

Attachment B: Service Pricing

For Charter Bus and Limousine & Town Car Services provide pricing matrix for each category

| Type of Vehicle | 54 Passenger | Sleeper | 58 Passenger | |
|---|--|--|--|--|
| Passenger capacity | 54 | 40 | 58 | |
| Cost per Hour | \$200 | \$200 | \$200 | |
| Cost per loaded mile | \$6.00 | \$6.00 | \$6.00 | |
| Cost per unloaded mile | \$6.00 | \$6.00 | \$6.00 | |
| Relay Driver Cost | \$1,200 UP TO 200 MILES \$1,700 200-300 MILES | \$1,200 UP TO 200 MILES \$1,700 200-300 MILES | \$1,200 UP TO 200 MILES \$1,700 200-300 MILES | |
| EXTRA DRIVER COST | \$1,200 FOR ONE EXTRA DRIVER | \$1,200 FOR ONE EXTRA DRIVER | \$1,200 FOR ONE EXTRA DRIVER | EXTRA DRIVERS ARE USED WHEN DOT HOURS OF SERVICE ARE EXCEEDED |
| Minimum hours required to be rented | 8 | 8 | 8 | HOURS START AND FINISH IN ROANOKE, VA |
| Minimum Daily Charge | \$1,600 | \$1,600 | \$1,600 | |
| Max Daily charge | None | None | None | |
| Pricing will be the higher of hourly or mileage charge, while not exceeding the Max Daily Charge | | | | |
| Overnight fees | \$600 per night | | | |
| How is driver gratuity handled | Customer Discretion | | | |
| No charge for deadhead miles up to how many miles | | | | |
| Above pricing is valid up to a Diesel price of \$___ per gallon. How is surcharge calculated | | | | |
| How are cancellations fees handled | ALL CANCELLATIONS MUST BE SUBMITTED IN WRITING. IF THE GROUP CANCELS TO GO WITH ANOTHER COMPANY, THE FULL PRICE OF THE TRIP WILL BE CHARGED. IF THE GROUP FORGETS TO CANCEL, THE FULL PRICE OF THE TRIP IS CHARGED. IF THE TRIP IS CANCELLED DUE TO WEATHER OR UNFORESEEN CIRCUMSTANCES, THE CHARGE WILL BE \$600 PLUS ANY MILEAGE INCURRED. | | | |

For Taxi vendors provide pricing structure for standard pick-up / drop-off request:

| | | | |
|------------------------|-------------------------|--|--|
| Start-up fee | | | |
| Cost per mile | | | |
| Cost per minute | | | |
| Additional Fees | Fee description: | | |
| Additional Fees | Fee description: | | |
| Additional Fees | Fee description: | | |
| Additional Fees | Fee description: | | |
| Additional Fees | Fee description: | | |

For Charter Bus, Limo & Towncar, and Taxi Service provide airport one-way (pick-up or drop off) fees. Create this pricing matrix for each VASCUPP school that the Selected Firm offers services too. If your firm does NOT offer service to a specific school listed below - simply do not provide pricing for the school

| | | | | |
|----------------------------------|------------------------|----------------|----------------|-------|
| For which VASCUPP school: | University of Virginia | | | |
| Vehicle Type: | | 55 - Passenger | 32 - passenger | Sedan |
| Airport: | Charlottesville | \$350 | \$325 | \$35 |
| Airport: | Richmond | \$450 | \$350 | \$50 |
| Airport: | Dulles | \$550 | \$400 | \$100 |
| Airport: | | | | |
| Airport: | | | | |

EXAMPLE

| | | | | |
|----------------------------------|-------------------------|--|--|--|
| For which VASCUPP school: | George Mason University | | | |
| Vehicle Type: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |

| | | | | |
|-----------------|--|--|--|--|
| Airport: | | | | |
| Airport: | | | | |

| | | | | |
|----------------------------------|--------------------------|--------------|--|--|
| For which VASCUPP school: | James Madison University | | | |
| Vehicle Type: | | 54 Passenger | | |
| Airport: | Dulles | \$2,800 | | |
| Airport: | Reagan | \$3,100 | | |
| Airport: | BWI | \$3,500 | | |
| Airport: | | | | |
| Airport: | | | | |

| | | | | |
|----------------------------------|-------------------------|--|--|--|
| For which VASCUPP school: | Old Dominion University | | | |
| Vehicle Type: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |

| | | | | |
|----------------------------------|---------------------|--------------|--|--|
| For which VASCUPP school: | Longwood University | | | |
| Vehicle Type: | | 54 Passenger | | |
| Airport: | Richmond | \$2,400 | | |
| Airport: | Dulles | \$3,000 | | |
| Airport: | Reagan | \$3,100 | | |
| Airport: | Lynchburg | \$1,600 | | |
| Airport: | RDU | \$2,500 | | |

| | | | | |
|----------------------------------|--------------------|--------------|--|--|
| For which VASCUPP school: | Radford University | | | |
| Vehicle Type: | | 54 Passenger | | |
| Airport: | Roanoke | \$1,600 | | |
| Airport: | Richmond | \$3,000 | | |
| Airport: | Charlotte | \$2,600 | | |
| Airport: | Dulles | \$3,300 | | |
| Airport: | Reagan | \$4,000 | | |

| | | | | |
|----------------------------------|------------------------|--|--|--|
| For which VASCUPP school: | University of Virginia | | | |
| Vehicle Type: | | | | |

| | | | | |
|-----------------|-----------------|---------|--|--|
| Airport: | Charlottesville | \$1,600 | | |
| Airport: | Richmond | \$2,400 | | |
| Airport: | Dulles | \$3,000 | | |
| Airport: | Reagan | \$3,100 | | |
| Airport: | BWI | \$3,500 | | |

| | | | | |
|----------------------------------|----------------------------------|--|--|--|
| For which VASCUPP school: | Virginia Commonwealth University | | | |
| Vehicle Type: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |

| | | | | |
|----------------------------------|-------------------------------|--|--|--|
| For which VASCUPP school: | University of Mary Washington | | | |
| Vehicle Type: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |
| Airport: | | | | |

| | | | | |
|----------------------------------|-----------------------------|--------------|--|--|
| For which VASCUPP school: | Virginia Military Institute | | | |
| Vehicle Type: | | 54 Passenger | | |
| Airport: | Roanoke | \$1,600 | | |
| Airport: | Charlotte | \$3,000 | | |
| Airport: | Richmond | \$2,400 | | |
| Airport: | Dulles | \$3,000 | | |
| Airport: | Reagan | \$3,100 | | |

| | | | | |
|----------------------------------|---------------|--------------|--|--|
| For which VASCUPP school: | Virginia Tech | | | |
| Vehicle Type: | | 54 Passenger | | |
| Airport: | Roanoke | \$1,600 | | |
| Airport: | Charlotte | \$2,700 | | |
| Airport: | Dulles | \$3,300 | | |
| Airport: | Richmond | \$3,000 | | |
| Airport: | Reagan | \$3,500 | | |

| | | | | |
|----------------------------------|------------------|--------------|--|--|
| For which VASCUPP school: | William and Mary | | | |
| Vehicle Type: | | 54 Passenger | | |
| Airport: | Dulles | \$4,300 | | |
| Airport: | Richmond | \$3,000 | | |
| Airport: | RDU | \$4,300 | | |
| Airport: | Norfolk | \$3,400 | | |
| Airport: | Reagan | \$4,300 | | |