

## Garage Conversion Summary

We recognize that many current parkers have legitimate concerns about the change in operation, and we acknowledge that they will give up a degree of convenience.

- Current parkers will no longer be able to retrieve their cars from or leave their cars in assigned spots within the garage
- Parkers will need to relinquish their keys to operators so that the entire garage operation can function efficiently

The Board took these concerns into account when weighing them against the benefits to the coop and its monthly parkers:

- The coop will realize significant and predictable additional annual revenue without charging additional fees to shareholders, including those with parking
- The additional revenue will help offset the need for future maintenance and parking fee increases
- Shareholders who have waited 12 or more years will share in the benefits of on-site parking, and many more will have some time shaved off the current wait list of 34.5 years on average
- **Monthly parkers will be offered a 50% discount on hourly/daily parking rates at all other garages maintained by our operator (currently over 350 locations in the city)**
- **Monthly parkers will be able to offer their guests a 10% discount on hourly/daily parking at our garage**
- The operator, Icon/QuikPark, is an industry leader with an excellent record of service, safety, and accountability as confirmed by extensive research, site visits, and cold calls to cooperators and management employees in other garages at coops similar to ours
- The operator assumes sole responsibility for compliance with the occupancy certificate
- Parkers will be able to notify valets to deliver their cars via phone, text, email, proprietary smart phone app, or in person, and will receive a confirmation message
- In most cases cars will be delivered within 5 minutes of request
- Parking patterns will be analyzed so that cars will eventually be positioned to be retrieved quickly even without notice
- Notice can be given well in advance of when vehicles are needed, not just “on demand”
- Vehicles that are needed urgently will be prioritized by the valets
- Visiting family and friends of shareholders (as well as shareholders themselves) will have the option of hourly/daily parking even as neighborhood alternatives continue to reduce
- Valet operators will keep and manage shopping carts that can be used by shareholders to bring groceries and other items to their apartments
- Valet operators will start and turn off cars, upon request, to maintain the battery charge of rarely used vehicles
- Valet operators will remove snow and ice from cars on the upper level

- Valet operators can deliver cars with engines running so that shareholders will arrive to find them warm in the winter and cool in the summer
- The operator will be solely financially responsible for upkeep of entrance gates, saving the coop the financial burden of those costs
- The operator will install, at its expense, additional cameras throughout the garage that will connect to our CCTV security system
- Two of our own employees who currently are stationed at the garage can now service the coop in other ways at no additional cost to the coop
- Car washing and detailing services will be offered within the garage for a fee
- All current outdoor parkers on the outdoor-to-indoor wait list will be offered indoor spots
- Tipping is discretionary and not required; response times to requests for cars are constantly monitored electronically so that all shareholders get excellent service
- The operator has an excellent record of minimizing damage to cars
- Any damage claims will be processed in a more efficient, predictable and transparent manner than occurs with our current status and will utilize the operator's insurance policy
- The valets are aware that "secret shoppers" (i.e., undercover individuals employed by a third party company) will be parking specifically to monitor whether any items in the vehicles have been removed or disturbed
- The valets are long-term, experienced employees that will soon learn the names, preferences, and concerns of monthly shareholders
- The operator has designated an exceptionally professional, experienced, and personable individual as our on-site garage manager
- The garage operator has significant experience in transitions similar to ours and pledges to over-staff our garage initially, and then scale to the appropriate number of employees over time as valets and parkers become familiarized with the particulars of our garage

We hope that shareholders will enjoy these benefits and the added revenue to the coop for years to come.