



Lease Harbor Service Pricing

Fees for Basic Services

1. **Monthly Application Fee (per portfolio):**
\$500 for the first 100 non-archived records;
plus \$1.00 per non-archived record from 101 to 2500;
plus \$.25 per non-archived record beyond 2500;
plus \$.10 per archived record.
2. **Portfolio Setup:** \$2,500, for the initial portfolio, which includes 3 hours of portfolio set up and 4 hours of phone training for up to 10 users per session.

Fees for Optional Services (per portfolio)

1. **Power Reporting Option:** \$50 per user, per month, for each portfolio where Power Reporting is enabled for the user.
2. **Base Payment Functionality:** \$200 per month per portfolio, plus \$.80 per non-archived record using the Payment Functionality.
3. **Enhanced Financial Functionality:** \$50 per month per portfolio, plus \$.40 per non-archived record using the Enhanced Financial Functionality.
4. **Primary Support (Portfolio Configuration, Data Conversion, Training):** \$100 per hour.
5. **Custom Services (Custom Reporting, System Programming):** \$175 per hour.
6. **Project Consulting:** \$250 per hour.
7. **Holdover Fee:** 10% of total fees in each month during any month to month agreement term.

Single Price Philosophy

Lease Harbor LLC strives to make our product as cost competitive as possible and we believe our system offers the best value relative to comparable services. We believe that each client should pay the same rate for our services, with cost determined by the size of their portfolio, and services used. We allow any current client the option to convert to our current pricing at any time.

We are the only company in our market to list its pricing publicly. Some prospective clients are surprised to see our straightforward pricing model. We believe our competition does not publish their prices because doing so would invite an unfavorable comparison between their pricing and ours.

Lease Harbor's service pricing has been consistent since the start of the company. Although we have made changes to our pricing for administrative simplicity, and to reflect substantial new features, our current pricing for basic services is at the same general level as when we started the company over seven years ago.