### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 (Max. track speed for passengers - 80 mph)

### **INTRODUCTION**

Welcome to the Alaska Canada Rail Link Passenger Revenue Model

This model provides the operating and traffic assumptions for the analysis of potential revenue generated by a passenger rail service. Various Service Assumptions and Tariff Assumptions can be manipulated to test the effect of different operating and pricing scenarios.

#### **TAB DOCUMENTATION**

Tab Name	Description
Sarvica Assumptions - Managan	Includes types of service, seasonality of service, frequency of schedules, route mileage, scheduled stops, total and average running times, train capacity and configuration. Variables used in formulas on the revenue worksheets include train capacity, passenger distribution, frequency of service, route mileage, and total running time. These variables can be manipulated to test different assumptions.
Classes of Service	Classes of service are described in this tab.
Stations	Proposed station locations are included in this tab.
Tariff	Tariff for passenger fares, motorrail fares, and private track use are found in this tab. Passenger and motorrail fares are based on an analysis of similar services and are based on per diems. Track use rates are on a per mile basis. All tariffs are linked in the revenue worksheets. Tariff rates can be adjusted to test other tariff assumptions.
Revenue - Summer	This tab projects summer revenue for a base year of operation. Tab includes base assumptions to calculate passenger and motorrail revenues. Base assumptions include train capacity, number of trains per season, occupancy, adult/child percent, number of revenue passengers, trip length in days, number of vehicles. Base assumptions are linked to Service Assumptions. Revenue formulas are linked to the base assumptions, plus the Tariff assumptions.
Revenue - Winter	This tab projects winter revenue for a base year of operation. Tab includes base assumptions to calculate passenger and motorrail revenues. Base assumptions include train capacity, number of trains per season, occupancy, adult/child percent, number of revenue passengers, trip length in days, number of vehicles. Base assumptions are linked to Service Assumptions. Revenue formulas are linked to the base assumptions, plus the Tariff assumptions.
Revenue - Private Rail	This tab projects revenue generated from private rail operations operated by a tour company seasonally. Tab includes base assumptions to calculate private rail revenues. Base assumptions include train capacity, number of trains per season, trip length in miles. Base assumptions are linked to Service Assumptions. Revenue formulas are linked to the base assumptions, plus the Tariff assumptions.
Revenue Summary	This tab links to the Revenue tabs and summarizes the three types of service revenues.
Ramp Up	The passenger operation will ramp up over a period of years to the Base year projections. This tab projects the ramp up period for each type of service - summer, winter or private rail.
Growth Scenarios	This tab provides three growth scenarios and projects growth for the first 10 years plus a growth factor for additional years.

### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 SERVICE ASSUMPTIONS

Types of Service	Months of Operation	Origin	Destination
Scheduled SUMMER service	May 15-Sept 15	Vancouver	Fairbanks
Scheduled WINTER Service	Sept 16-May 14	Prince George	Fairbanks
3. Private Rail Cars - Self Propelled -	Sept 16-Iviay 14	Prince George	Fairbanks
Operated by cruise/tour company	May 15-Sept 15	Whitehorse	Fairbanks

Frequency of Service	Route	Dates of Operation	Low Case	Mid Case	High Case
					<b>J</b>
Scheduled SUMMER Service -		May 15-31, Sept			
Number of trains each direction per week	Van-Fai-Van	1-15	1	1	2
	Van-Fai-Van	June 1-Aug 31	1	2	2
Scheduled WINTER Service - Number of trains each direction per week	DC Fai DC	Cont 4C Mov 44	4		4
of trains each direction per week	PG-Fai-PG	Sept 16-May 14	1	1	1
2. Private Rail Cars - Self Propelled -					
Number of trains each direction per week	WH-Fai-WH	May 15-31	3	4	5
	WH-Fai-WH	June 1-Aug 31	3	4	5
	WH-Fai-WH	Sept 1-15	3	4	5

		Average Speed	
		(Mgmt.	Avg. Run Time
Route Mileage	Miles	Strategy 1)	(Hours)
Vancouver to Prince George	490	35	14.0
Prince George to Hazelton	273	53	5.2
Hazelton to Watson Lake	497	53	9.4
Watson Lake to Carmacks	403	53	7.6
Skagway to Whitehorse	110	40	2.8
Whitehorse to Carmacks	107	53	2.0
Carmacks to AK Border at Ladue River	196	47	4.2
AK Border (LR) to Delta Jct	196	53	3.7
Carmacks to AK Border at BC	240	40	6.0
BC to Delta Jct	206	53	3.9
Delta Jct to Fairbanks	98	53	1.8

Route Variations - Scheduled Rail	Total Mileage	Total Running Time (hours)	Average Speed (mph)
<ol> <li>PG to Hazelton, Watson Lake,</li> </ol>			
Carmacks, AK Border (Beaver Creek),			
Fairbanks	1717	33.9	50.7
<ol><li>PG to Hazelton, Watson Lake,</li></ol>			
Carmacks, AK Border (Ladue River),			
Fairbanks	1663	31.8	52.2
Average	1690	32.9	51.5

Route Variations - Private Rail	Total Mileage	Total Running Time	Average Speed (mph)
Whitehorse, Carmacks, AK Border	Ū		` ' '
(BC), Fairbanks	597	11.7	50.9
2. Whitehorse, Carmacks, AK Border			
(LR), Fairbanks	651	13.8	47.3
Average	624	12.7	49.1

Scheduled Stops	<b>Duration (Hours)</b>
Hazelton	0.5
Watson Lake	0.5
Carmacks	6.0
Alaska Border	2.0
Other stops (Dease Lake, Delta Jct., etc.)	2.0
TOTAL HOURS Stops	11.0

Total Running Time	Running Time - hours
Average Running Time	32.9
Stops - Total Hours	11.0
TOTAL TIME	43.9
TOTAL DAYS from Prince George	1.8
Vancouver to Prince George	14.0
TOTAL DAYS from Vancouver	2.4

Train Capacity - Per Train	Low	Mid	High
Scheduled SUMMER Service - # of			
Pax	317	317	317
2. Scheduled WINTER Service - # of Pax	109	109	109
3. Private Self-Propelled Rail - # of Cars	2	3	4

Passenger Distribution - SUMMER	Low	Mid	High
Scheduled SUMMER Service - Total			_
Pax	317	317	317
Class 1 - Sleeper car w/private facilities	120	120	120
Class 2 - Sleeper car w/shared facilities	132	132	132
Class 3 - Sleeper seat w/shared facilities	65	65	65
Motor rail - # of vehicles	60	60	60
Scheduled WINTER Service - Total     Pax			
Class 1 - Sleeper car w/private facilities	0	0	0
Class 2 - Sleeper car w/shared facilities	44	44	44
Class 3 - Sleeper seat w/shared facilities	65	65	65
Motor rail - # of vehicles	25	25	25
Private Self-Propelled Rail - # of			
trains/week	3	4	5

	Bi-Level Car		Passenger
Train Configuration - SUMMER Service	Capacity	Bi-Level Cars	Capacity
Class 1			
Sleeper Cars with private facilities	30	4	120
Dining Cars - 2 seatings	62	1	62
Observation/Library/Lounge	60	2	120
Class 2			
Sleeper Cars with shared facilities	44	3	132
Dining Cars - 2 seatings	80	1	80
Bar/Cafe/Lounge Car	60	1	60
Class 3			
Sleeper Seats	65	1	65
Dining Cars - share with Class 2	0	0	0
Baggage Cars		1	0
Total Passenger Capacity			317
	Tri-Level Car		Vehicle
	Capacity	Tri-Level Cars	Capacity
Train Cars for Vehicles			
Autos	15	2	30
Vans, Pick-up Trucks, SUVs	10	3	30
Total Vehicle Capacity			60
TOTAL TRAIN CARS		19	
NUMBER OF LOCOMOTIVES		2	

	Bi-Level Car	Low Case	Base Case	High Case
Train Configuration - WINTER Service	Capacity	Bi-Level Cars	Bi-Level Cars	Bi-Level Cars
Class 1				
Sleeper Cars with private facilities	30	0	0	0
Dining Cars - 2 seatings	62	0	0	0
Observation/Library/Lounge	60	0	0	0
Class 2				
Sleeper Cars with shared facilities	44	1	1	1
Dining Cars - 2 seatings	80	1	1	1
Bar/Cafe/Lounge Car	60	1	1	1
Class 3				
Sleeper Seats	65	1	1	1
Dining Cars - share with Class 2	0	0	0	0
Baggage Cars		1	1	1
	Tri-Level Car			
	Capacity	Tri-Level Cars	Tri-Level Cars	Tri-Level Cars
Train Cars for Vehicles				
Autos	15	1	1	1
Vans, Pick-up Trucks, SUVs	10	1	1	1
TOTAL TRAIN CARS		7	7	7
NUMBER OF LOCOMOTIVES		2	2	2

	Bi-Level Car	Low Case	Base Case	High Case
Train Capacity - WINTER Service	Capacity	Bi-Level Cars	Bi-Level Cars	Bi-Level Cars
Class 1				
Sleeper Cars with private facilities	30	0	0	0
Dining Cars - 2 seatings	62	0	0	0
Observation/Library/Lounge	60	0	0	0
Class 2				
Sleeper Cars with shared facilities	44	44	44	44
Dining Cars - 2 seatings	80			
Bar/Cafe/Lounge Car	60			
Class 3				
Sleeper Seats	65	65	65	65
Dining Cars - share with Class 2	0			
Baggage Cars		1	1	1
Total Passenger Capacity		109	109	109
	Tri-Level Car			
	Capacity	Tri-Level Cars	Tri-Level Cars	Tri-Level Cars
Train Cars for Vehicles				
Autos	15	15	15	15
Vans, Pick-up Trucks, SUVs	10	10	10	10
Total Vehicle Capacity		25	25	25

### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 CLASSES OF SERVICE

<b>On-Board Services</b>	Accommodations	Facilities	Food & Beverage	Amenities
Class 1	Twin sleeper berth - 2 lower	Toilet & shower in cabin	Meals included in fare, restaurant car dining	Complimentary toiletries
		Wash basin in cabin	Beverages available for purchase	Newsletters/Onboard Magazine
		Class 1 Lounge Car	Tea & coffee complimentary	Certificate of journey completion
		Class 1 Restaurant Car		Interpretive sessions/onboard commentary
				Special reception/activities
Class 2	Twin sleeper - upper/lower	Toilet & shower at end of car	Snacks/meals available for purchase	Onboard magazine
		Wash basin in cabin	Beverages available for purchase	Onboard commentary
		Lounge car shared with Class 3		
		Restaurant car shared with Class 3		
Class 3	Upright seat	Toilet and shower at end of car	Snacks/meals available for purchase	Onboard magazine
	(reclines for sleeping)	Lounge car shared with Class 2	Beverages available for purchase	Onboard commentary
	( 3 3 3 3 3 3 7 3 7 3 7 3 7 3 7 3 7 3 7	Restaurant car shared with Class 2		

## Alaska Canada Rail Link - Passenger Service - Management Strategy #2 LOCATIONS OF STATIONS

Route 1 (Beaver Creek)	Route 2 (Ladue River)
Prince George*	Prince George*
Hazelton	Hazelton
Dease Lake	Dease Lake
Watson Lake	Watson Lake
Ross River?	Ross River?
Carmacks	Carmacks
Beaver Creek	Tok
Tok	Delta Junction
Delta Junction	Fairbanks*
Fairbanks*	

<sup>\*</sup>Stations need facilities to stage and load vehicles.

### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 TARIFF

### **Tariff - SUMMER Service**

- \* Two fare types shoulder season and peak season
- \* Three scenarios low, base, high

Tariff - Shoulder Season - May			
and September	Low	Mid	High
Per Diem			
Adult			
Class 1 (pp double occupancy)	\$675	\$675	\$675
Class 2 (pp double occupancy)	\$450	\$450	\$450
Class 3 per seat	\$175	\$175	\$175
Child			
Class 1 (pp double occupancy)	\$475	\$475	\$475
Class 2 (pp double occupancy)	\$315	\$315	\$315
Class 3 per seat	\$125	\$125	\$125
Motorrail			
Automobile	\$0.35	\$0.35	\$0.35
Van/SUV/Pickup Truck	\$0.45	\$0.45	\$0.45
Motorcycle	\$0.25	\$0.25	\$0.25

Tariff - Peak Season - June-			
August	Low	Mid	High
Per Diem			
Adult			
Class 1 (pp double occupancy)	\$750	\$750	\$750
Class 2 (pp double occupancy)	\$500	\$500	\$500
Class 3 per seat	\$200	\$200	\$200
Child			
Class 1 (pp double occupancy)	\$525	\$525	\$525
Class 2 (pp double occupancy)	\$350	\$350	\$350
Class 3 per seat	\$140	\$140	\$140
Motorrail (price per mile)			
Automobile	\$0.40	\$0.40	\$0.40
Van/SUV/Pickup Truck	\$0.50	\$0.50	\$0.50
Motorcycle	\$0.30	\$0.30	\$0.30

**Tariff - WINTER Service** 

Tariff - WINTER Service	Low	Mid	High
Per Diem			
Adult			
Class 1 (pp double occupancy)			
Class 2 (pp double occupancy)	\$300	\$300	\$300
Class 3 per seat	\$150	\$150	\$150
Child			
Class 1 (pp double occupancy)			
Class 2 (pp double occupancy)	\$150	\$150	\$150
Class 3 per seat	\$75	\$75	\$75
Motorrail			
Automobile	\$0.35	\$0.35	\$0.35
Van/SUV/Pickup Truck	\$0.45	\$0.45	\$0.45
Motorcycle	\$0.25	\$0.25	\$0.25

#### **Tariff - Private Rail Cars**

Private Rail Track Use	Low	Mid	High
Charge per passenger			
Charge per mile*	\$20	\$20	\$20

<sup>\*</sup>Placeholder - Final fees for private rail use to be determined.

### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 Revenue Forecast - Scheduled SUMMER Service - May 15 - September 15 BASE YEAR

#### Passenger Revenue

Assumptions	Vancouver/Fairb	oanks/Vancouv	er er	Prince George/	Fairbanks/Prin	ce George
-	Low	Mid	High	Low	Mid	High
Train Capacity (Passengers)	317	317	317	317	317	317
Class 1	38%	38%	38%	38%	38%	38%
Class 2	42%	42%	42%	42%	42%	42%
Class 3	21%	21%	21%	21%	21%	21%
Total Number Trains per Season						
Shoulder Season (5 weeks X 2)	10	10	20	10	10	20
Peak Sesson (13 weeks X 2)	26	52	52	26	52	52
Total Trains	36	62	72	36	62	72
Train Capacity (Passengers)						
Shoulder Season	3,170	3,170	6,340	3,170	3,170	6,340
Peak Season	8,242	16,484	16,484	8,242	16,484	16,484
Total Capacity	11,412	19,654	22,824	11,412	19,654	22,824
Occupancy (% of total capacity)						
Shoulder Season	70%	80%	90%	80%	85%	90%
Peak Season	85%	90%	95%	95%	95%	95%
Percent Adult/Child						
Adult	90%	90%	90%	90%	90%	90%
Child/Student	10%	10%	10%	10%	10%	10%
Revenue Passengers						
Shoulder Season	2,219	2,536	5,706	2,536	2,695	5,706
Peak Season	7,006	14,836	15,660	7,830	15,660	15,660
Total Revenue Passengers	9,225	17,372	21,366	10,366	18,354	21,366
Trip Length (# of Days)	2.4	2.4	2.4	1.8	1.8	1.8
Trip Longiti (# or Days)	2.4	2.4	2.4	1.0	1.0	1.0

### Revenue

Passenger Fare Revenue - Shoulder Sea	ason				
Adult (90% of total pax)					
Class 1	\$1,230,220	\$1,405,966	\$3,163,424	\$1,065,766	\$1,132,37
Class 2	\$902,162	\$937,311	\$2,319,844	\$781,562	\$830,409
Class 3	\$172,762	\$197,443	\$444,246	\$149,668	\$159,022
Child (10% of total pax)					
Class 1	\$96,190	\$109,932	\$247,346	\$83,332	\$88,540
Class 2	\$70,168	\$80,192	\$180,432	\$29,934	\$31,804
Class 3	\$13,711	\$15,670	\$35,258	\$11,878	\$12,621
Total Shoulder Season Revenue	\$2,485,214	\$2,746,514	\$6,390,550	\$2,122,139	\$2,254,773
Passenger Fare Revenue - Peak Season	1				
Adult					
Class 1	\$4,315,535	\$9,138,780	\$9,646,490	\$3,656,170	\$7,312,340
Class 2	\$3,164,726	\$6,701,772	\$7,074,093	\$297,910	\$595,820
Class 3	\$623,355	\$1,320,046	\$1,393,382	\$528,113	\$1,056,227
Child					
Class 1	\$335,653	\$710,794	\$750,283	\$284,369	\$568,738
Class 2	\$246,145	\$521,249	\$550,207	\$208,537	\$417,074
Class 3	\$48,483	\$102,670	\$108,374	\$41,075	\$82,151
Total Peak Season Revenue	\$8,733,897	\$18,495,312	\$19,522,829	\$5,016,175	\$10,032,350
Total Passenger Fares	\$11,219,111	\$21,241,825	\$25,913,379	\$7,138,315	\$12,287,123
Other Revenue Sources					
Meals (\$35 per day/Class 2&3 guest)	\$483,710	\$910,903	\$1,120,344	\$412,028	\$729,554
Lounge (\$5 per day/guest)	\$111,194	\$209,395	\$257,541	\$94,716	\$167,707
Gift Shop (\$10/guest)	\$92,247	\$173,716	\$213,658	\$103,659	\$183,543
Total Other Revenue	\$687,150	\$1,294,015	\$1,591,543	\$610,402	\$1,080,804
TOTAL PASSENGER REVENUE	\$11,906,261	\$22,535,840	\$27,504,923	\$7,748,717	\$13,367,927

Vehicle Revenue					
Assumptions	Vancouver/Fairb	anks/Vancouve	er		Prince George/F
	Low	Mid	High		Low
Train Capacity (Vehicles)					
Automobile		28	28		28
Van/SUV/Pickup Truck	30	30	30		30
Motorcycle	5	5	5		5
Total Vehicles	63	63	63		63
Total Number Trains per Season					
Shoulder Season (5 weeks X 2	10	10	20		10
Peak Sesson (13 weeks X 2		52	52		26
Total Trains		62	72		36
ain Capacity (Vehicles)	020	620	4000		000
Shoulder Seasor Peak Seasor		630	1260		630 1638
		3276	3276		
Total Capacity	2,268	3,906	4,536	2,26	8
cupancy (% of total capacity)					
Shoulder Seasor	80%	85%	90%	80%	
Peak Seasor	95%	95%	95%	95%	
venue Vehicles					
Shoulder Seasor	504	536	1,134	504	
Peak Seasor		3,112	3,112	1,556	
Total Vehicles	,	3,648	4,246	2,060	
Total Veriloids	2,000	0,040	4,240	2,000	
ip Length (# of Days)					
Avg. Speed - 36.1 MPF	2.4	2.4	2.4	1.8	
p Length (Average Mileage)	2,180	2,180	2,180	1,690	
evenue					
ehicle Revenue - Shoulder Season					
Automobile	\$170,912	\$181,594	\$384,552	\$132,496	
Van/SUV/Pickup Truck		\$250,155	\$529,740	\$182,520	
Motorcycle		\$23,163	\$49,050	\$16,900	
Total Shoulder Season Revenue		\$454,912	\$963,342	\$331,916	
. Star Grisardor Goddorf Noverlad	ψ 120, 102	ψ 10 1,0 12	ψοσο,ο 12	φοσ1,010	
ehicle Revenue - Peak Season					
Automobile	,	\$1,206,150	\$1,206,150	\$467,522	
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Van/SUV/Pickup Truck

Total Peak Season Revenue

TOTAL VEHICLE REVENUE

Motorcycle

\$807,690

\$80,769

\$1,491,534

\$1,919,686

\$1,615,380

\$2,983,068

\$3,437,980

\$161,538

\$1,615,380

\$2,983,068

\$3,946,410

\$161,538

\$626,145

\$62,615

\$1,156,281

\$1,488,197

\$1,252,290

\$125,229

\$2,312,562

\$2,665,223

\$1,252,290

\$2,312,562

\$3,059,373

\$125,229

### **TOTAL REVENUE**

Passenger Revenue	\$11,906,261	\$22,535,840	\$27,504,923	\$7,748,717	\$13,367,927	\$16,065,302
Vehicle Revenue	\$ 1,919,686	\$ 3,437,980 \$	3,946,410	\$ 1,488,197 \$	2,665,223	3,059,373
TOTAL ALL REVENUE	\$13,825,947	\$25,973,820	\$31,451,333	\$9,236,914	\$16,033,150	\$19,124,675

### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 Revenue Forecast - WINTER Service - September 16 to May 14 **BASE YEAR**

Revenue Assumptions		Prince George	/Fairbanks/Prir	ce George
		Low	Mid	High
Train Capacity (passengers)		109	109	109
	Class 1			
	Class 2	44	44	44
	Class 3	65	65	65
Total Number Trains (34 Week	s)	68	68	68
Train Capacity (Total for 34 weeks)		7,412	7,412	7,412
Occurrency (9) of total conceits	200/	F00/	70%	
Occupancy (% of total capacit	y)	30%	50%	70%
Percent Adult/Child	Adult	90%	90%	90%
Chile	d/Student	10%	10%	10%
Revenue Passengers	a, Otadoni	1070	1070	107
	Adults	2,001	3,335	4,670
	Children	222	371	519
Total Revenue Pa	ssengers	2,224	3,706	5,188
Trip Length (# of Days)		1.8	1.8	1.8
Trip Length (Avg. Mileage)		1,690	1,690	1,690
Revenue Passenger Fare Revenue Adult (90% of total pax)				
	Class 1			
	Class 2	\$442,885	\$738,142	\$1,033,398
	Class 3	\$327,131	\$545,218	\$763,306
Child (10% of total pax)	Class 1			
	Class 2	\$24,605	\$41,008	\$57,411
Total Bassanger Fore	Class 3	\$18,174	\$30,290	\$42,406
Total Passenger Fare	Revenue	\$812,795	\$1,354,658	\$1,896,521
Other Revenue Sources		<b>\$101.00</b> 5	#000 4 <b>7</b> 5	0004.446
Meals (\$30 per day/Class 2&3 guest)		\$121,905	\$203,175	\$284,446
Lounge (\$5 per day/guest)		\$20,318	\$33,863	\$47,408
Gift Shop (\$10/guest)  Total Other	Povonuo	\$22,236 \$164,459	\$37,060 \$274,098	\$51,88 <sup>2</sup> \$383,737
rotar Otner	Neveriue	φ104,459	φ214,096	φοσο,/ ο/
TOTAL PASSENGER REVENU	IE	\$977,254	\$1,628,756	\$2,280,258

\$2,280,258

Vehicle Revenue	Prince George/Fairbanks/Prince George			
Assumptions	Low	Mid	High	
Train Capacity (Vehicles)				
Automobile	15	15	15	
Van/SUV/Pickup Truck	10	10	10	
Motorcycle				
Total Vehicles	25	25	25	
Total Number Trains per Season	68	68	68	
Train Capacity	1,700	1,700	1,700	
Occupancy (% of total capacity)	30%	50%	70%	
Revenue Vehicles				
Automobile	306	510	714	
Van/SUV/Pickup Truck	204	340	476	
Motorcycle				
Total Vehicles	510	850	1,190	
Trip Length (# of Days)				
Avg. Speed - 35 MPH	1.8	1.8	1.8	
Trip Length (Average Mileage)	1,690	1,690	1,690	
Revenue				
Vehicle Revenue				
Automobile	\$180,999	\$301,665	\$422,331	
Van/SUV/Pickup Truck Motorcycle	\$155,142	\$258,570	\$361,998	
TOTAL VEHICLE REVENUE	\$336,141	\$560,235	\$784,329	
TOTAL REVENUE				
Passenger Revenue	\$977,254	\$1,628,756	\$2,280,258	
Vehicle Revenue	\$336,141	\$560,235	\$784,329	
TOTAL ALL REVENUE	\$1,313,395	\$2,188,991	\$3,064,587	

# Alaska Canada Rail Link - Passenger Service - Management Strategy #2 Revenue Forecast - Cruise/Tour Company Private Rail With Own Cars - May 15 - September 15 BASE YEAR

Revenue
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Assumptions	Whitehors	Whitehorse/Carmacks/Fairbanks/Carmacks/Whitehorse			
		Low	Mid	High	
Tour company self-propelled (# of					
trains per week each direction)					
May 15- Ma	y 31	3	4	5	
June 1-Au	g 31	3	4	5	
Sept 1	- 15	3	4	5	
Total Number Trains per Season					
Shoulder Season (5 weeks	X 2)	30	40	50	
Peak Sesson (13 weeks	X 2)	78	104	130	
Total Tr	ains	108	144	180	
Passengers					
Trip Length - (mileage)		624	624	624	
Revenue					
Track Revenue					
Shoulder Sea	ason \$374	,400 \$4	99,200	\$624,000	
Peak Sea			97,920	\$1,622,400	
		, , , , , , , , , , , , , , , , , , , ,	, -	, , , , , , , , , , , , , , , , , , , ,	
TOTAL TRACK REVENUE	\$1,347,	840 \$1.79	97,120	\$2,246,400	
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## Alaska Canada Rail Link - Passenger Service - Management Strategy #2 REVENUE SUMMARY - BASE YEAR

Option #1	Route	Low	Mid	High
Summer Service	Van/Fai/Van	\$13,825,947	\$25,973,820	\$31,451,333
Winter Service	PG/Fai/PG	\$1,313,395	\$2,188,991	\$3,064,587
Private Rail	WH/Fai/WH	\$1,347,840	\$1,797,120	\$2,246,400
TOTAL ANNUAL REVENUE		\$16,487,182	\$29,959,931	\$36,762,320
Option #2				
Summer Service	PG/Fai/PG	\$9,236,914	\$16,033,150	\$19,124,675
Winter Service	PG/FaiPG	\$1,313,395	\$2,188,991	\$3,064,587
Private Rail	WH/FaiWH	\$1,347,840	\$1,797,120	\$2,246,400
TOTAL ANNUAL REVENUE		\$11,898,148	\$20,019,261	\$24,435,662

### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 RAMP UP PERIOD

### Assumptions (Percent of Base Year)

	Vancouver/Fairbanks/Vancouver			
Summer Service		Low	Mid	High
	Year 1	50%	50%	50%
	Year 2	65%	75%	75%
	Year 3	80%	100%	100%
	Year 4	90%		
	Year 5	100%		

### Prince George/Fairbanks/Prince George

		Triffice Ocorge/Tailballk3/Triffice Ocorge			
Winter Service		Low	Mid	High	
	Year 1	50%	50%	50%	
	Year 2	65%	75%	75%	
	Year 3	80%	100%	100%	
	Year 4	90%			
	Vear 5	100%			

Private Rail	Whitehorse/Fairbanks/Whitehorse		
Revenue	Low	Mid	

	Low	Mid	High
Year 1	80%	80%	80%
Year 2	90%	90%	90%
Year 3	100%	100%	100%

### Prince George/Fairbanks/Prince George

Times congo, an banko, times coongs				
Low	Mid	High		
50%	50%	50%		
65%	75%	75%		
80%	100%	100%		
90%				
100%				

### Revenue

### **Summer Service**

Total Revenue

### Vancouver/Fairbanks/Vancouver

	Low	Mid	High
Year 1	\$6,912,974	\$12,986,910	\$15,725,667
Year 2	\$8,986,866	\$19,480,365	\$23,588,500
Year 3	\$11,060,758	\$25,973,820	\$31,451,333
Year 4	\$12,443,353		
Year 5	\$13,825,947		

### **Winter Service**

Total Revenue

### Prince George/Fairbanks/Prince George

	Low	Mid	High
Year 1	\$656,697	\$1,094,495	\$1,532,294
Year 2	\$853,706	\$1,641,743	\$2,298,440
Year 3	\$1,050,716	\$2,188,991	\$3,064,587
Year 4	\$1,182,055		
Year 5	\$1,313,395		

### Private Rail

Revenue

#### Whitehorse/Fairbanks/Whitehorse

	Low	Mid	High
Year 1	\$1,078,272	\$1,437,696	\$1,797,120
Year 2	\$1,213,056	\$1,617,408	\$2,021,760
Year 3	\$1,347,840	\$1,797,120	\$2,246,400

### Prince George/Fairbanks/Prince George

Low	Mid	High			
\$4,618,457	\$8,016,575	\$9,562,338			
\$6,003,994	\$12,024,863	\$14,343,506			
\$7,389,531	\$16,033,150	\$19,124,675			
\$8,313,223					
\$9,236,914					

### Alaska Canada Rail Link - Passenger Service - Management Strategy #2 GROWTH SCENARIOS

	Vancouver/Fairbanks/Vancouver						
	Low	Mid	High				
Summer Service							
Total Passenger Revenue	\$13,825,947	\$25,973,820	\$31,451,333				
Total Number of Passengers	9,225	17,372	21,366				
Average Passenger Revenue	\$1,498.80	\$1,495.19	\$1,472.04				
Winter Service							
Total Passenger Revenue	\$1,313,395	\$2,188,991	\$3,064,587				
Total Number of Passengers	2,224	3,706	5,188				
Average Passenger Revenue	\$590.66	\$590.66	\$590.66				

#### PERCENT GROWTH ASSUMPTIONS

PERCENT GROWTH ASSUMPTION.											Annual Avg. Growth Years
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	11 and beyond
LOW CASE											
Summer Service											
Passenger and Vehicle Volume						0.5%	0.5%	0.5%	0.5%	0.5%	0.3%
	Ramp-up Period -	Years 1-5 - no	rare changes			1.5%	1.5%	1.5%	1.5%	1.5%	0.7%
Winter Service	Dames on Davied	V 4 5				0.50/	0.50/	0.50/	0.50/	0.50/	0.00/
Passenger and Vehicle Volume			fara abangsa			0.5% 1.5%	0.5% 1.5%	0.5% 1.5%	0.5% 1.5%	0.5% 1.5%	0.3% 0.7%
raies	Ramp-up Period -	rears 1-5 - 110	iare changes			1.5%	1.5%	1.5%	1.5%	1.5%	0.7%
Private Rail	Ramp-up Period -	Years 1-3	2.5%	2.5%	2.5%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
· ····aic · · · · ·	riamp up r onou		2.070	2.070	2.070	2.070	2.070	2.070	2.070	2.070	2.070
MID CASE											
Summer Service											
Passenger and Vehicle Volume	Ramp-up Period -	Years 1-3		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Fares	Ramp-up Period -	Years 1-3 - no 1	fare changes	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	1.0%
Winter Service											
Passenger and Vehicle Volume				1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Fares	Ramp-up Period -	Years 1-3 - no 1	fare changes	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	1.0%
Private Rail	Ramp-up Period -	Years 1-3	3.0%	3.0%	3.0%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
HIGH CASE											
Summer Service											
Passenger and Vehicle Volume	Ramp-up Period -	Years 1-3		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	1.5%
S	Ramp-up Period -		fare changes	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	1.5%
Winter Service			3.1 T								
Passenger and Vehicle Volume	Ramp-up Period -	Years 1-3		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	1.5%
Fares	Ramp-up Period -	Years 1-3 - no	fare changes	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	1.5%
Private Rail	Ramp-up Period -	Years 1-3	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%

#### **REVENUE**

REVENUE		V4	Year 2	V 2	Year 4	V <b>5</b>	V C	V7	V 0	V 0	V40	Annual Avg. Growth Years
LOW CASE		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	11 and beyond
Summer Service	<b>;</b>											
	Passenger and Vehicle	\$6,912,974	\$8,986,866	\$11,060,758	\$12,443,353	\$13,825,947	\$14,103,503	\$14,385,573	\$14,673,285	\$14,966,751	\$15,266,086	1.0%
Winter Service	5	****	<b>A</b> 0=0=00	<b>^</b>	<b>^.</b>	<b>*</b> • • • • • • • • • • • • • • • • • • •	<b>*</b>	<b>*</b>	<b>^</b> 4 000 00=	<b>*</b>	<b>0.1</b> 450 000	
	Passenger and Vehicle	\$656,697	\$853,706	\$1,050,716	\$1,182,055	\$1,313,395	\$1,339,761	\$1,366,556	\$1,393,887	\$1,421,765	\$1,450,200	1.0%
Private Rail		\$1,078,272	\$1,213,056	\$1,347,840	\$1,388,275	\$1,429,923	\$1,465,672	\$1,502,313	\$1,539,871	\$1,578,368	\$1,617,827	2.0%
TOTAL Low Cas	SP.	\$8,647,943	\$11,053,628	\$13,459,314	\$15,013,683	\$16,569,265	\$16,908,936	\$17,254,443	\$17,607,043	\$17,966,884	\$18,334,113	
Percent Growth		φο,σ,σ .σ	27.8%	21.8%	11.5%	10.4%	2.1%	2.0%	2.0%	2.0%	2.0%	
MIDCASE Summer Service	<b>;</b>											
	Passenger and Vehicle	\$12,986,910	\$19,480,365	\$25,973,820	\$26,758,229	\$27,560,976	\$28,387,805	\$29,239,439	\$30,116,623	\$31,020,121	\$31,950,725	2.0%
Winter Service	Passenger and Vehicle	\$1,094,495	\$1,641,743	\$2,188,991	\$2,255,098	\$2,322,751	\$2,392,434	\$2,464,207	\$2,538,133	\$2,614,277	\$2,692,705	2.0%
	r asseriger and verticle	\$1,094,493	φ1,041,743	Ψ2,100,991	Ψ2,233,090	ΨΖ,3ΖΖ,731	Ψ2,392,434	Ψ2,404,207	Ψ2,000,100	Ψ2,014,277	Ψ2,092,703	2.070
Private Rail		\$1,437,696	\$1,617,408	\$1,797,120	\$1,851,034	\$1,906,565	\$1,954,229	\$2,003,084	\$2,053,162	\$2,104,491	\$2,157,103	2.5%
		•		•	•	•						
TOTAL Mid Case Percent Growth Rate		\$15,519,101	\$22,739,516 46.5%	\$29,959,931 31.8%	\$30,864,361 3.0%	\$31,790,292 3.0%	\$32,734,468 3.0%	\$33,706,731 3.0%	\$34,707,917 3.0%	\$35,738,889 3.0%	\$36,800,533 3.0%	
rercent Growth	I Kale		40.5%	31.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	
HIGH CASE Summer Service												
Odiffiller October	Passenger and Vehicle	\$15,725,667	\$23,588,500	\$31,451,333	\$32,721,967	\$34,030,846	\$35,392,080	\$36,807,763	\$38,280,073	\$39,811,276	\$41,403,727	3.0%
Winter Service	·											
	Passenger and Vehicle	\$1,532,294	\$2,298,440	\$3,064,587	\$3,188,397	\$3,315,932	\$3,448,570	\$3,586,512	\$3,729,973	\$3,879,172	\$4,034,339	3.0%
Private Rail		\$1,797,120	\$2,021,760	\$2,246,400	\$2,313,792	\$2,383,206	\$2,454,702	\$2,528,343	\$2,604,193	\$2,682,319	\$2,762,789	3.0%
r IIvale Itali		ψ1,797,120	ΨΖ,0Ζ1,700	ΨΖ,Ζ40,400	Ψ2,313,792	ΨΖ,303,200	ΨΖ,434,702	ΨΖ,3Ζ0,343	Ψ2,004,193	Ψ2,002,319	ΨΖ,1 0Ζ,1 09	3.0%
TOTAL High Ca	ise	\$19,055,080	\$27,908,700	\$36,762,320	\$38,224,156	\$39,729,984	\$41,295,351	\$42,922,618	\$44,614,240	\$46,372,767	\$48,200,855	
Percent Growth	n Rate		46.5%	31.7%	4.0%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	