



St. John's
Transportation
Commission

October 31

2020

MONTHLY FINANCIAL STATEMENTS

Issued: NOVEMBER 20, 2020

Note to reader: The figures contained herein are unaudited and for discussion purposes and may change as a result of timing issues and other best estimates used in preparation.

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (METROBUS)
OCTOBER, 2020



	OCTOBER			YEAR TO DATE		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
REVENUE						
SJMC Subsidy	\$1,170,040	\$1,170,040	\$0	\$11,432,090	\$11,188,280	\$243,810
Passenger Revenue	241,543	596,280	(354,737)	3,081,837	5,073,490	(1,991,653)
Low Income Pass Revenue	187,530	0	187,530	378,364	0	378,364
Mt. Pearl Revenue	86,152	85,880	272	907,292	855,020	52,272
Paradise Revenue	23,951	23,810	141	230,683	232,940	(2,257)
Charter Revenue	113	7,000	(6,887)	1,193	42,700	(41,507)
Transit Advertising Revenue	5,929	22,250	(16,321)	81,010	192,500	(111,490)
THE LINK Revenue	0	0	0	0	39,550	(39,550)
Community Bus Revenue	8,579	8,330	249	82,234	83,300	(1,066)
Other Income	5,912	10,000	(4,088)	91,346	100,000	(8,654)
TOTAL REVENUE	\$1,729,749	\$1,923,590	(\$193,841)	\$16,286,049	\$17,807,780	(\$1,521,731)
OPERATIONS						
Operators Salaries	\$543,755	\$569,510	\$25,755	\$4,667,769	\$4,966,800	\$299,031
Salaries Operations	121,316	135,880	14,564	1,142,773	1,155,900	13,127
Diesel Fuel	119,055	180,570	61,515	1,136,575	1,713,540	576,965
Company Vehicles	2,830	3,290	460	30,172	31,540	1,368
Licenses	4,900	4,900	0	55,740	56,250	510
Communications Expense	2,331	2,230	(101)	23,296	22,300	(996)
Miscellaneous	2,191	600	(1,591)	13,165	7,780	(5,385)
Uniforms & Clothing	5,989	5,990	1	60,165	61,100	935
Advertising Expense	8,931	9,020	89	89,013	96,350	7,337
Bus Charter Expense	69	3,730	3,661	1,390	24,490	23,100
Transit Advertising Expense	7,812	9,510	1,698	68,928	86,220	17,292
THE LINK Expense	0	0	0	0	32,050	32,050
Community Bus Expense	11,485	8,340	(3,145)	91,140	83,410	(7,730)
Promotions Expense	4,926	5,980	1,054	32,510	55,800	23,290
Registration & Membership	318	3,870	3,552	17,917	23,970	6,053
Schedules & Transfers	1,450	1,600	150	11,278	16,800	5,522
TOTAL OPERATIONS	\$837,358	\$945,020	\$107,662	\$7,441,831	\$8,434,300	\$992,469
MAINTENANCE						
Garage Salaries	\$209,989	\$225,030	\$15,041	\$1,952,308	\$2,008,660	\$56,352
Wash Salaries	44,251	31,430	(12,821)	373,030	282,030	(91,000)
Shop Tools & Equipment	2,255	1,760	(495)	22,956	16,780	(6,176)
Stock Parts	44,227	47,030	2,803	514,025	545,680	31,655
Garage Expense	3,961	7,990	4,029	81,064	73,220	(7,844)
Bus Lubricants	10,053	11,960	1,907	82,523	89,240	6,717
Tire Expense	21,796	20,570	(1,226)	97,820	96,840	(980)
Body Shop Supplies	(33)	1,090	1,123	519	9,470	8,951
Bus Wash	551	1,230	679	22,598	11,280	(11,318)
Building & Yards	59,885	22,850	(37,035)	153,616	118,540	(35,076)

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (METROBUS)
OCTOBER, 2020



	OCTOBER			YEAR TO DATE		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
Utilities	21,338	23,900	2,562	266,920	316,600	49,680
Maintenance Vehicles	1,984	2,950	966	41,523	39,500	(2,023)
Bus Stop & Shelters	3,416	3,350	(66)	22,441	28,800	6,359
Janitorial & Sanitation	3,609	3,550	(59)	35,536	35,500	(36)
Farebox Repairs	756	1,300	544	4,043	13,500	9,457
TOTAL MAINTENANCE	\$428,038	\$405,990	(\$22,048)	\$3,670,922	\$3,685,640	\$14,718
FINANCE & ADMINISTRATION						
Administration Salaries	\$87,260	\$87,460	\$200	\$775,335	\$772,300	(\$3,035)
Employer's Payroll Tax	20,735	21,140	405	186,543	187,980	1,437
Sick Leave	19,000	19,000	0	190,000	190,000	0
Worker's Compensation	10,774	11,000	226	123,432	127,460	4,028
Employment Insurance	7,490	9,000	1,510	169,350	180,630	11,280
Group Insurance	43,477	50,310	6,833	493,934	528,840	34,906
CPP Expense	26,519	27,480	961	392,176	413,380	21,204
Pension Expense	138,751	151,560	12,809	1,284,063	1,371,690	87,627
Audit & Legal Fees	2,000	2,000	0	30,630	32,000	1,370
Telephone Expense	2,252	2,910	658	25,177	30,000	4,823
Computer Expense	17,014	18,540	1,526	203,152	179,710	(23,442)
Office Supplies Expense	5,427	6,860	1,433	66,890	62,980	(3,910)
Travel Expense	0	0	0	0	10,880	10,880
Training Expense	876	1,150	274	7,201	7,950	749
Fleet Insurance Expense	27,828	30,900	3,072	270,404	292,180	21,776
General Insurance Expense	3,105	3,200	95	31,050	32,000	950
Miscellaneous Expense	5,695	4,610	(1,085)	33,447	42,600	9,153
TOTAL FINANCE & ADMIN.	\$418,203	\$447,120	\$27,956	\$4,282,784	\$4,462,580	\$179,796
Total Expenses	\$1,683,598	\$1,798,130	\$114,532	\$15,395,537	\$16,582,520	\$1,186,983
NET BEFORE DEBT	\$46,151	\$125,460	(\$79,309)	\$890,512	\$1,225,260	(\$334,748)
DEBT CHARGES						
Loan Interest Expense	5,448	13,960	8,512	\$81,621	\$145,260	\$63,639
Bank Loan Payment	97,000	111,500	14,500	971,000	1,080,000	109,000
TOTAL SURPLUS/(COST) OF SERVICE	(\$56,297)	\$0	(\$56,297)	(\$162,109)	\$0	(\$162,109)

ST. JOHN'S TRANSPORTATION COMMISSION
 STATEMENT OF REVENUE & EXPENDITURES (GOBUS)
 OCTOBER, 2020



	OCTOBER			YEAR TO DATE		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
REVENUE						
SJMC Subsidy	\$341,330	\$341,330	\$0	\$3,688,960	\$3,678,040	\$10,920
Passenger Revenue	11,990	23,000	(11,010)	131,284	240,000	(108,716)
Low Income Pass Revenue	11,970	0	11,970	20,636	0	20,636
Mount Pearl Admin	5,800	7,290	(1,490)	56,760	63,410	(6,650)
Government Grant	7,875	7,900	(25)	78,750	79,000	(250)
TOTAL REVENUE	\$378,965	\$379,520	(\$555)	\$3,976,390	\$4,060,450	(\$84,060)
EXPENSES						
MVT Subsidy	\$260,928	\$334,350	\$73,422	\$1,950,818	\$3,608,170	\$1,657,352
Administration Salaries	12,266	12,950	684	109,655	111,690	2,035
Employer's Payroll Tax	246	260	14	2,192	2,210	18
Worker's Compensation	175	180	5	1,555	1,560	5
Employment Insurance	81	290	209	1,936	2,530	594
Group Insurance	359	250	(109)	3,097	2,130	(967)
CPP Expense	175	680	505	4,501	5,860	1,359
Pension Expense	820	780	(40)	7,170	6,710	(460)
Promotions Expense	123	310	187	1,070	3,100	2,030
Telephone Expense	277	360	83	2,692	3,600	908
Professional Fees	2,127	2,860	733	20,525	24,920	4,395
Computer Expense	7,384	5,400	(1,984)	79,086	73,500	(5,586)
Office Supplies Expense	553	250	(303)	3,274	2,500	(774)
Travel Expense	0	0	0	0	2,500	2,500
Training Expense	0	0	0	0	0	0
Miscellaneous Expense	3,577	3,650	73	30,824	36,500	5,676
TOTAL EXPENSE	\$289,091	\$362,570	\$73,479	\$2,218,395	\$3,887,480	\$1,669,085
NET BEFORE DEBT	\$89,874	\$16,950	\$72,924	\$1,757,995	\$172,970	\$1,585,025
DEBT CHARGES						
Loan Interest Expense	426	950	524	\$7,310	\$10,970	\$3,660
Bank Loan Payment	16,000	16,000	0	162,000	162,000	0
TOTAL SURPLUS/(COST) OF SERVICE	\$73,448	\$0	\$73,448	\$1,588,685	\$0	\$1,588,685

ST. JOHN'S TRANSPORTATION COMMISSION
 MONTHLY RIDERSHIP STATISTICS
 FROM JANUARY 2015 to DECEMBER 2020



Month	2015		2016		2017		2018		2019		2020	
	Ridership	Percentage change 2014/2015	Ridership	Percentage change 2015/2016	Ridership	Percentage change 2016/2017	Ridership	Percentage change 2017/2018	Ridership	Percentage change 2018/2019	Ridership	Percentage change 2019/2020
January	258,346	11.55%	249,788	-3.31%	245,991	-1.52%	252,948	2.83%	271,038	7.15%	228,072	-15.85% **
February	234,673	2.72%	246,727	5.14%	212,883	-13.72%	226,887	6.58%	245,122	8.04%	293,617	19.78% **
March	263,328	3.42%	264,549	0.46%	269,695	1.95%	255,246	-5.36%	284,308	11.39%	200,818	-29.37%
April	240,169	5.72%	238,238	-0.80%	217,414	-8.74%	234,164	7.70%	253,668	8.33%	62,868	-75.22%
May	242,510	1.99%	236,557	-2.45%	239,758	1.35%	234,195	-2.32%	262,952	12.28%	73,659	-71.99%
June	243,836	4.42%	237,772	-2.49%	230,028	-3.26%	231,941	0.83%	252,025	8.66%	108,719	-56.86%
July	232,824	-2.24%	223,924	-3.82%	217,931	-2.68%	237,102	8.80%	256,666	8.25%	141,670	-44.80%
August	236,134	2.32%	234,994	-0.48%	228,138	-2.92%	247,044	8.29%	265,350	7.41%	149,188	-43.78%
September	273,145	-5.03%	276,487	1.22%	268,151	-3.01%	281,581	5.01%	315,538	12.06%	159,966	-49.30%
October	286,252	-3.07%	276,778	-3.31%	275,603	-0.42%	299,274	8.59%	326,677	9.16%	180,519	-44.74%
November	267,124	-0.47%	271,693	1.71%	269,013	-0.99%	283,236	5.29%	301,765	6.54%		
December	223,969	-3.15%	207,670	-7.28%	205,510	-1.04%	216,184	5.19%	242,702	12.27%		
Year-to-date	<u>2,511,217</u>		<u>2,485,814</u>	-1.01%	<u>2,405,592</u>	-3.23%	<u>2,500,382</u>	3.94%	<u>2,733,344</u>	9.32%	<u>1,599,096</u>	-41.50%
Total Year	<u>3,002,310</u>		<u>2,965,177</u>	-1.24%	<u>2,880,115</u>	-2.87%	<u>2,999,802</u>	4.16%	<u>3,277,811</u>	9.27%	<u>1,599,096</u>	
Weekdays	210		205		209		209		208		202	
Saturdays	43		45		42		43		43		44	
Sundays	42		45		43		42		43		41	
SOE	0		0		0		0		0		8	
Stats	9		10		10		10		10		10	
	304		305		304		304		304		305	

** Ridership impacted by 8 days of no service due to SOE and free service from the JAN 25th to FEB 7th after SOE lifted.

ST. JOHN'S TRANSPORTATION COMMISSION

MONTHLY REVENUE RIDERSHIP STATISTICS (EXCLUDES TRANSFERS DATA)

FROM JANUARY 2015 to DECEMBER 2020



Month	2015		2016		2017		2018		2019		2020	
	Ridership	Percentage change 2014/2015	Ridership	Percentage change 2015/2016	Ridership	Percentage change 2016/2017	Ridership	Percentage change 2017/2018	Ridership	Percentage change 2018/2019	Ridership	Percentage change 2019/2020
January	229,186	16.33%	220,583	-3.75%	218,385	-1.00%	222,408	1.84%	236,644	6.40%	209,658	-11.40%
February	207,090	7.88%	216,374	4.48%	187,771	-13.22%	196,837	4.83%	211,826	7.61%	265,263	25.23%
March	232,646	9.06%	232,591	-0.02%	239,814	3.11%	222,806	-7.09%	246,623	10.69%	171,362	-30.52%
April	211,471	11.34%	209,045	-1.15%	192,439	-7.94%	205,728	6.91%	219,821	6.85%	53,859	-75.50%
May	213,542	5.11%	207,959	-2.61%	211,286	1.60%	203,580	-3.65%	226,291	11.16%	63,239	-72.05%
June	215,080	4.54%	209,327	-2.67%	204,044	-2.52%	202,872	-0.57%	218,751	7.83%	95,352	-56.41%
July	206,202	-1.83%	198,377	-3.79%	193,925	-2.24%	209,506	8.03%	223,562	6.71%	124,516	-44.30%
August	211,517	2.93%	210,112	-0.66%	204,278	-2.78%	219,859	7.63%	233,520	6.21%	130,537	-44.10%
September	241,494	-5.49%	245,427	1.63%	237,683	-3.16%	248,466	4.54%	275,090	10.72%	138,690	-49.58%
October	252,873	-3.52%	244,424	-3.34%	241,775	-1.08%	261,538	8.17%	282,342	7.95%	152,972	-45.82%
November	235,679	-1.37%	239,114	1.46%	236,279	-1.19%	247,460	4.73%	260,755	5.37%		
December	198,020	-3.90%	185,159	-6.49%	181,057	-2.22%	189,948	4.91%	210,393	10.76%		
Year-to-date	<u>2,221,101</u>		<u>2,194,219</u>	-1.21%	<u>2,131,400</u>	-2.86%	<u>2,193,600</u>	2.92%	<u>2,374,470</u>	8.25%	<u>1,405,448</u>	-40.81%
Total Year	<u>2,654,800</u>		<u>2,618,492</u>	-1.37%	<u>2,548,736</u>	-2.66%	<u>2,631,008</u>	3.23%	<u>2,845,618</u>	8.16%	<u>1,405,448</u>	

ST. JOHN'S TRANSPORTATION COMMISSION
MOUNT PEARL SUMMARY REPORT
OCTOBER, 2020



	ACTUAL	OCTOBER BUDGET	VARIANCE	ACTUAL	YTD BUDGET	VARIANCE
REVENUES						
Passenger Revenue	\$21,285	\$21,559	(\$274)	\$126,318	\$210,507	(\$84,189)
City of Mount Pearl Billing	86,152	85,880	272	907,292	855,020	52,272
Total Revenue	\$107,437	\$107,439	(\$2)	\$1,033,610	\$1,065,527	(\$31,917)
*Less Variable Expenses						
Operating Expenses	\$45,894	\$50,197	\$4,303	\$455,178	\$466,715	\$11,537
Maintenance Expenses	19,337	19,361	24	201,951	182,579	(19,372)
Finance & Admin. Expenses	15,371	16,174	803	182,945	175,250	(7,695)
Total Expenses	\$80,602	\$85,732	\$5,130	\$840,074	\$824,544	(\$15,530)
Total Overhead Contribution	\$26,835	\$21,707	\$5,128	\$193,536	\$240,983	(\$47,447)
Mount Pearl Kilometers	15,089.4	15,089.4	0.0	145,169.7	149,647.4	(4,477.8)
Cost per Kilometer	\$7.12	\$7.12		\$7.12	\$7.12	
Riders Per Hour^ - Route 21	16.0					
Riders Per Hour^ - Route 22	12.1					
^ Riders per hour average:						
	Route 21	Route 22				
2015	20.5	17.5				
2016	20.6	16.6				
2017	19.6	15.7				
2018	18.7	15.1				
2019	20.1	17.6				
2020	13.2	10.2				
2015-2020	18.9	15.3				

*Based on actual/budget kilometers and cost per kilometer

ST. JOHN'S TRANSPORTATION COMMISSION
 PARADISE SUMMARY REPORT
 OCTOBER, 2020



	ACTUAL	OCTOBER BUDGET	VARIANCE	ACTUAL	YTD BUDGET	VARIANCE
REVENUES						
Passenger Revenue	\$919	\$1,055	(\$136)	\$6,540	\$11,915	(\$5,375)
Town of Paradise Billing	23,951	23,810	141	230,683	232,940	(2,257)
Total Revenue	\$24,870	\$24,865	\$5	\$237,223	\$244,855	(\$7,632)
*Less Variable Expenses						
Operating Expenses	\$10,624	\$11,619	\$995	\$104,453	\$106,235	\$1,782
Maintenance Expenses	4,476	4,482	6	46,320	41,951	(4,369)
Finance & Admin. Expenses	3,558	3,744	186	41,958	40,244	(1,714)
Total Expenses	\$18,658	\$19,845	\$1,187	\$192,731	\$188,430	(\$4,301)
Total Overhead Contribution	\$6,212	\$5,020	\$1,192	\$44,492	\$56,425	(\$11,933)
Paradise Kilometers	3,493.0	3,492.7	0.3	33,317.4	34,390.4	(1,073.0)
Cost per Kilometer	\$7.12	\$7.12		\$7.12	\$7.12	
Riders Per Hour*	4.9					
* Riders per hour average:						
2016 (Jun-Dec)	7.2					
2017	7.7					
2018	7.2					
2019	6.9					
2020	4.0					
2016-2020	6.6					

*Based on actual/budget kilometers and cost per kilometer



	ACTUAL	OCTOBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
REVENUES						
Charter Revenue	\$113	\$7,000	(\$6,887)	\$1,193	\$42,700	(\$41,507)
Total Revenue	\$113	\$7,000	(\$6,887)	\$1,193	\$42,700	(\$41,507)
EXPENSES						
Operators Salary Expense	\$0	\$2,190	\$2,190	\$621	\$13,360	\$12,739
Operation's Salaries Expense	0	100	100	0	1,600	1,600
Diesel Fuel Expense	28	350	322	206	2,130	1,924
Maintenance Expenses *	41	1,090	1,049	563	6,650	6,087
Meals & Miscellaneous Expenses	0	0	0	0	0	0
Marketing Expense	0	0	0	0	650	650
Administration Expense	0	0	0	0	0	0
Total Expenses	\$69	\$3,730	\$3,661	\$1,390	\$24,390	\$23,000
PROFIT / (LOSS)	\$44	\$3,270	(\$3,226)	(\$197)	\$18,310	(\$18,507)

* Maintenance Expenses include Garage Salaries, Wash Salaries, Stock Parts, Garage Expense, Bus Lubricants, Tire Expense, Bus Wash Expense.

ST. JOHN'S TRANSPORTATION COMMISSION
 TRANSIT ADVERTISING FINANCIAL STATEMENT
 OCTOBER, 2020



	ACTUAL	OCTOBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
REVENUES						
Metrobus Transit Advertising	\$3,679	\$20,000	(\$16,321)	\$58,510	\$170,000	(\$111,490)
Total Revenues	\$3,679	\$20,000	(\$16,321)	\$58,510	\$170,000	(\$111,490)
EXPENSES						
Salaries	\$4,891	\$4,890	(\$1)	\$43,039	\$43,020	(\$19)
Sales Commission	480	2,110	1,630	6,975	18,100	11,125
Sign Production	0	580	580	473	5,800	5,327
Promotion	0	0	0	0	0	0
Vehicle	485	370	(115)	4,850	3,700	(1,150)
Telephone	37	80	43	412	800	388
Advertising	275	300	25	3,355	3,000	(355)
Sign Installations	1,284	630	(654)	6,225	6,300	75
Entertainment	0	190	190	0	1,900	1,900
Advertising Software	360	360	0	3,600	3,600	0
Total Expenses	\$7,812	\$9,510	\$1,698	\$68,929	\$86,220	\$17,291
PROFIT / (LOSS)	(\$4,133)	\$10,490	(\$14,623)	(\$10,419)	\$83,780	(\$94,199)
Contra Transit Advertising Revenue	\$2,250	\$2,250	\$0	\$22,500	\$22,500	\$0
TOTAL PROFIT / (LOSS)	(\$1,883)	\$12,740	(\$14,623)	\$12,081	\$106,280	(\$94,199)

6



	ACTUAL	OCTOBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
Community Bus						
Fares	\$1,429	\$0	\$1,429	\$11,259	\$0	\$11,259
Government Grant	7,150	8,330	(1,180)	70,975	83,300	(12,325)
Total Revenues	\$8,579	\$8,330	\$249	\$82,234	\$83,300	(\$1,066)
EXPENSES						
Operators Salaries	\$5,716	\$5,460	(\$256)	\$56,643	\$55,120	(\$1,523)
Operations Salaries	0	0	0	0	0	0
Benefits	625	570	(55)	6,194	5,600	(594)
Diesel / Gas	931	1,140	209	9,928	10,810	882
Maintenance Expenses	1,032	1,070	38	9,084	10,880	1,796
Other	3,181	100	(3,081)	9,290	1,000	(8,290)
Total Expenses	\$11,485	\$8,340	(\$3,145)	\$91,140	\$83,410	(\$7,730)
Capital Debt Payment	\$1,800	\$1,800	\$0	\$18,000	\$18,000	\$0
PROFIT / (LOSS)	(\$4,706)	(\$1,810)	(\$2,896)	(\$26,906)	(\$18,110)	(\$8,796)
West # 1 (Mon) X 3	132			1,445		
East # 1 (Tue) X 4	73			585		
West # 2 (Wed) X 4	145			1,146		
East # 2 (Thu) X 5	139			1,071		
Bidgoods (Fri) X 5	219			1,255		
	708			5,502		

Riders Per Hour* 4.7

* Riders per hour average:

2014	2.3
2015	4.2
2016	5.5
2017	5.9
2018	5.7
2019	5.5
2020	3.9
2014-2020	5.0

^ Other costs consist of non-regular maintenance expenses & promo items

Tires	1,047
DEF resevoir	342
Module kit	468
Refurbish fuel tank	1,121
Radiator	416
Brochures	593
Sensor	322
Filters	256
Exhaust sensor	210
Battery	254
Diagnose & repair sensor	1,198
Other	3,063

Total Other 9,290

ST. JOHN'S TRANSPORTATION COMMISSION
 KEY PERFORMANCE INDICATORS
 OCTOBER, 2020



KEY PERFORMANCE INDICATORS	10 MTHS	10 MTHS	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL
	2020	2019	2019	2018	2017	2016	2015
PASSENGERS PER HOUR	15.61	24.13	24.21	22.08	21.47	22.12	22.80
ENERGY EFFIC. (Diesel / Rev Hours)	11.13	14.25	14.36	14.49	12.12	11.07	12.97
FINANCIAL PERFORMANCE (Op Rev / Op Cost)	23.0%	32.3%	32.7%	31.2%	33%	30%	32%
MAINTENANCE EFFIC. (Bus Maint / Rev Hours)	30.50	27.09	26.68	25.59	25.06	25.88	24.32
AVERAGE FARE	2.16	1.87	1.87	1.92	1.95	1.76	1.79
OPERATING REVENUE / HOUR	34.58	46.27	46.40	43.80	43.47	40.87	42.92
TOTAL COST PER RIDER	10.29	6.40	6.44	6.97	6.99	6.95	6.78

11

ST. JOHN'S TRANSPORTATION COMMISSION
 KEY PERFORMANCE INDICATORS
 OCTOBER, 2020



KEY PERFORMANCE INDICATORS	10 MTHS	% of	10 MTHS	% of	TOTAL	% of	TOTAL	% of	TOTAL	% of	TOTAL	% of	TOTAL	% of
	2020	Paid Trips	2019	Paid Trips	2019	Paid Trips	2018	Paid Trips	2017	Paid Trips	2016	Paid Trips	2015	Paid Trips
BUS TRIPS	41,813	61.3%	81,894	60.7%	98,012	60.5%	89,970	60.5%	72,581	56.1%	78,520	67.2%	78,711	74.7%
TAXI TRIPS	23,529	34.5%	48,210	35.7%	58,085	35.8%	51,870	34.9%	49,297	38.1%	29,891	25.6%	19,571	18.6%
TOTAL TRIPS	65,342		130,104		156,097		141,840		121,878		108,411		98,282	
NO SHOWS	2,817	4.1%	4,903	3.6%	5,985	3.7%	6,832	4.6%	7,474	5.8%	8,405	7.2%	7,058	6.7%
TOTAL PAID TRIPS	68,159		135,007		162,082		148,672		129,352		116,816		105,340	
CANCELLATIONS	64,671	94.9%	56,564	41.9%	70,239	43.3%	57,627	38.8%	24,825	19.2%	12,935	11.1%	12,730	12.1%
GOBUS rides on METROBUS	10,876	16.0%	20,080	14.9%	23,976	14.8%	19,346	13.0%	14,264	11.0%	8,741	7.5%	4,807	4.6%

REVENUES

PASSENGER REVENUE (\$354,737)		<u>2020</u>	<u>2019</u>	<u>Variance</u>
	Cash Revenue	\$82,829	\$166,925	(\$84,096)
	10-Ride Passes	\$69,008	\$107,222	(\$38,215)
	Monthly Passes	\$87,510	\$305,570	(\$218,060)
	Other (double-rides, Go-Cards, etc)	\$3,823	\$8,615	(\$4,792)
	M-Card fees	\$1,902	\$5,505	(\$3,603)
	Credits / Discounts / Allocations	(\$2,277)	(\$5,096)	\$2,819
	Commission Paid	(\$1,252)	(\$2,389)	\$1,137
	Total Revenue	<u>\$241,543</u>	<u>\$586,351</u>	<u>(\$344,809)</u>

- ☆ **Government of NL declared a pulic health emergency related to COVID-19 on March 18, 2020.**
- ☆ Cash revenue down 50.4% from 2019 and cash ridership down 46.6%.
- ☆ 10-Ride pass revenue was down 35.6% from 2019. 10-Ride riders were down 38.6% while sales were down 35.6%
- ☆ Monthly pass revenue was down 71.4% from 2019. Monthly riders were down 70.5% while sales were down 71.6%
 NOTE: LIFT ridership and revenue not included in monthly pass comparative data for 2020.
- ☆ Ridership of 180,519 was 44.7% lower than 2019 (326,677) and 44.0% lower than budget (322,469).
 NOTE: There were 22 week days in 2020 and 21 last year.
- ☆ Avg fare of \$1.86 compared to \$1.79 in 2019 and \$1.85 budget (this is avg fare not including LIFT revenue or 50,310 rides on LIFT cards in October.
- ☆ **Rides per pass ratio was 50.0 (LIFT passes not incl.) compared to 48.0 in 2019.**
- ☆ Cash % has gone back up in 2020. This is due to the free rides period after the SOE being captured with the GFI system and the drop in m-card usage after the 18th of March.

	Cash	10R	Mth	LIFT
2020	30.3%	17.7%	48.0%	4.0%
2019	26.3%	16.7%	57.1%	0.0%
2018	29.5%	16.8%	53.8%	0.0%
2017	31.2%	16.9%	51.8%	0.0%
2016	33.1%	16.2%	50.7%	0.0%

LOW INCOME PASS REVENUE ☆ Month 1 of program - 8,500 cards sent out. 4,297 activated by October 31 - 50,310 rides this month.
 \$187,530

CHARTER REVENUE ☆ Only 1 employee charter in October.
 (\$6,887) (See Charter statement for more information).

TRANSIT ADVERTISING REVENUE ☆ Sales bookings were much lower than budgeted.
 (\$16,321) (See Transit Advertising statement for more information).

OTHER INCOME ☆ Other general miscellaneous receipts less than budget.
 (\$4,088)

OPERATIONS DEPT

OPERATORS SALARIES	☆ Two fewer shifts (75 vs 77) - Delayed FTN.	\$12,992
\$25,755	☆ Overshift less than budget.	\$1,506
	☆ Lower pay scale paid time less than budget.	\$2,838
	☆ Vacation weeks less than budget (23 vs 30).	\$9,094
		<u>\$26,430</u>

ST. JOHN'S TRANSPORTATION COMMISSION

BUDGET VARIANCES (CONTINUED...)

OCTOBER, 2020



OPERATIONS SALARIES \$14,564	<ul style="list-style-type: none"> ☆ One less supervisor due to delayed start of FTN. ☆ One less supervisor due to medical leave (net of temporary coverage) ☆ Overtime and stat pay less than budget. 	<p>\$7,470 \$6,865 \$1,357 \$15,692</p>
DIESEL FUEL EXPENSE \$61,515	<ul style="list-style-type: none"> ☆ Budgeted Usage: 155,664 litres @ \$1.1600 /L ☆ Actual Usage: 147,327 litres @ \$0.8081 /L ☆ Volume Variance: (155,664 - 147,327) @ \$1.16 /L ☆ Price Variance: 147,327 @ (\$1.16 - \$0.8081) ☆ Actual burn was 56.7 L / 100KM vs budget of 58.0 L / 100KM. ☆ Actual total KM was 261,886 vs budget of 270,075. 	<p>\$180,570 (\$119,054) \$61,515 \$9,671 \$51,844 \$61,515</p>
BUS CHARTER EXPENSE \$3,661	<ul style="list-style-type: none"> ☆ Only 1 employee charter in October. (See Charter statement for more information). 	
COMMUNITY BUS EXPENSE (\$3,145)	<ul style="list-style-type: none"> ☆ External maintenance costs higher than budget. (See Community Bus statement for more information). 	
REGISTRATION & MEMBERSHIPS \$3,552	<ul style="list-style-type: none"> ☆ CUTA conference travel did not occur. 	
MAINTENANCE DEPT		
GARAGE SALARIES \$15,041	<ul style="list-style-type: none"> ☆ Mechanic short for month - extra 1 budgeted for start of FTN. ☆ Planning supervisor at lower rate than budgeted. ☆ Apprentice & new mechanic at 90% wage rate. ☆ OT & stat pay less than budget. 	<p>\$7,756 \$579 \$1,560 \$3,143 \$13,038</p>
WASH SALARIES (\$12,821)	<ul style="list-style-type: none"> ☆ Three hires to increase bus cleanings - COVID-19. ☆ One regular wash member short for 1 week due to resignation. ☆ Overtime & Stat pay higher than budget. 	<p>(\$13,334) \$1,047 (\$1,307) (\$13,594)</p>
STOCK PARTS EXPENSE \$2,803	<ul style="list-style-type: none"> ☆ Parts usage less than budget. 	
GARAGE EXPENSE \$4,029	<ul style="list-style-type: none"> ☆ Miscellaneous expenses lower than budget. 	
BUILDING & YARDS EXPENSE (\$37,035)	<ul style="list-style-type: none"> ☆ Minisplit for boardroom / GM office area (will be capitalized at year-end). ☆ Remove & replace two bldg compressors (will be capitalized at year-end). 	<p>(\$9,177) (\$28,653) (\$37,830)</p>

ST. JOHN'S TRANSPORTATION COMMISSION
BUDGET VARIANCES (CONTINUED...)
OCTOBER, 2020



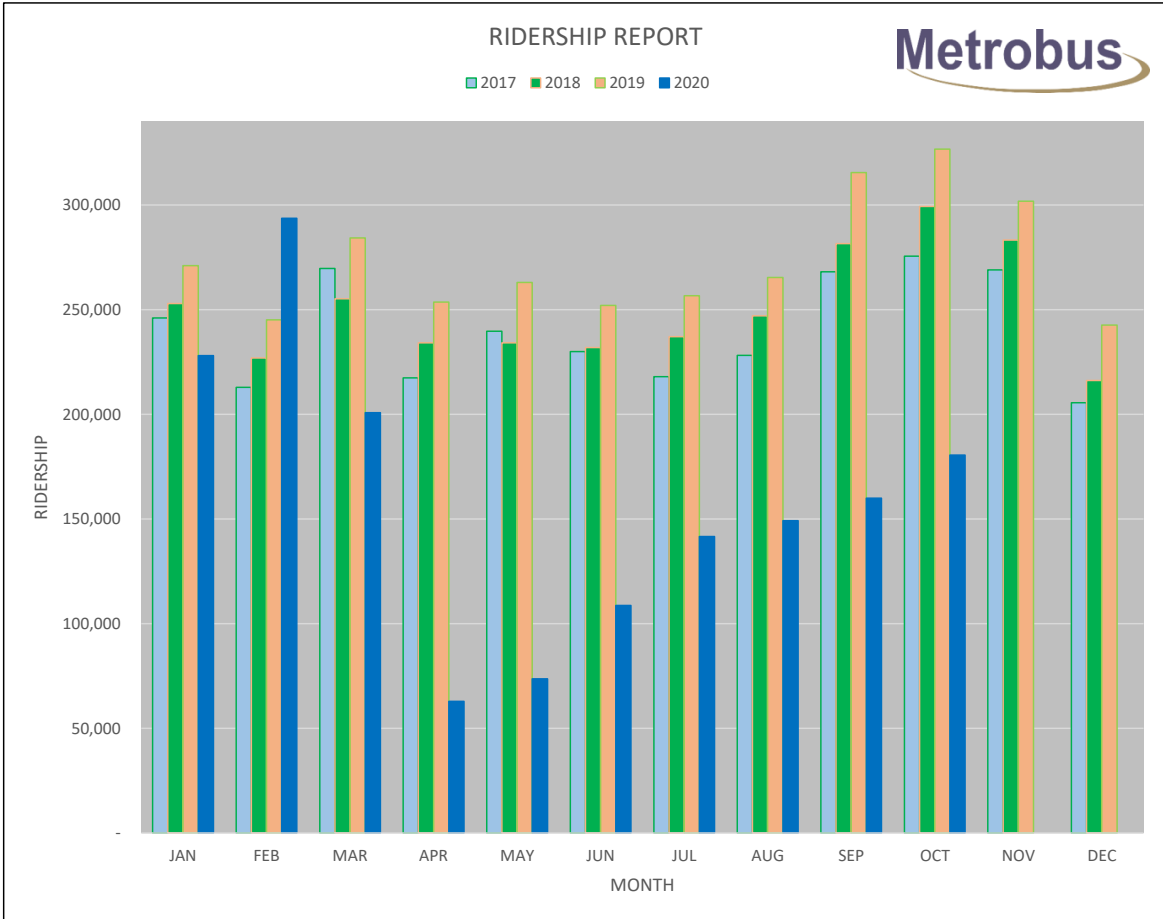
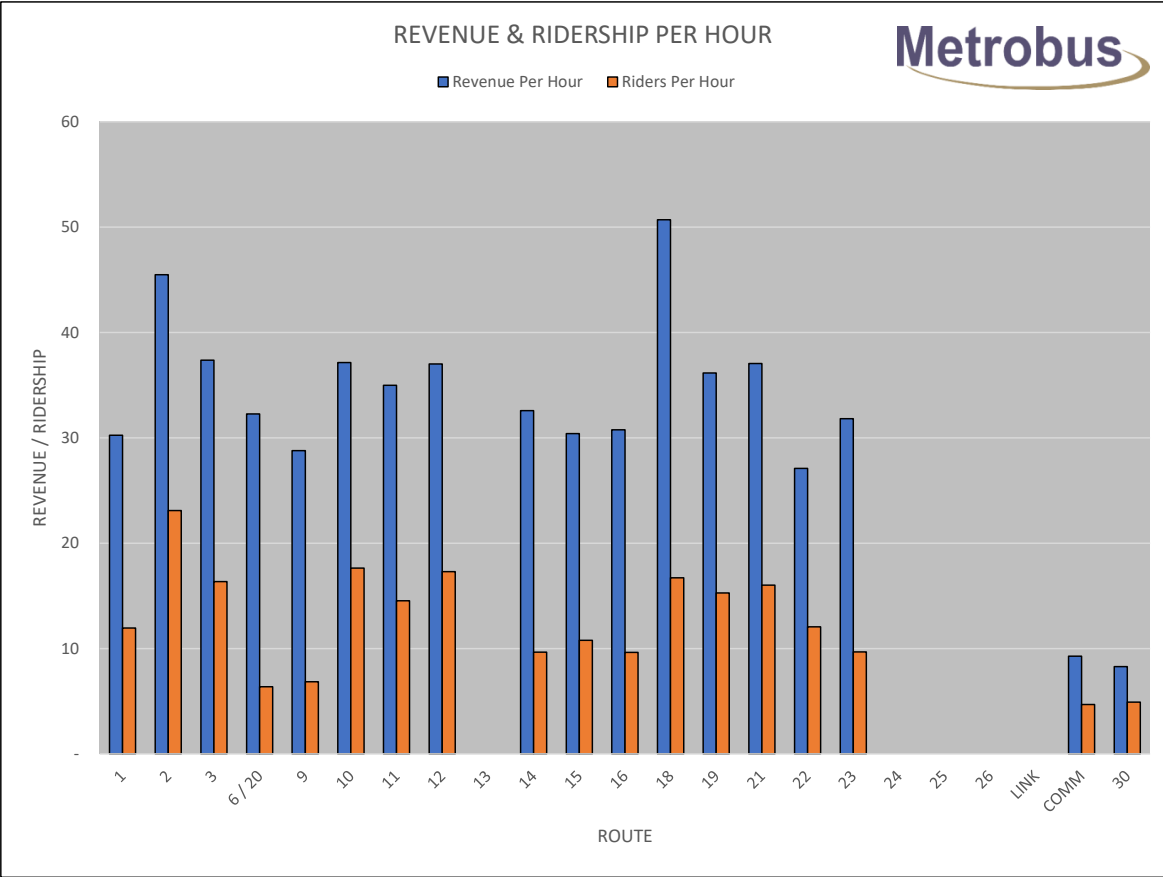
UTILITIES EXPENSE	☆ Messenger Drive electricity	BUDGET	\$23,900
\$2,562	☆ Messenger Drive electricity	ACTUAL	(\$21,338)
			<u><u>\$2,562</u></u>
	☆ October billing had 164,700 kWh & 870 kVA & while last year had 213,900 kWh & 702 kVA.		

FINANCE & HUMAN RESOURCES

GROUP INSURANCE	☆ Fewer union members in plan from when budget was determined & increase in December 2019 was slightly lower than expected.		\$3,851
\$6,833	☆ Dental premium credit for June (70%) from provider.		\$2,982
			<u><u>\$6,833</u></u>
PENSION EXPENSE	☆ Valuations filed in September increased ER rates to 181.2% for non-union (budget - 151.6%) and 127.9% for union (budget - 103.3%).		(\$4,250)
\$12,809	☆ More DC members than budgeted.		(\$5,221)
	☆ Valuation required no increase to special payment for 2020.		\$22,280
			<u><u>\$12,809</u></u>
FLEET INSURANCE	☆ Renewal in November 2019 had less of an increase in rates than forecasted in budget for 2020.		
\$3,072			
LOAN INTEREST EXPENSE	☆ Lower total debt balance & lower interest rate than budget (1.47% vs 3.35%).		
\$8,512			
BANK LOAN PAYMENT	☆ New debt payments for PTIF2 projects not started and none required for Transit Signal Priority.		
\$14,500	☆ No debt payments needed on camera system or 2014 loader - paid off in December 2019.		

GOBUS

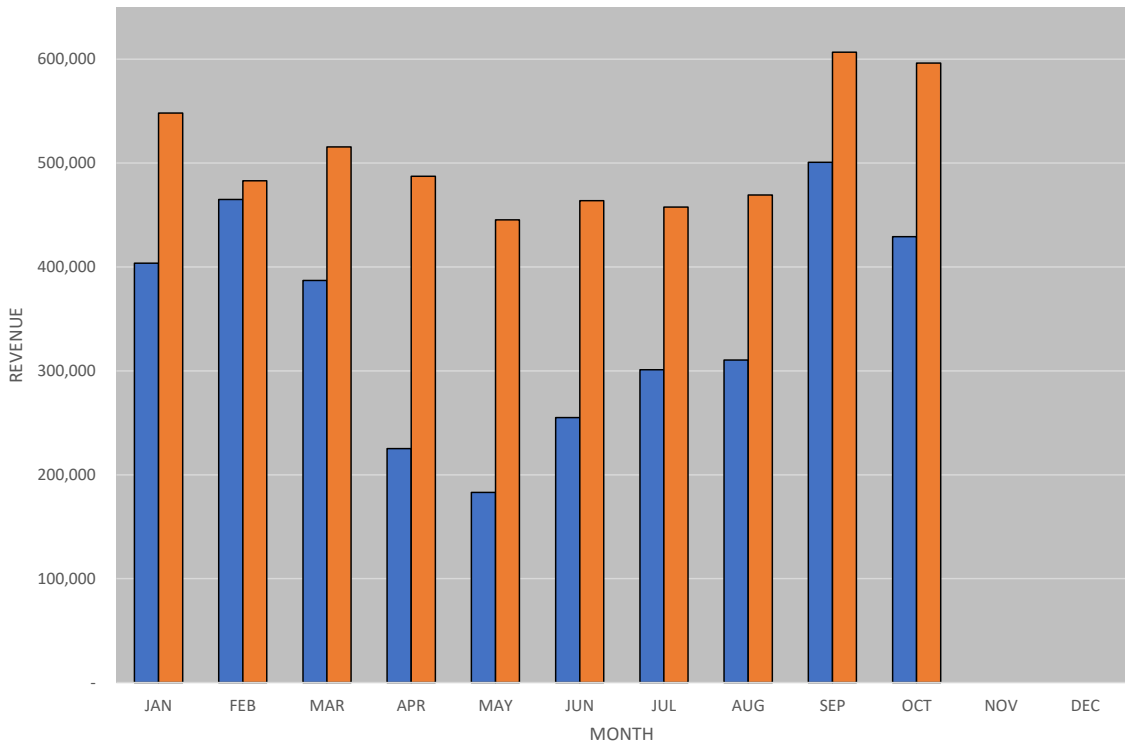
PASSENGER REVENUE - ACCESSIBLE SERVICES	☆ Pass sales lower than budget due to emergency health declaration - COVID-19.		
(\$11,010)			
LOW INCOME PASS REVENUE	☆ Month 2 of program - 4,571 activated by October 31 - 274 were GOBUS.		
\$11,970			
MVT SUBSIDY EXPENSE	☆ BUDGET - Credit to MVT for GO-Card usage:	10,500 rides @ \$2.50	\$26,250
(\$73,422)	☆ BUDGET - Ridership Subsidy:	11,200 rides @ \$27.06	\$303,096
	☆ BUDGET - No Show Subsidy:	400 rides @ \$12.51	\$5,004
			<u><u>\$334,350</u></u>
	☆ ACTUAL - Credit to MVT for GO-Card usage:	6,727 rides @ \$2.50	(\$17,538)
	☆ ACTUAL - Ridership Subsidy:	8,830 rides @ \$27.06	(\$238,961)
	☆ ACTUAL - No Show Subsidy:	354 rides @ \$12.51	(\$4,429)
			<u><u>(\$260,928)</u></u>
			<u><u>\$73,422</u></u>



REVENUE REPORT



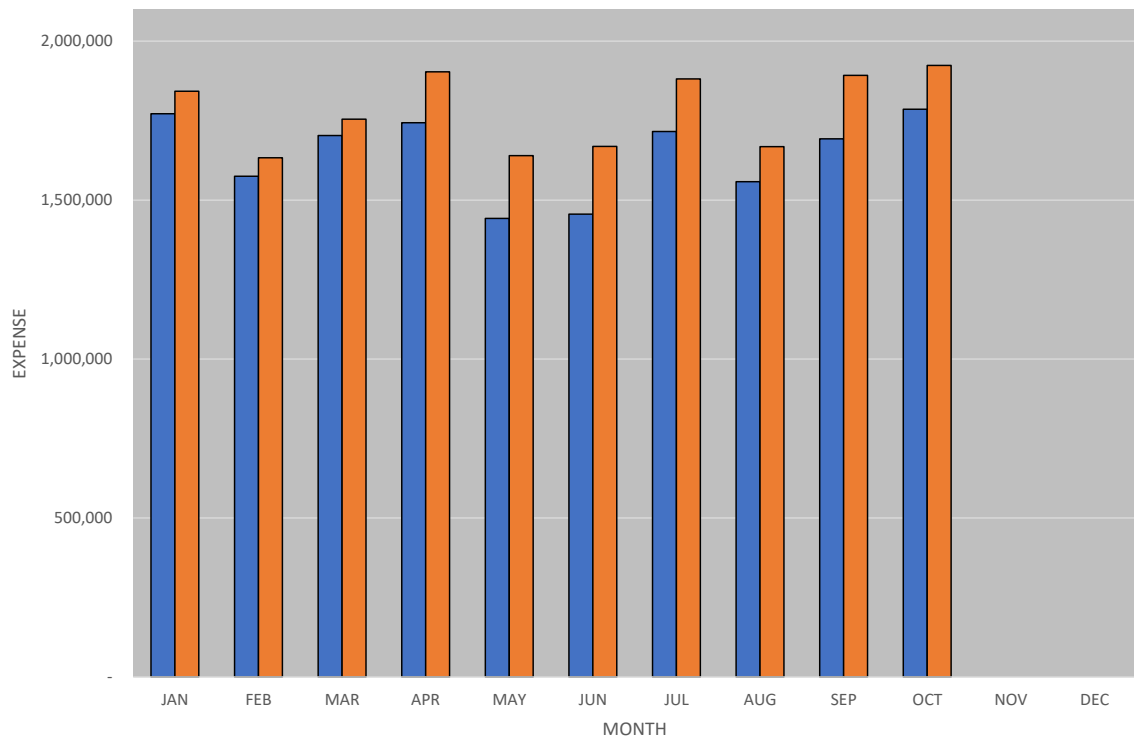
■ ACTUAL ■ BUDGET



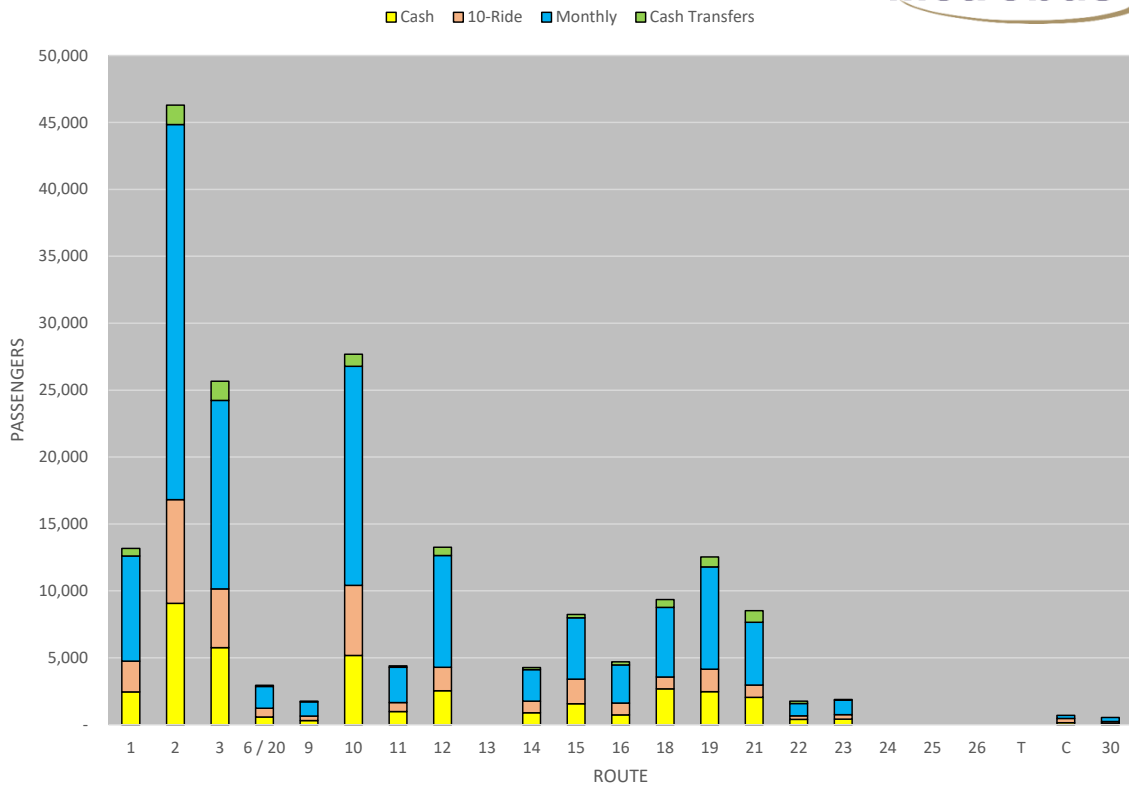
EXPENSE REPORT



■ ACTUAL ■ BUDGET



TOTAL PASSENGERS BY ROUTE



ROUTE	REVENUE HOURS	DIRECT BILLING	RC RATIOS			
			REVENUE	COST	MONTHLY	YTD
1	1,054.32		\$31,899.30	\$160,956.71	0.20	0.22
2	1,942.03		\$88,323.38	\$296,478.07	0.30	0.28
3	1,481.56		\$55,372.12	\$226,180.88	0.24	0.21
6	448.00		\$14,459.40	\$68,393.47	0.21	0.10
9	250.32		\$7,202.96	\$38,214.85	0.19	0.11
10	1,517.77		\$56,396.84	\$231,708.84	0.24	0.26
11	295.53		\$10,340.33	\$45,116.79	0.23	0.16
12	730.97		\$27,052.46	\$111,592.80	0.24	0.24
13	0.00		\$0.00	\$0.00		0.22
14	426.85		\$13,912.52	\$65,164.63	0.21	0.15
15	741.47		\$22,535.40	\$113,195.78	0.20	0.19
16	464.42		\$14,286.53	\$70,900.21	0.20	0.15
18	524.48		\$26,588.62	\$80,069.21	0.33	0.20
19	773.12		\$27,954.93	\$118,027.59	0.24	0.21
21	478.35	\$71,121.76	\$17,726.93	\$73,026.82	0.24	0.14
22	131.25	\$15,029.85	\$3,557.97	\$20,037.15	0.18	0.11
23	190.00		\$6,044.08	\$29,006.16	0.21	0.15
24	0.00		\$0.00	\$0.00		0.16
25	0.00		\$0.00	\$0.00		0.13
26	0.00		\$0.00	\$0.00		0.31
27	0.00		\$0.00	\$0.00		0.00
28	151.02	\$7,150.00	\$1,400.85	\$13,285.00	0.11	0.10
30	110.93	\$23,950.78	\$919.38	\$16,935.02	0.05	0.04
	11,712.39	\$117,252.39	\$425,974.01	\$1,778,289.99	0.24	0.21

Cost / revenue hour (includes regular debt payments & special pension):

\$152.66

Total Expenses	\$1,683,598
Debt Interest	\$5,448
Debt Payment	\$97,000

