 | \$ 160 | \$ 195.00 | 15 | 1 | \$ 195 | \$ 200.00 | 15 | 1 | \$ 230 | \$ 205.00 | 15 | 1 | \$ 260 | | \$ 230.00 | 15 | 1 | 230 | | \$ 380.00 | 15 | 1 | 380 |
| | \$ 160.00 | 16 | | \$ - | \$ 200.00 | 16 | | \$ - | \$ 205.00 | 16 | | \$ - | \$ 210.00 | 16 | | \$ - | | \$ 240.00 | 16 | | 0 | | \$ 400.00 | 16 | | 0 |
| | \$ 160.00 | 17 | | \$ - | \$ 205.00 | 17 | | \$ - | \$ 210.00 | 17 | | \$ - | \$ 215.00 | 17 | | \$ - | | \$ 250.00 | 17 | | 0 | | \$ 420.00 | 17 | | 0 |
| | \$ 160.00 | 18 | 1 | \$ 160 | \$ 210.00 | 18 | 1 | \$ 210 | \$ 215.00 | 18 | 1 | \$ 260 | \$ 220.00 | 18 | 1 | \$ 360 | | \$ 260.00 | 18 | 1 | 260 | | \$ 440.00 | 18 | 1 | 440 |
| | \$ 160.00 | 19 | | \$ - | \$ 215.00 | 19 | | \$ - | \$ 220.00 | 19 | | \$ - | \$ 225.00 | 19 | | \$ - | | \$ 270.00 | 19 | | 0 | | \$ 460.00 | 19 | | 0 |
| | \$ 160.00 | 20 | | \$ - | \$ 220.00 | 20 | | \$ - | \$ 225.00 | 20 | | \$ - | \$ 230.00 | 20 | | \$ - | | \$ 280.00 | 20 | | 0 | | \$ 480.00 | 20 | | 0 |
| | \$ 160.00 | 21 | 1 | \$ 160 | \$ 225.00 | 21 | 1 | \$ 225 | \$ 230.00 | 21 | 1 | \$ 290 | \$ 235.00 | 21 | 1 | \$ 420 | | \$ 290.00 | 21 | 1 | 290 | | \$ 500.00 | 21 | 1 | 500 |
| | \$ 160.00 | 22 | | \$ - | \$ 230.00 | 22 | | \$ - | \$ 235.00 | 22 | | \$ - | \$ 240.00 | 22 | | \$ - | | \$ 300.00 | 22 | | 0 | | \$ 520.00 | 22 | | 0 |
| | \$ 160.00 | 23 | | \$ - | \$ 235.00 | 23 | | \$ - | \$ 240.00 | 23 | | \$ - | \$ 245.00 | 23 | | \$ - | | \$ 310.00 | 23 | | 0 | | \$ 540.00 | 23 | | 0 |
| | \$ 160.00 | 24 | | \$ - | \$ 240.00 | 24 | | \$ - | \$ 245.00 | 24 | | \$ - | \$ 250.00 | 24 | | \$ - | | \$ 320.00 | 24 | | 0 | | \$ 560.00 | 24 | | 0 |
| | \$ 160.00 | 25 | | \$ - | \$ 245.00 | 25 | | \$ - | \$ 250.00 | 25 | | \$ - | \$ 255.00 | 25 | | \$ - | | \$ 330.00 | 25 | | 0 | | \$ 580.00 | 25 | | 0 |
| | \$ 160.00 | 26 | | \$ - | \$ 250.00 | 26 | | \$ - | \$ 255.00 | 26 | | \$ - | \$ 260.00 | 26 | | \$ - | | \$ 340.00 | 26 | | 0 | | \$ 600.00 | 26 | | 0 |
| | \$ 160.00 | 27 | | \$ - | \$ 255.00 | 27 | | \$ - | \$ 260.00 | 27 | | \$ - | \$ 265.00 | 27 | | \$ - | | \$ 350.00 | 27 | | 0 | | \$ 620.00 | 27 | | 0 |
| | \$ 160.00 | 28 | | \$ - | \$ 260.00 | 28 | | \$ - | \$ 265.00 | 28 | | \$ - | \$ 270.00 | 28 | | \$ - | | \$ 360.00 | 28 | | 0 | | \$ 640.00 | 28 | | 0 |
| | \$ 160.00 | 29 | | \$ - | \$ 265.00 | 29 | | \$ - | \$ 270.00 | 29 | | \$ - | \$ 275.00 | 29 | | \$ - | | \$ 370.00 | 29 | | 0 | | \$ 660.00 | 29 | | 0 |
| | \$ 160.00 | 30 | | \$ - | \$ 270.00 | 30 | | \$ - | \$ 275.00 | 30 | | \$ - | | | | | | \$ 380.00 | 30 | | 0 | | \$ 680.00 | 30 | | 0 |
| | \$ 160.00 | 31 | | \$ - | \$ 275.00 | 31 | | \$ - | | | | | | | | | | \$ 390.00 | 31 | | 0 | | \$ 700.00 | 31 | | 0 |
| | | | 6,659 | \$ 121,322 | | | 6,659 | \$ 121,767 | | | 6,659 | \$ 122,212 | | | 6,659 | \$ 123,102 | | | 6,659 | \$ 161,515 | | | 6,659 | \$ 189,610 | | |

additional \$ 445.00 pcm
 additional \$ 5,340.00 pa
 additional \$ 890 pcm
 additional \$ 10,680 pa
 additional \$ 1,780 pcm
 additional \$ 21,360 pa
 additional \$ 40,193 pcm
 additional \$ 482,316 pa
 additional \$ 68,288
 additional \$ 819,456

| Duration Days | Rotorua | Hamilton | Napier | New Plymouth | Tauranga Current | Average Regional | Option 4 | Auckland |
|---------------|---------|----------|--------|--------------|------------------|------------------|----------|----------|
| 1 | \$ 18 | \$ 22 | \$ 19 | \$ 20 | \$ 20 | \$ 20 | \$ 25 | \$ 59 |
| 2 | \$ 36 | \$ 44 | \$ 38 | \$ 40 | \$ 40 | \$ 40 | \$ 50 | \$ 99 |
| 3 | \$ 54 | \$ 66 | \$ 57 | \$ 60 | \$ 60 | \$ 59 | \$ 75 | \$ 131 |
| 4 | \$ 66 | \$ 88 | \$ 76 | \$ 80 | \$ 80 | \$ 78 | \$ 100 | \$ 161 |
| 5 | \$ 78 | \$ 110 | \$ 95 | \$ 100 | \$ 100 | \$ 97 | \$ 125 | \$ 191 |
| 6 | \$ 90 | \$ 115 | \$ 105 | \$ 120 | \$ 120 | \$ 110 | \$ 150 | \$ 221 |
| 7 | \$ 100 | \$ 125 | \$ 115 | \$ 140 | \$ 140 | \$ 124 | \$ 160 | \$ 251 |
| 14 | \$ 100 | \$ 125 | \$ 185 | \$ 200 | \$ 160 | \$ 154 | \$ 220 | \$ 461 |
| 21 | \$ 100 | \$ 125 | \$ 255 | \$ 200 | \$ 160 | \$ 168 | \$ 290 | \$ 671 |
| 28 | \$ 100 | \$ 125 | \$ 325 | \$ 200 | \$ 160 | \$ 182 | \$ 360 | \$ 881 |

Virtually all short term parkers stay 1- 14 days or less ie 2222 out of 2225

Increasing daily rate initially to \$25 and reducing to \$10 and then \$5 at days 8 then 11 will generate circa an extra \$482k0 pa

| | Pros | Cons |
|----------|--------------------------------------|--|
| Current | already accepted | free parking after 8 days |
| Option 1 | no free parking, \$5K rev increase | very little risk |
| Option 2 | no free parking, \$10 k rev increase | very little risk |
| Option 3 | no free parking, \$366K rev increase | risk of loosing short term parkers to drop off options such as family, uber or taxi risk of passngers long term parking instead reducing revenue but not significant 10 + day stay now twice that of Rotorua or Hamilton where fares are often cheaper making driving to either an option |
| Option 4 | no free parking, \$482K rev increase | risk of loosing short term parkers to drop off options such as family, uber or taxi risk of passngers long term parking instead reducing revenue but not significant 12 + day stay now twice that of Rotorua or Hamilton where fares are often cheaper making driving to either an option As Auckland is a "marginal driveable route" leisure travels particularly families or groups will drive to Auckland as they would pay roughly same parking fee but save Tq-AA-TG airfares noting that it is rare to see groups of leisure travellers using the short term car park |
| Option 4 | no free parking, \$820K rev increase | risk of loosing short term parkers to drop off options such as family, uber or taxi risk of passngers long term parking instead reducing revenue but not significant 12 + day stay now twice that of Rotorua or Hamilton where fares are often cheaper making driving to either an option As Auckland is a "marginal driveable route" leisure travels particularly families or groups will drive to Auckland as they would pay roughly same parking fee but save Tq-AA-TG airfares noting that it is rare to see groups of leisure travellers using the short term car park |

*every passenger that drives to another Airport rather than flying from Tauranga will also reduce aeronautical revenue by \$32