

Breakdown of the Q to Q Ferry Service, including costs and revenues since the pilot ferry service launched on May 19, 2018 to the present day:

2018 Revenue \$273,973, Costs \$766,724

2019 Revenue \$27,593, Costs \$405,529

|                                     |  |  |        | Annual         |
|-------------------------------------|--|--|--------|----------------|
| <b>2018 Revenues breakdown</b>      |  |  |        | <b>Actual</b>  |
| <b>Fare Revenue:</b>                |  |  |        |                |
| May 11, 2018 to May 18, 2018        |  |  | 272    |                |
| May 19, 2018 to Dec 2018            |  |  | 92,942 | 93,214         |
| <b>Contribution Revenue</b>         |  |  |        |                |
| DAC Infrastructure funding          |  |  | 99,798 |                |
| Translink                           |  |  | 55,962 |                |
| Port Royal Village Development Inc. |  |  | 25,000 | 180,760        |
|                                     |  |  |        | <u>273,973</u> |
|                                     |  |  |        |                |
|                                     |  |  |        | <b>YTD</b>     |
| <b>2019 Revenues breakdown</b>      |  |  |        | <b>Actual</b>  |
| <b>Fare Revenue:</b>                |  |  |        |                |
| January 2, 2019 to June 26, 2019    |  |  |        | 27,593         |
|                                     |  |  |        |                |