

SYSTEM GENERATED
REVENUES

MARCH REVENUES: VARIANCE TO BUDGET

Dollars in Millions

⬇️ - = unfavorable

⬆️ + = favorable

↔️ = on par

| | <u>Actual MARCH 2020</u> | <u>Variance to Budget</u> | <u>Variance to MARCH 2019</u> |
|---------------------------------|------------------------------|-----------------------------------|---------------------------------------|
| Farebox | \$15.6M | ⬇️ -12.7M | ⬇️ -12.0M |
| Passes | \$13.6M | ⬇️ -6.7M | ⬇️ -6.3M |
| Fare and Pass Total | \$29.2M | ⬇️ -19.4M | ⬇️ -18.3M |
| Reduced Fare Subsidy | \$1.2M | ↔️ =0.0M | ↔️ =0.0M |
| Non-Farebox | \$7.4M | ⬇️ -0.1M | ⬆️ +0.3M |
| Revenue Total | \$37.8M | ⬇️ -19.5M | ⬇️ -18.0M |
| Average Fare (<i>Dollars</i>) | \$1.26 | ⬇️ -\$0.01 | ⬆️ +\$0.02 |
| Free Rides | 4.1M | | |

Free Rides is 1.2M lower than MARCH 2019



YEAR TO DATE REVENUES: VARIANCE TO BUDGET

Dollars in Millions

⬇️ = unfavorable

⬆️ = favorable

↔️ = on par

| | <u>Actual MARCH YTD</u> | <u>Variance to Budget YTD</u> | <u>Variance to 2019 YTD</u> |
|---------------------------------|-----------------------------|---------------------------------------|-------------------------------------|
| Farebox | \$67.8M | ⬇️ -12.8M | ⬇️ -9.9M |
| Passes | \$51.8M | ⬇️ -6.9M | ⬇️ -4.7M |
| Fare and Pass Total | \$119.6M | ⬇️ -19.7M | ⬇️ -14.6M |
| Reduced Fare Subsidy | \$3.7M | ↔️ =0.0M | ⬆️ +0.1M |
| Non-Farebox | \$21.8M | ⬇️ -0.5M | ⬆️ +0.4M |
| Revenue Total | \$145.1M | ⬇️ -20.2M | ⬇️ -14.1M |
| Average Fare (<i>Dollars</i>) | \$1.26 | ⬇️ -\$0.03 | ↔️ =\$0.00 |
| Free Rides | 14.7M | | |

Free Rides is on par with MARCH 2019 YTD



EXPENSES

MARCH EXPENSES: VARIANCE TO BUDGET

Dollars in Thousands

| Category | Actual March 2020 | Favorable/ (Unfavorable) Variance to Budget |
|---------------------------------|----------------------|--|
| Labor | 98,284 | (477) |
| Material | 7,066 | (827) |
| Fuel | 3,203 | 518 |
| Power | 2,111 | 572 |
| Provision Injuries & Damages | 1,833 | - |
| Purchase of Security Services | 1,678 | 26 |
| Other Expenses | 21,659 | 438 |
| Total Operating Expenses | 135,835 | 250 |

Other expenses consist of: Utilities, Advertising & Promotions, Travel & Meetings, Contractual Services, Leases & Rentals, Pension Obligation Bond, and General Expenses.



YEAR TO DATE EXPENSES: VARIANCE TO BUDGET

Dollars in Thousands

| Category | Actual YTD 2020 | Favorable/ (Unfavorable) YTD Variance to Budget |
|---------------------------------|--------------------|--|
| Labor | 289,481 | (2,621) |
| Material | 20,540 | (1,238) |
| Fuel | 10,397 | 1,000 |
| Power | 7,672 | 1,188 |
| Provision Injuries & Damages | 5,500 | - |
| Purchase of Security Services | 4,967 | 145 |
| Other Expenses | 64,552 | 785 |
| Total Operating Expenses | 403,109 | (741) |

Other expenses consist of: Utilities, Advertising & Promotions, Travel & Meetings, Contractual Services, Leases & Rentals, Pension Obligation Bond, and General Expenses.





FUEL

- Positive MTD Variance \$518K
- Positive YTD Variance \$1,000K
- Fixed Forward purchase of 84% of 2020 volume
- Fixed Forward purchase of 85% of 2021 volume
- Fixed Forward purchase of 50% of 2022 volume



POWER

- Positive MTD Variance \$572K
- Positive YTD Variance \$1,188K
- Fixed Forward purchase 100% of 2020
- Fixed Forward purchase 100% of 2021
- Fixed Forward purchase 100% of 2022
- Fixed Forward purchase 100% of 2023
- Fixed Forward purchase 100% of 2024



NATURAL GAS

- Positive MTD Variance \$18K
- Positive YTD Variance \$38K
- Fixed Forward purchase 76% of 2020 volume
- Fixed Forward purchase 70% of 2021 volume
- Fixed Forward purchase 45% of 2022 volume