

City of Pembroke Pines, Florida  
Recap of Calvin Giordano Building Services Revenues

|                     |                                   | Current Contract Revenues       |                    |                    |                                  |
|---------------------|-----------------------------------|---------------------------------|--------------------|--------------------|----------------------------------|
| Contract Year Ended | Gross Revenues as reported by CGA | Add'l Rent Excess 10% over \$4M | Annual Rental      | Admin Fee          | Total Billed & Collected by City |
| 06/30/16            | 6,008,878                         | 200,888                         | 161,905            | 165,209            | 528,002                          |
| 06/30/17            | 7,212,518                         | 321,252                         | 164,253            | 167,605            | 653,109                          |
| 06/30/18            | 8,724,710                         | 472,471                         | 168,852            | 172,298            | 813,620                          |
| 06/30/19            | 5,803,616                         | 180,362                         | 174,778            | 178,345            | 533,485                          |
| 06/30/20            | 5,350,582                         | 135,058                         | 178,641            | 182,287            | 495,986                          |
| 06/30/21            | 5,898,650                         | 189,865                         | 177,766            | 181,394            | 549,026                          |
| <b>Total</b>        | <b>53,997,910</b>                 | <b>\$1,499,896</b>              | <b>\$1,026,195</b> | <b>\$1,047,137</b> | <b>\$3,573,228</b>               |

|                                 |                                   | NEW PROPOSAL EFFECTIVE 7-1-2021              |                     |                     |                       |                       |                                      |   |
|---------------------------------|-----------------------------------|--|---------------------|---------------------|-----------------------|-----------------------|--------------------------------------|---|
| Contract Year Ended             | Gross Revenues as reported by CGA | Proposal City receives 11.5% of CGA Revenues | Annual Rental       | Admin Fee Revenues  | Less credit card fees | 100% City Waived Fees | Net Revenues Received Under Proposal | Additional Revenues Over Current Contract |
| 06/30/16                        | 6,008,878                         | 691,021                                      | 161,905             | 165,209             | (142,917)             | -                     | 875,218                              | 347,216                                   |
| 06/30/17                        | 7,212,518                         | 829,440                                      | 164,253             | 167,605             | (142,917)             | -                     | 1,018,380                            | 365,271                                   |
| 06/30/18                        | 8,724,710                         | 1,003,342                                    | 168,852             | 172,298             | (201,840)             | -                     | 1,142,651                            | 329,031                                   |
| 06/30/19                        | 5,803,616                         | 667,416                                      | 174,778             | 178,345             | (309,558)             | -                     | 710,981                              | 177,496                                   |
| 06/30/20                        | 5,350,582                         | 615,317                                      | 178,641             | 182,287             | (212,586)             | -                     | 763,658                              | 267,673                                   |
| 06/30/21                        | 5,898,650                         | 678,345                                      | 177,766             | 181,394             | (231,277)             | -                     | 806,229                              | 257,203                                   |
| <b>Total</b>                    | <b>38,998,955</b>                 | <b>\$ 4,484,880</b>                          | <b>\$ 1,026,195</b> | <b>\$ 1,047,137</b> | <b>\$ (1,241,095)</b> | <b>\$ -</b>           | <b>\$ 5,317,117</b>                  | <b>\$ 1,743,890</b>                       |
| <b>Average for Last 6 Years</b> | <b>\$ 6,499,826</b>               | <b>\$ 747,480</b>                            | <b>\$ 171,033</b>   | <b>\$ 174,523</b>   | <b>\$ (206,849)</b>   | <b>\$ -</b>           | <b>\$ 886,186</b>                    | <b>\$ 290,648</b>                         |