

RALEIGH TRANSIT AUTHORITY
Finance and Policy Committee Meeting Agenda

Conference Room 303
222 West Hargett Street
Raleigh, North Carolina
December 7th, 2016
3:30 PM

I. Preliminary Matters

- A. Call to Order
- B. Approval of Summary Notes
- C. Revisions or Additions to the Agenda

II. Action Agenda

- A. Joint Discussion - Planning Commission Transportation Committee
Unified Development Ordinance (UDO) Transit Amenity Text Change
Staff Resource: Tim Bender, Transportation Planning
Attachment A (p. 4): August Memo & Draft Text Change

III. Information Items

- B. State Fair Park and Ride 2016
Staff Resource: David Walker
Attachment B (p. 10): Attendance & Ridership Data
- C. GoRaleigh Monthly Financials
Staff Resource: David Eatman
Attachment C (p. 23): September & October Report

IV. Pending Items

- A. CNG Study

V. Adjournment

Attendees:

RTA: Anthony Pecoraro, Yvonne Bailey,

Transit Staff: Brandon Watson, Jayna Victor, David Walker, David Eatman

Public Utilities Staff: Aaron Bowers, TJ Lynch

Other: Gil Johnson (CPC), Larry Aggers (Transdev)

**RALEIGH TRANSIT AUTHORITY
Finance and Policy Committee Meeting Agenda**

**Conference Room 303
222 West Hargett Street
Raleigh, North Carolina
October 5th, 2016
3:30 PM – 3:30 PM**

I. Preliminary Matters

- A. Call to Order**
- B. Approval of Summary Notes**
- C. Revisions or Additions to the Agenda**

David Eatman noted that Mr. Jason Horne was at a Transit Awards Ceremony, representing the RTA, in Washington DC.

Gil Johnson would like to request approval for contract amendments under the Action Agenda.

David Eatman identified the need to approve the Transit Management Services contract under the Action Agenda as well.

II. Action Agenda

None.

- A. Gil Johnson presented the need to add an additional \$50K to the service contract with Parsons Brinkerhoff, Inc and to use contingency funds to increase the contract with American South by \$350K in order fund the unanticipated hurdle of closing down the Moore Square Parking Deck and demolishing the Stair Tower. **This Item was approved and referred to the full board.****
- B. David Eatman remarked that Staff recommends the approval of the 5 year Transit Management Services Contract with Transdev, beginning calendar year 2017. It was noted that Transdev was not the cheapest option, however, seen as the best option. Reasons included their current quality of work, improvements seen with staff turnover and continuity, amongst other things. **The Finance & Policy Committee approved to proceed with the continuation of contracting Transdev for Transit Management Services and referred this to the full board.****

III. Information Items

A. GoRaleigh CNG Anaerobic Digestion

Presenter: TJ Lynch, Public Utilities

Mr. Lynch and Mr. Bowers of Public Utilities presented information regarding a possible collaboration between Transit and Waste Services to create and utilize Compressed Natural Gas (CNG). They reviewed potential funding and mentioned that their department intends to move forward with securing and creating CNG regardless of what route the RTA chooses to follow when selecting alternate fuel methods, however, would prefer that Transit works with them as they believed this to be a beneficial effort. Additionally, processes, environmental factors and more were discussed. Yvonne Bailey and Anthony Pecoraro requested a reports based on the EIA's new data and all alternative fuels be presented to the Committee for further consideration.

The Finance & Policy Committee accepted this as informational as well as approved for Staff to apply for a LAPP funding grant that could potentially award \$4.3 million for possible efforts pertaining to CNG.

B. Wake Co. Transit Plan Projections

Staff Resource: David Eatman

Attachment A (p. 4): Bus Fleet Data

The data was accepted as informational.

C. GoRaleigh Monthly Financials

Staff Resource: David Eatman

Attachment E (p. 10): August Report

The data was accepted as informational.

IV. Pending Items

V. Adjournment 5:25 PM



City of Raleigh
North Carolina

August 4, 2016

MEMORANDUM

TO: David Eatman
Transit Administrator

FROM: Eric J. Lamb, PE
Transportation Planning Manager

SUBJECT: Proposed Text Change – Transit Amenity Requirements for Private Development

At the request of the Planning Commission, the City Council has authorized the preparation of a text change to our Unified Development Ordinance (UDO) to develop requirements for new private development to install a variety of transit-related amenities. This proposal grew out of the increasing number of transit-related requests generated by the Planning Commission on a variety of rezoning and development cases.

The intention of this text change is to develop a predictable and uniform framework of requirements for new private development to accommodate a variety of transit amenities. Such amenities include easements, pads, benches and shelters for developments based on a variety of thresholds. It's important that these requirements correlate to a rational nexus based on the scale of the development, i.e., a larger development generating greater transit demand would have more substantial requirements, whereas a smaller project would have lesser obligations. These requirements would also align specifically to corridors with existing or planned transit services.

Staff has worked with the Planning Commission to develop a working draft of this text change that should align with the standing policies of the Raleigh Transit Authority relative to ridership thresholds for facility installations. Staff was able to project the anticipated transit demand generated by new development using trip generation rates published by the Institute of Transportation Engineers. These trip generation rates were compared to current transit commute ridership data provided by the American Community Survey, which estimates Raleigh's transit modeshare at just over 2%. Using the Authority's policy of 10 daily riders for benches and 25 daily riders for shelters, we then calculated that developments generating at least 500 daily trips would be subject to bench installations, and projects generating more than 1250 daily trips would be required to install shelters.

Here is a breakdown of some typical development categories and the size at which each project would be required to provide specific amenities.

| Development Size Examples for Transit Benches and Shelters | | | |
|--|--------|---------|----------|
| Land Use | Bench | Shelter | Unit |
| Light Industrial | 71,736 | 179,340 | sq. ft. |
| Apartment | 76 | 188 | dwelling |
| Residential Condo | 87 | 216 | dwelling |
| General Office | 45,331 | 113,327 | sq. ft. |
| Shopping Center | 11,710 | 29,274 | sq. ft. |
| Supermarket | 4,890 | 12,226 | sq. ft. |

Please note that this proposal would not include subdivisions for single-family homes. The proposed text change would only apply to site plans and not to subdivisions of property. We are also proposing exemptions for development located within the DX zoning district, where easement installations outside the public right-of-way would be disruptive and inconsistent with the City's streetscape goals for this area. We have also proposed flexibility when an existing stop meeting the City's standards is located within a quarter-mile of the project.

The draft is currently under review by our Zoning staff and by the City Attorney's office. An updated version will be provided to the Planning Commission for review and recommendation to the City Council, who can then authorize a public hearing to amend the UDO with this text change. We also plan to develop specification-related amendments to the Raleigh Street Design Manual as part of this effort.

We would appreciate any feedback from the Raleigh Transit Authority on this proposed text change. If you have additional questions about this item, please advise.

Attachment

Cc: Ken Bowers
Travis Crane
Tim Bender

DRAFT Transit Amenity Language – UDO Text Change

Updated 8/4/16

Article 8.11 Transit Amenities

Sec 8.11.1 Definitions

- A. **Stop or Station** – a designated place where public transportation vehicles dwell to allow for passenger boarding and disembarking with a public transit vehicle. A station or stop is always marked with a bus stop sign and may include amenities such as shelters and benches.
- B. **Transit Easement** – a permanent easement dedicated to the City for the purpose of providing public transit services including public access to the property and construction and installation of amenities on the site.
- C. **Transit Shelter** – a permanently installed structure located at a transit stop that provides seating and shelter from the weather for people waiting for a transit vehicle.
- D. **Transit Stop Pad** – a firm, stable and slip-resistant surface, constructed from concrete, at a bus stop. The Transit Stop Pad provides a permanent location to construct transit amenities and for passengers to wait for an approaching bus, and shall satisfy the requirements of the Americans with Disabilities Act.
- E. **Landing Pad** – a firm, stable and slip-resistant surface typically located between the back of curb and adjacent sidewalk, constructed from concrete, at a bus stop. The pad provides continuity between a sidewalk and a transit vehicle for all users and allows for the deployment of wheelchair ramps from the transit vehicle. The landing pad may also serve as the foundation to which a bench or shelter is permanently mounted, and shall satisfy the requirements of the Americans with Disabilities Act..
- F. **Amenities** – Supplemental infrastructure including but not limited to seating, shelter, trash receptacles, lighting, and real-time information provided at a transit stop for the comfort, safety and/or convenience of transit passengers.
- G. **Existing Transit Route** – any fixed-route public transit service operated by or on behalf of a public transportation agency including GoRaleigh, GoTriangle, Wolfline, or C-Tran and shown on the current system map of the agency.
- H. **Planned Transit Route** – any fixed route public transit service described or illustrated in the City’s adopted Comprehensive Plan or a transit adopted by a local or regional transit agency.

Sec. 8.11.2 Applicability

A. General

In order to maintain and improve access to the local and regional transit system developments located along existing or planned transit routes and which generate at least 500 average weekday vehicle trips are required to provide for new transit amenity infrastructure on the site including but not limited to a transit easement, shelter, or bench

as described in Section 8.6. The type, quantity and location of transit amenities provided are based upon the site zoning and trip generation. When a suitable location for the transit stop cannot be provided on-site a fee in lieu of construction will be paid to the City for the design and construction of a comparable stop location nearby.

B. Proximity to Transit

New development on lots with frontage on an existing near-term planned or long-term planned transit route are subject to the requirements of Article 8.6.

C. Lot Size and Use

Accepted trip generation standards will be used to determine if a site will be required to provide a transit stop and amenities. These standards are a function of land use, size and total daily site trips. This determination will be made pursuant to Sec. 8.6.2.

D. Operational Considerations

A stop will be constructed on-site when it facilitates the efficient and safe operation of the transit service and allows for safe vehicular and pedestrian movements.

Sec. 8.11.3 Determining if a Transit Stop and Amenities are Required

A transit stop and amenities are required when all of the following conditions are present:

- A. Frontage on existing or planned transit route – The site has frontage along an existing public transit route operated either by GoRaleigh or GoTriangle as displayed on the current system map of either agency, or the site has frontage along a planned transit route as illustrated in the City’s adopted Comprehensive Plan;
- B. Trip generation – The site will generate a minimum of 500 daily vehicular trips generated by the site as calculated per the current edition of the Institute of Transportation Engineers’ *Trip Generation Handbook*; and
- C. Proximity to existing transit stops – The site is not
 - a. already within a walking distance of one-quarter (¼) mile to an existing same-side transit stop with the same facilities the site would be required to provide, for which no relocation to the existing site is warranted; and
 - b. the site serves a transit dependent population such as hospital, senior housing, congregate care facilities, etc.

Sec. 8.11.4 Determining the Required Transit Amenities

- A. **Transit Easement** – A permanent 15’ x 20’ transit easement dedicated to the City of Raleigh for the area of the required transit amenities is required in all cases.
- B. **Landing Pad** – A concrete pad at the site is required in all cases between the sidewalk and the back of curb. The minimum width of the landing area requirement for a transit stop (the area from which passengers board the bus and onto which passengers alight from the bus) is 30 feet. Landing pads shall fill the entire depth between the back of the curb and the sidewalk. In cases where the depth of this area exceeds 10 feet, or in cases where curb does not exist, special accommodations may be considered on a case-by-case basis.

- C. **Transit Stop Pad** – A concrete pad at the site, measuring 15’ x 20’ behind the sidewalk, upon which all transit amenities are permanently installed.
- D. **Sidewalk Connectivity** – Sidewalks should be constructed to connect the transit stop to the nearest existing sidewalk or public street intersection.
- E. **Trash Receptacle** – Trash Receptacles shall be provided at the transit stop in all cases.
- F. **Seating** – Seating shall be provided in all cases where a transit stop is required.
 - a. For sites generating between 500 and 1,249 total daily vehicle trips a dedicated bench shall be provided in accordance with specifications provided in the Raleigh Street Design Manual.
 - b. For sites generating more than 1,250 total daily vehicle trips the seating requirement is satisfied by the integrated seating in the required transit shelter.
- G. **Transit Shelter** – A transit shelter shall be provided at the required transit stop when the site will generate more than 1,250 total daily vehicle trips. The transit shelter shall meet the typical specifications provided in the Raleigh Street Design Manual.
- H. **Alternate Design** – Notwithstanding the foregoing the Transportation Director may approve an equivalent alternate design.

Sec. 8.11.5 Determining the Location of the Required Transit Stop

- A. **On-site Transit Stops** – A transit stop and required amenities shall be provided and installed by the site developer on the site in all cases except when any of the following conditions are met:
 - a. When the site is located in a DX use district, or
 - b. The site is zoned for Shopfront frontage, or
 - c. A suitable site cannot be identified along the frontage of the transit route as determined by the Transportation Director in accordance with the Raleigh Street Design Manual.
- B. **Fee in Lieu** – Where the Transportation Director determines that construction of a transit stop and amenities would not be feasible, safe or otherwise impacted by a funded infrastructure project, a fee in lieu of construction may be permitted in accordance with Sec. 8.1.10.
- C. **Determining transit stop location suitability** – The Transportation Director shall make a final determination of stop location suitability in accordance with this section and in consideration of the following:
 - a. **Pedestrian and Vehicular safety** – suitable transit stop shall allow for safe connectivity with the pedestrian network including access to sidewalks, the presence of crosswalks within a reasonable distance from the stop, and suitable visibility.
 - b. **Bus Operations and General Feasibility** – a suitable transit stop shall be designed to accommodate efficient bus operations including bus stop spacing, curb clearance, placement in relation to the roadway, abutting property owners/tenants parking restrictions and regulations at and near the stop, vehicle turning radii, roadway lane width and surfaces, intersection design topography and other physical constraints.

- D. **Relocating an Existing Stop** – if the site is within ¼ mile of an existing same-side bus stop, the Transportation Director shall determine if the developer shall pay a fee in lieu towards the upgrading of the existing stop, or if the existing site shall be relocated onto the development . This determination shall be made based on which site has the best balance of the following criteria:
- a. Pedestrian and vehicular safety
 - b. Operational safety and efficiency
 - c. Proximity to the transit trip generators



4104 POOLE RD RALEIGH, NC 27610 (919) 996-3900

MEMORANDUM

To: David Eatman, Transit Administrator
CC: Marie Parker, General Manager
From: Larry Aggers, Director of Finance
Date: November 30, 2015
Re: 2016 State Fair Analysis and Reports

Attached are the reports for this year's NC State Fair shuttle operation, which produced a net profit of \$ 29,309. Ridership showed a significant increase, and revenues were bolstered with the price increase. The details of this and the prior four years are displayed below.

| | <u>2016</u> | <u>2015</u> | <u>2014</u> | <u>2013</u> | <u>2012</u> |
|--------------------------|------------------|------------------|-------------------|------------------|------------------|
| Revenue | <u>\$179,842</u> | <u>\$135,223</u> | <u>\$131,753</u> | <u>\$125,290</u> | <u>\$129,882</u> |
| Expenses: | | | | | |
| Salaries/Wages | \$104,036 | \$92,390 | \$89,893 | \$90,247 | \$85,699 |
| Fringe Benefits | 17,818 | 14,303 | 13,449 | 13,549 | 11,983 |
| Services | 6,746 | 19,806 | 3,675 | 4,851 | 3,079 |
| Materials & Supplies | 21,505 | 17,478 | 25,103 | 24,885 | 27,821 |
| Miscellaneous | <u>428</u> | <u>527</u> | <u>717</u> | <u>858</u> | <u>705</u> |
| Total Expenses | <u>150,533</u> | <u>144,504</u> | <u>132,837</u> | <u>134,389</u> | <u>129,287</u> |
| Net Profit (Loss) | <u>\$29,309</u> | <u>(\$9,281)</u> | <u>(\$ 1,084)</u> | <u>(\$9,099)</u> | <u>\$595</u> |

**GoRaleigh
2016 State Fair
Ridership by Route/Attendance**

| | | RIDERSHIP | | | STATE FAIR ATTENDANCE | | | ATTENDEES RIDING CAT | | |
|---------------------|---------------------|------------------|--------------|---------------|------------------------------|-------------|---------------|-----------------------------|-------------|---------------|
| | | 2,016 | 2,015 | Change | 2016 | 2015 | Change | 2016 | 2015 | Change |
| Thursday | Hillsborough | 171 | 214 | -20.09% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 641 | 581 | 10.33% | | | | | | |
| | Cary | 833 | 847 | -1.65% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 1,645 | 1,642 | 0.18% | 40,449 | 50,327 | -19.63% | 2.03% | 1.63% | 24.65% |
| Friday | Hillsborough | 511 | 911 | -43.91% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 2,359 | 2,959 | -20.28% | | | | | | |
| | Cary | 2,690 | 3,699 | -27.28% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 5,560 | 7,569 | -26.54% | 78,364 | 90,954 | -13.84% | 3.55% | 4.16% | -14.74% |
| Saturday | Hillsborough | 1,115 | 2,091 | -46.68% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 5,206 | 4,847 | 7.41% | | | | | | |
| | Cary | 4,623 | 5,529 | -16.39% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 10,944 | 12,467 | -12.22% | 119,117 | 126,666 | -5.96% | 4.59% | 4.92% | -6.65% |
| Sunday | Hillsborough | 848 | 837 | 1.31% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 4,116 | 2,843 | 44.78% | | | | | | |
| | Cary | 3,969 | 3,064 | 29.54% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 8,933 | 6,744 | 32.46% | 109,429 | 97,906 | 11.77% | 4.08% | 3.44% | 18.51% |
| Monday | Hillsborough | 390 | 428 | -8.88% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 1,969 | 1,348 | 46.07% | | | | | | |
| | Cary | 2,599 | 1,671 | 55.54% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 4,958 | 3,447 | 43.84% | 75,243 | 63,989 | 17.59% | 3.29% | 2.69% | 22.32% |
| Tuesday | Hillsborough | 531 | 412 | 28.88% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 2,266 | 1,738 | 30.38% | | | | | | |
| | Cary | 1,984 | 1,938 | 2.37% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 4,781 | 4,088 | 16.95% | 75,995 | 69,687 | 9.05% | 3.15% | 2.93% | 7.24% |
| Wednesday | Hillsborough | 459 | 449 | 2.23% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 1,821 | 1,693 | 7.56% | | | | | | |
| | Cary | 2,020 | 2,440 | -17.21% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 4,300 | 4,582 | -6.15% | 72,654 | 71,348 | 1.83% | 2.96% | 3.21% | -7.84% |
| Thursday | Hillsborough | 702 | 907 | -22.60% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 2,966 | 2,758 | 7.54% | | | | | | |
| | Cary | 3,504 | 3,287 | 6.60% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 7,172 | 6,952 | 3.16% | 104,852 | 104,887 | -0.03% | 3.42% | 3.31% | 3.20% |
| Friday | Hillsborough | 546 | 804 | -32.09% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 2,582 | 2,734 | -5.56% | | | | | | |
| | Cary | 3,332 | 3,659 | -8.94% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 6,460 | 7,197 | -10.24% | 85,473 | 95,685 | -10.67% | 3.78% | 3.76% | 0.48% |
| Saturday | Hillsborough | 1,737 | 1,294 | 34.23% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 6,094 | 6,138 | -0.72% | | | | | | |
| | Cary | 6,476 | 5,493 | 17.90% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 14,307 | 12,925 | 10.69% | 150,747 | 140,886 | 7.00% | 4.75% | 4.59% | 3.45% |
| Sunday | Hillsborough | 1,099 | 1,021 | 7.64% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 4,350 | 3,500 | 24.29% | | | | | | |
| | Cary | 3,571 | 3,312 | 7.82% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 9,020 | 7,833 | 15.15% | 116,041 | 107,397 | 8.05% | 3.89% | 3.65% | 6.58% |
| Total Period | Hillsborough | 8,109 | 9,368 | -13.44% | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> | <hr/> |
| | N.Raleigh | 34,370 | 31,139 | 10.38% | | | | | | |
| | Cary | 35,601 | 34,939 | 1.89% | | | | | | |
| | | <hr/> | <hr/> | <hr/> | | | | | | |
| | | 78,080 | 75,446 | 3.49% | 1,028,364 | 1,019,732 | 0.85% | 3.80% | 3.70% | 2.62% |

**GoRaleigh
2016 State Fair
Revenue by Route**

| | | 2016 | 2015 | Change |
|---------------------|----------------------|----------------------|----------------------|---------------|
| Thursday | Hillsborough | 459.00 | 508.55 | -9.74% |
| | North Raleigh | 1,652.50 | 1,068.05 | 54.72% |
| | Cary/CTCM | 1,741.00 | 1,504.00 | 15.76% |
| | | <u>\$ 3,852.50</u> | <u>\$ 3,080.60</u> | <u>25.06%</u> |
| Friday | Hillsborough | 1,322.75 | 2,065.11 | -35.95% |
| | North Raleigh | 5,472.00 | 4,951.00 | 10.52% |
| | Cary/CTCM | 5,881.00 | 6,541.00 | -10.09% |
| | | <u>\$ 12,675.75</u> | <u>\$ 13,557.11</u> | <u>-6.50%</u> |
| Saturday | Hillsborough | 3,106.70 | 4,340.35 | -28.42% |
| | North Raleigh | 13,588.00 | 9,728.00 | 39.68% |
| | Cary/CTCM | 11,363.00 | 10,432.00 | 8.92% |
| | | <u>\$ 28,057.70</u> | <u>\$ 24,500.35</u> | <u>14.52%</u> |
| Sunday | Hillsborough | 1,841.80 | 1,714.35 | 7.43% |
| | North Raleigh | 8,239.79 | 5,047.00 | 63.26% |
| | Cary/CTCM | 8,310.50 | 5,796.20 | 43.38% |
| | | <u>\$ 18,392.09</u> | <u>\$ 12,557.55</u> | <u>46.46%</u> |
| Monday | Hillsborough | 859.00 | 763.75 | 12.47% |
| | North Raleigh | 4,006.52 | 1,789.00 | 123.95% |
| | Cary/CTCM | 4,908.75 | 2,600.20 | 88.78% |
| | | <u>\$ 9,774.27</u> | <u>\$ 5,152.95</u> | <u>89.68%</u> |
| Tuesday | Hillsborough | 1,209.30 | 735.19 | 64.49% |
| | North Raleigh | 4,455.00 | 2,449.00 | 81.91% |
| | Cary/CTCM | 4,679.00 | 2,982.00 | 56.91% |
| | | <u>\$ 10,343.30</u> | <u>\$ 6,166.19</u> | <u>67.74%</u> |
| Wednesday | Hillsborough | 1,032.53 | 775.26 | 33.18% |
| | North Raleigh | 5,788.50 | 2,642.00 | 119.10% |
| | Cary/CTCM | 4,096.50 | 3,672.50 | 11.55% |
| | | <u>\$ 10,917.53</u> | <u>\$ 7,089.76</u> | <u>53.99%</u> |
| Thursday | Hillsborough | 1,555.62 | 1,702.70 | -8.64% |
| | North Raleigh | 6,260.00 | 4,391.00 | 42.56% |
| | Cary/CTCM | 7,368.50 | 5,168.00 | 42.58% |
| | | <u>\$ 15,184.12</u> | <u>\$ 11,261.70</u> | <u>34.83%</u> |
| Friday | Hillsborough | 1,504.00 | 1,643.06 | -8.46% |
| | North Raleigh | 5,894.25 | 4,496.00 | 31.10% |
| | Cary/CTCM | 7,689.50 | 6,234.50 | 23.34% |
| | | <u>\$ 15,087.75</u> | <u>\$ 12,373.56</u> | <u>21.94%</u> |
| Saturday | Hillsborough | 4,312.75 | 3,410.47 | 26.46% |
| | North Raleigh | 17,128.01 | 11,981.00 | 42.96% |
| | Cary/CTCM | 17,148.00 | 10,404.00 | 64.82% |
| | | <u>\$ 38,588.76</u> | <u>\$ 25,795.47</u> | <u>49.60%</u> |
| Sunday | Hillsborough | 2,283.21 | 1,888.00 | 20.93% |
| | North Raleigh | 7,418.35 | 6,042.00 | 22.78% |
| | Cary/CTCM | 7,266.85 | 5,757.83 | 26.21% |
| | | <u>\$ 16,968.41</u> | <u>\$ 13,687.83</u> | <u>23.97%</u> |
| Total Period | Hillsborough | \$ 19,486.66 | \$ 19,546.79 | -0.31% |
| | North Raleigh | \$ 79,902.92 | \$ 54,584.05 | 46.39% |
| | Cary/CTCM | \$ 80,452.60 | \$ 61,092.23 | 31.69% |
| | | <u>\$ 179,842.18</u> | <u>\$ 135,223.07</u> | <u>33.00%</u> |

**GoRaleigh
2016 State Fair
Revenue by Venue**

| | | 2016 | 2015 | Change |
|---------------------|---------------------|-----------------------------|-----------------------------|----------------------|
| Pre Fair | Desk Sales | \$ 225.00 | \$ 276.00 | -18.48% |
| | Moore Square | 25.00 | 8.00 | 212.50% |
| | | <u>\$ 250.00</u> | <u>\$ 284.00</u> | <u>-11.97%</u> |
| Thursday | Site Sales | \$ 3,267.25 | \$ 2,506.00 | 30.38% |
| | GFI | 527.50 | 416.60 | 26.62% |
| | Desk Sales | 2.50 | - | #DIV/0! |
| | Moore Square | 17.50 | 150.00 | -88.33% |
| | | <u>\$ 3,814.75</u> | <u>\$ 3,072.60</u> | <u>24.15%</u> |
| Friday | Site Sales | \$ 10,620.50 | \$ 11,076.00 | -4.11% |
| | GFI | 1,988.25 | 2,281.11 | -12.84% |
| | Moore Square | 85.00 | 200.00 | -57.50% |
| | | <u>\$ 12,693.75</u> | <u>\$ 13,557.11</u> | <u>-6.37%</u> |
| Saturday | Site Sales | \$ 23,437.50 | \$ 19,286.00 | 21.53% |
| | GFI | 4,230.20 | 4,796.35 | -11.80% |
| | Moore Square | 190.00 | 142.00 | 33.80% |
| | | <u>\$ 27,857.70</u> | <u>\$ 24,224.35</u> | <u>15.00%</u> |
| Sunday | Site Sales | \$ 15,721.60 | \$ 10,634.00 | 47.84% |
| | GFI | 2,812.08 | 1,923.55 | 46.19% |
| | | <u>\$ 18,533.68</u> | <u>\$ 12,557.55</u> | <u>47.59%</u> |
| Monday | Site Sales | \$ 8,365.50 | \$ 4,200.00 | 99.18% |
| | GFI | 1,326.77 | 908.95 | 45.97% |
| | Moore Square | 55.00 | 44.00 | 25.00% |
| | | <u>\$ 9,747.27</u> | <u>\$ 5,152.95</u> | <u>89.16%</u> |
| Tuesday | Site Sales | \$ 8,924.50 | \$ 5,230.00 | 70.64% |
| | GFI | 1,375.80 | 850.19 | 61.82% |
| | Moore Square | 110.00 | 86.00 | 27.91% |
| | | <u>\$ 10,410.30</u> | <u>\$ 6,166.19</u> | <u>68.83%</u> |
| Wednesday | Site Sales | \$ 7,483.50 | \$ 6,138.00 | 21.92% |
| | GFI | 1,376.63 | 903.76 | 52.32% |
| | Desk Sales | 2.50 | - | - |
| | Moore Square | 47.50 | 48.00 | -1.04% |
| | | <u>\$ 8,910.13</u> | <u>\$ 7,089.76</u> | <u>25.68%</u> |
| Thursday | Site Sales | \$ 12,968.85 | \$ 9,082.00 | 42.80% |
| | GFI | 2,169.12 | 2,065.70 | 5.01% |
| | Desk Sales | 5.00 | - | - |
| | Moore Square | 70.00 | 114.00 | -38.60% |
| | | <u>\$ 15,212.97</u> | <u>\$ 11,261.70</u> | <u>35.09%</u> |
| Friday | Site Sales | \$ 12,445.01 | \$ 10,118.00 | 23.00% |
| | GFI | 2,527.75 | 2,169.56 | 16.51% |
| | Moore Square | 35.00 | 86.00 | -59.30% |
| | | <u>\$ 15,007.76</u> | <u>\$ 12,373.56</u> | <u>21.29%</u> |
| Saturday | Site Sales | \$ 31,973.00 | \$ 21,798.00 | 46.68% |
| | GFI | 5,558.76 | 3,827.47 | 45.23% |
| | Moore Square | 75.00 | 170.00 | -55.88% |
| | | <u>\$ 37,606.76</u> | <u>\$ 25,795.47</u> | <u>45.79%</u> |
| Sunday | Site Sales | \$ 16,263.90 | \$ 10,884.00 | 49.43% |
| | GFI | 3,533.21 | 2,803.83 | 26.01% |
| | | <u>\$ 19,797.11</u> | <u>\$ 13,687.83</u> | <u>44.63%</u> |
| Total Period | Site Sales | \$ 151,471.11 | \$ 110,952.00 | 36.52% |
| | GFI | 27,426.07 | 22,947.07 | 19.52% |
| | Desk Sales | 235.00 | 276.00 | -14.86% |
| | Moore Square | 710.00 | 1,048.00 | -32.25% |
| | | <u><u>\$ 179,842.18</u></u> | <u><u>\$ 135,223.07</u></u> | <u><u>33.00%</u></u> |

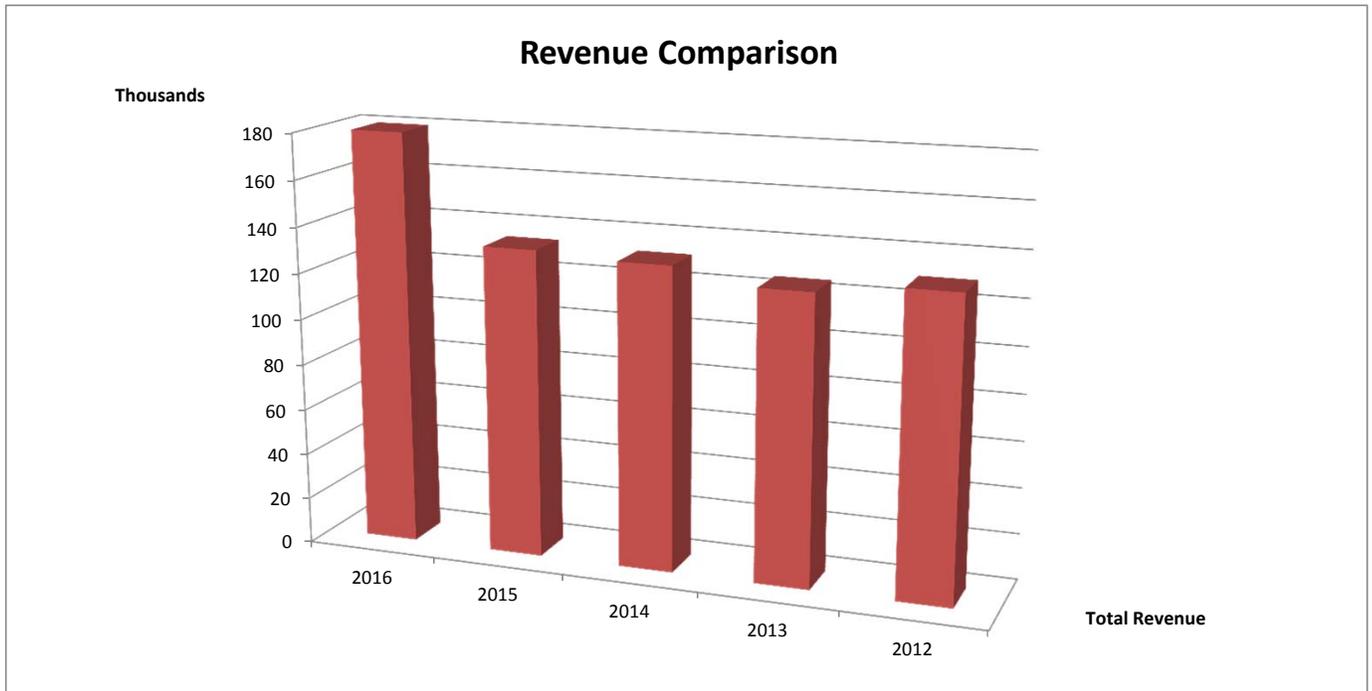
**GoRaleigh
2016 State Fair
Route Miles/Hours**

| | | Miles | Hours | MPH | 2016 | 2015 | Change |
|---------------------|---------------|-----------------|-----------------|-------------|-----------------|-----------------|---------------|
| Thursday | Hillsborough | 213.0 | 24.17 | 8.8 | 213.0 | 174.0 | 22% |
| | North Raleigh | 708.0 | 32.25 | 22.0 | 708.0 | 586.0 | 21% |
| | Cary/CTCM | 392.0 | 29.97 | 13.1 | 392.0 | 414.7 | -5% |
| | | <u>1,313.0</u> | <u>86.39</u> | <u>15.2</u> | <u>1,313.0</u> | <u>1,174.7</u> | <u>12%</u> |
| Friday | Hillsborough | 298.0 | 37.25 | 8.0 | 298.0 | 582.1 | -49% |
| | North Raleigh | 1,487.0 | 95.87 | 15.5 | 1,487.0 | 1,270.8 | 17% |
| | Cary/CTCM | 719.0 | 59.49 | 12.1 | 719.0 | 635.0 | 13% |
| | | <u>2,504.0</u> | <u>192.61</u> | <u>13.0</u> | <u>2,504.0</u> | <u>2,487.9</u> | <u>1%</u> |
| Saturday | Hillsborough | 449.0 | 61.98 | 7.2 | 449.0 | 494.0 | -9% |
| | North Raleigh | 2,772.0 | 162.04 | 17.1 | 2,772.0 | 1,759.7 | 58% |
| | Cary/CTCM | 956.0 | 91.24 | 10.5 | 956.0 | 1,072.0 | -11% |
| | | <u>4,177.0</u> | <u>315.26</u> | <u>13.2</u> | <u>4,177.0</u> | <u>3,325.7</u> | <u>26%</u> |
| Sunday | Hillsborough | 341.0 | 41.4 | 8.2 | 341.0 | 439.0 | -22% |
| | North Raleigh | 2,824.0 | 170.86 | 16.5 | 2,824.0 | 1,417.0 | 99% |
| | Cary/CTCM | 800.0 | 55.61 | 14.4 | 800.0 | 1,044.0 | -23% |
| | | <u>3,965.0</u> | <u>267.82</u> | <u>14.8</u> | <u>3,965.0</u> | <u>2,900.0</u> | <u>37%</u> |
| Monday | Hillsborough | 251.0 | 31.34 | 8.0 | 251.0 | 350.0 | -28% |
| | North Raleigh | 1,330.0 | 72.68 | 18.3 | 1,330.0 | 1,054.0 | 26% |
| | Cary/CTCM | 727.0 | 61.56 | 11.8 | 727.0 | 573.0 | 27% |
| | | <u>2,308.0</u> | <u>165.58</u> | <u>13.9</u> | <u>2,308.0</u> | <u>1,977.0</u> | <u>17%</u> |
| Tuesday | Hillsborough | 297.0 | 30.66 | 9.7 | 297.0 | 516.0 | -42% |
| | North Raleigh | 1,484.0 | 71.40 | 20.8 | 1,484.0 | 904.0 | 64% |
| | Cary/CTCM | 760.0 | 64.10 | 11.9 | 760.0 | 456.0 | 67% |
| | | <u>2,541.0</u> | <u>166.16</u> | <u>15.3</u> | <u>2,541.0</u> | <u>1,876.0</u> | <u>35%</u> |
| Wednesday | Hillsborough | 261.0 | 37.79 | 6.9 | 261.0 | 381.0 | -31% |
| | North Raleigh | 1,269.0 | 65.91 | 19.3 | 1,269.0 | 1,168.0 | 9% |
| | Cary/CTCM | 663.0 | 54.01 | 12.3 | 663.0 | 783.8 | -15% |
| | | <u>2,193.0</u> | <u>157.71</u> | <u>13.9</u> | <u>2,193.0</u> | <u>2,332.8</u> | <u>-6%</u> |
| Thursday | Hillsborough | 331.0 | 34.53 | 9.6 | 331.0 | 370.0 | -11% |
| | North Raleigh | 1,689.0 | 84.67 | 19.9 | 1,689.0 | 1,314.9 | 28% |
| | Cary/CTCM | 738.0 | 56.9 | 13.0 | 738.0 | 625.0 | 18% |
| | | <u>2,758.0</u> | <u>176.07</u> | <u>15.7</u> | <u>2,758.0</u> | <u>2,309.9</u> | <u>19%</u> |
| Friday | Hillsborough | 361.0 | 41.12 | 8.8 | 361.0 | 293.0 | 23% |
| | North Raleigh | 1,779.0 | 82.25 | 21.6 | 1,779.0 | 1,201.0 | 48% |
| | Cary/CTCM | 617.0 | 55.19 | 11.2 | 617.0 | 1,014.0 | -39% |
| | | <u>2,757.0</u> | <u>178.56</u> | <u>15.4</u> | <u>2,757.0</u> | <u>2,508.0</u> | <u>10%</u> |
| Saturday | Hillsborough | 389.00 | 50.3 | 7.7 | 389.0 | 286.0 | 36% |
| | North Raleigh | 3,337.0 | 204.01 | 16.4 | 3,337.0 | 2,422.0 | 38% |
| | Cary/CTCM | 1,130.1 | 110.26 | 10.2 | 1,130.1 | 1,314.0 | -14% |
| | | <u>4,856.1</u> | <u>364.58</u> | <u>13.3</u> | <u>4,856.1</u> | <u>4,022.0</u> | <u>21%</u> |
| Sunday | Hillsborough | 298.0 | 35.3 | 8.4 | 298.0 | 337.0 | -12% |
| | North Raleigh | 2,280.0 | 113.91 | 20.0 | 2,280.0 | 1,548.0 | 47% |
| | Cary/CTCM | 934.0 | 77.49 | 12.1 | 934.0 | 830.2 | 13% |
| | | <u>3,512.0</u> | <u>226.73</u> | <u>15.5</u> | <u>3,512.0</u> | <u>2,715.2</u> | <u>29%</u> |
| Period Total | Hillsborough | 3,489.0 | 425.83 | 8.2 | 3,489.0 | 4,222.1 | -17% |
| | North Raleigh | 20,959.0 | 1,155.85 | 18.1 | 20,959.0 | 14,645.4 | 43% |
| | Cary/CTCM | 8,436.1 | 715.79 | 11.8 | 8,436.1 | 8,761.7 | -4% |
| | | <u>32,884.1</u> | <u>2,297.47</u> | <u>14.3</u> | <u>32,884.1</u> | <u>27,629.2</u> | <u>19%</u> |

**GoRaleigh
2016 State Fair
Revenue Comparison**

| | <u>2016</u> | <u>2015</u> | <u>2014</u> | <u>2013</u> | <u>2012</u> |
|---------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Thursday | \$ 4,065 | \$ 2,923 | \$ 3,417 | \$ 2,917 | \$ 2,599 |
| Friday | 12,694 | 13,357 | 12,000 | 12,030 | 8,960 |
| Saturday | 27,858 | 24,082 | 23,787 | 17,761 | 22,817 |
| Sunday | 18,534 | 12,558 | 12,382 | 15,793 | 14,019 |
| Monday | 9,747 | 5,109 | 6,460 | 7,738 | 4,148 |
| Tuesday | I 10,410 | 6,080 | 6,585 | 7,426 | 8,912 |
| Wednesday | 8,910 | 7,042 | 5,885 | 6,825 | 8,401 |
| Thursday | x 15,213 | 11,148 | 9,875 | 9,300 | 9,354 |
| Friday | 15,008 | 12,288 | 12,049 | 10,829 | 13,181 |
| Saturday | 37,607 | 25,625 | 25,677 | 22,199 | 25,271 |
| Sunday | 19,797 | 13,688 | 13,637 | 12,548 | 12,221 |
| Totals | <u>\$ 179,842</u> | <u>\$ 133,899</u> | <u>\$ 131,753</u> | <u>\$ 125,366</u> | <u>\$ 129,883</u> |

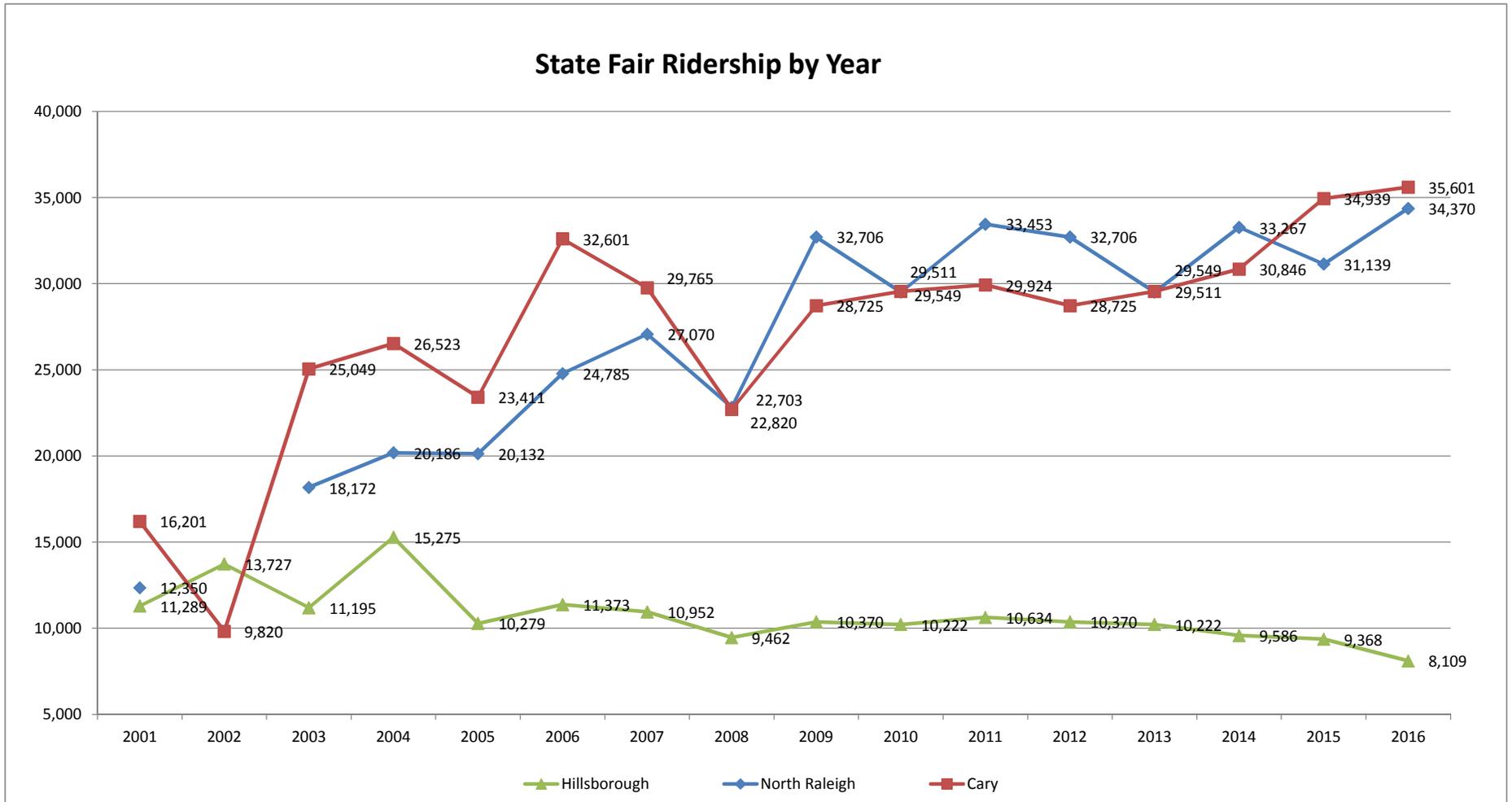
I Senior Citizens Day
x Hunger Relief Day



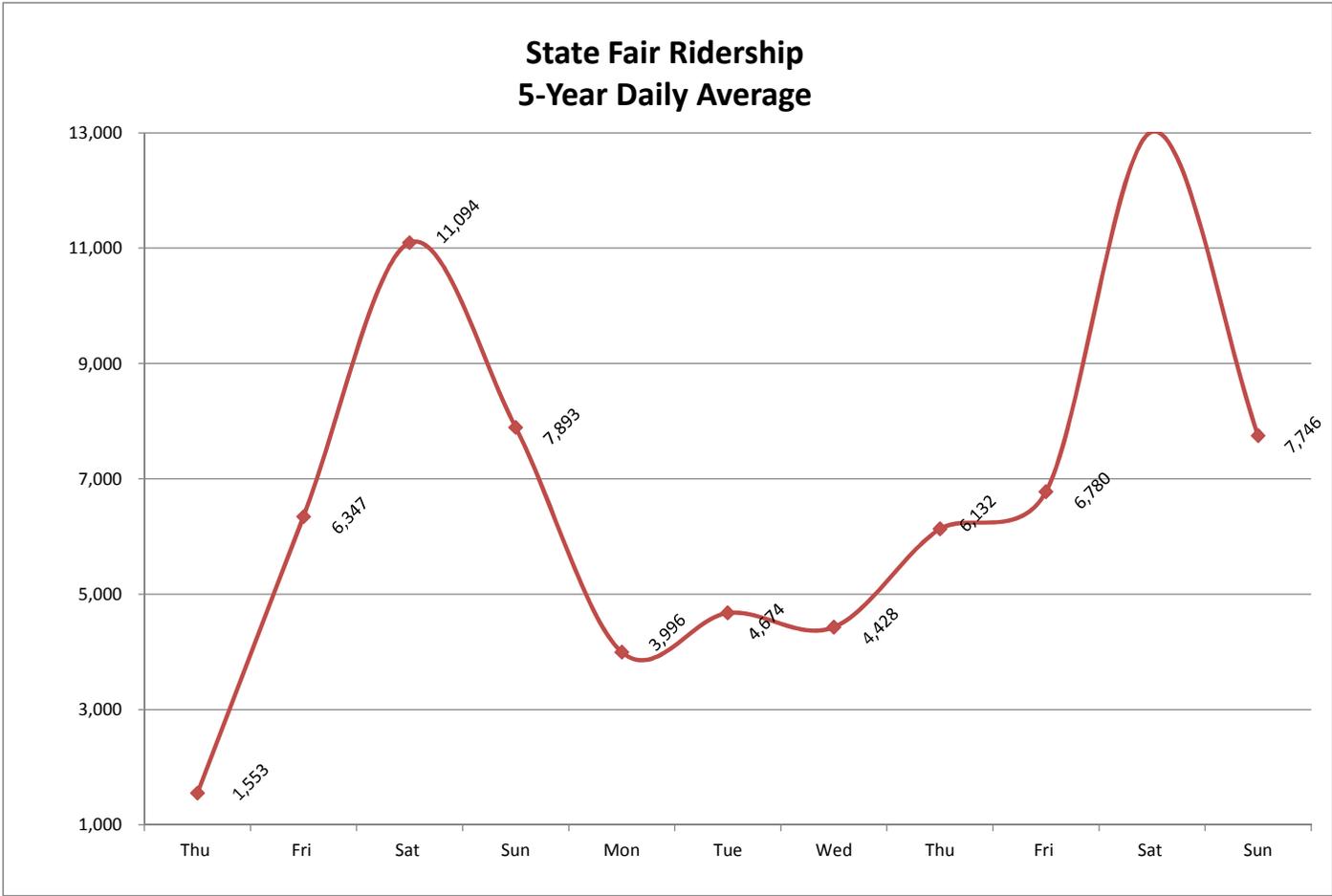
**GoRaleigh
2016 State Fair
Ridership Analysis by Year**

| | HILLSBOROUGH | | | | | NORTH RALEIGH | | | | | CARY | | | | | TOTALS | | | | |
|---------------|---------------------|--------------|--------------|-----------------|---------------|----------------------|---------------|---------------|-----------------|---------------|---------------|---------------|---------------|-----------------|---------------|---------------|---------------|-----------------|---------------|---------------|
| | 2016 | 2015 | 2014 | 2013 | 2012 | 2016 | 2015 | 2014 | 2013 | 2012 | 2016 | 2015 | 2014 | 2013 | 2012 | 2016 | 2015 | 2014 | 2013 | 2012 |
| Thursday | 171 | 214 | 227 | 182 | 244 | 641 | 581 | 889 | 621 | 597 | 833 | 847 | 623 | 578 | 515 | 1,645 | 1,642 | 1,739 | 1,381 | 1,356 |
| Friday | 511 | 911 | 678 | 736 | 588 | 2,359 | 2,959 | 3,222 | 3,001 | 2,272 | 2,690 | 3,699 | 2,796 | 3,009 | 2,302 | 5,560 | 7,569 | 6,696 | 6,746 | 5,162 |
| Saturday | 1,115 | 2,091 | 1,801 | 1,409 | 2,055 | 5,206 | 4,847 | 5,172 | 4,001 | 5,039 | 4,623 | 5,529 | 4,856 | 3,400 | 4,328 | 10,944 | 12,467 | 11,829 | 8,810 | 11,422 |
| Sunday | 848 | 837 | 842 | 1,334 | 1,037 | 4,116 | 2,843 | 3,263 | 3,276 | 3,691 | 3,969 | 3,064 | 3,002 | 4,030 | 3,313 | 8,933 | 6,744 | 7,107 | 8,640 | 8,041 |
| Monday | 390 | 428 | 560 | 513 | 266 | 1,969 | 1,348 | 1,856 | 2,277 | 1,051 | 2,599 | 1,671 | 1,818 | 2,148 | 1,088 | 4,958 | 3,447 | 4,234 | 4,938 | 2,405 |
| Tuesday | 531 | 412 | 412 | 596 | 495 | 2,266 | 1,738 | 1,797 | 2,019 | 2,579 | 1,984 | 1,938 | 1,936 | 2,111 | 2,558 | 4,781 | 4,088 | 4,145 | 4,726 | 5,632 |
| Wednesday | 459 | 449 | 590 | 620 | 605 | 1,821 | 1,693 | 1,497 | 1,835 | 2,369 | 2,020 | 2,440 | 1,870 | 1,740 | 2,134 | 4,300 | 4,582 | 3,957 | 4,195 | 5,108 |
| Thursday | 701 | 907 | 890 | 978 | 981 | 2,916 | 2,758 | 2,618 | 2,069 | 2,151 | 3,504 | 3,287 | 2,476 | 2,246 | 2,178 | 7,121 | 6,952 | 5,984 | 5,293 | 5,310 |
| Friday | 546 | 804 | 1,094 | 891 | 915 | 2,582 | 2,734 | 2,928 | 2,429 | 3,312 | 3,332 | 3,659 | 3,071 | 2,588 | 3,013 | 6,460 | 7,197 | 7,093 | 5,908 | 7,240 |
| Saturday | 1,737 | 1,294 | 1,589 | 1,866 | 2,108 | 6,094 | 6,138 | 6,116 | 5,162 | 6,264 | 6,476 | 5,493 | 5,468 | 4,466 | 4,818 | 14,307 | 12,925 | 13,173 | 11,494 | 13,190 |
| Sunday | 1,099 | 1,021 | 903 | 1,097 | 1,076 | 4,401 | 3,500 | 3,909 | 2,821 | 3,381 | 3,571 | 3,312 | 2,930 | 3,233 | 2,478 | 9,071 | 7,833 | 7,742 | 7,151 | 6,935 |
| Totals | 8,108 | 9,368 | 9,586 | 10,222 | 10,370 | 34,371 | 31,139 | 33,267 | 29,511 | 32,706 | 35,601 | 34,939 | 30,846 | 29,549 | 28,725 | 78,080 | 75,446 | 73,699 | 69,282 | 71,801 |
| | | | | min | 171 | | | | min | 581 | | | | min | 515 | | | min | 1,356 | |
| | | | | max | 2,108 | | | | max | 6,264 | | | | max | 6,476 | | | max | 14,307 | |
| | | | | median | 837 | | | | median | 2,734 | | | | median | 2,796 | | | median | 6,696 | |
| | | | | median weekday | 495 | | | | median weekday | 1,835 | | | | median weekday | 1,984 | | | median weekday | 4,300 | |
| | | | | median Friday | 770 | | | | median Friday | 2,831 | | | | median Friday | 3,011 | | | median Friday | 6,721 | |
| | | | | median Saturday | 1,769 | | | | median Saturday | 5,189 | | | | median Saturday | 4,837 | | | median Saturday | 12,148 | |
| | | | | median Sunday | 1,029 | | | | median Sunday | 3,441 | | | | median Sunday | 3,273 | | | median Sunday | 7,788 | |

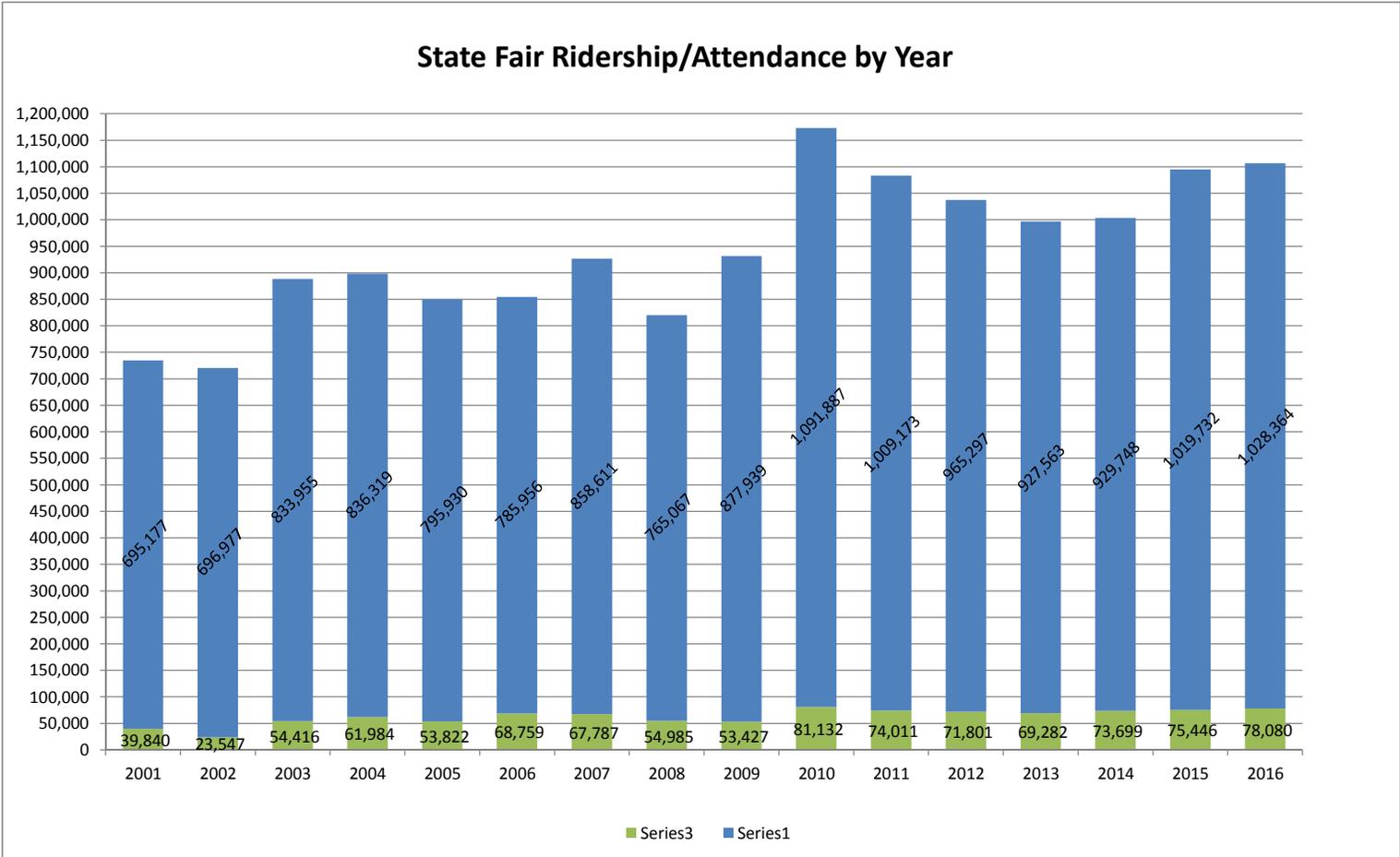
GoRaleigh
State Fair 2016



**GoRaleigh
State Fair 2016**



**GoRaleigh
State Fair 2016**



**GoRaleigh
2016 State Fair
Ridership Summary**

| | (Preview Day) | (Friday Frenzy) | | | (Michael's Day) | (Senior Day) | (Military Day) | (Hunger Relief) | | | | | | | | | | | | | | | | |
|-----------------------------|---------------|-----------------|--------|--------|-----------------|--------------|----------------|-----------------|-------|--------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Thu | Fri | Sat | Sun | Mon | Tue | Wed | Thu | Fri | Sat | Sun | Total Route | | | | | | | | | | | | |
| Hillsborough | 171 | 511 | 1,115 | 848 | 390 | 531 | 459 | 702 | 546 | 1,737 | 1,099 | 8,109 | 10.40% | 9.19% | 10.19% | 9.49% | 7.87% | 11.11% | 10.67% | 9.79% | 8.45% | 12.14% | 12.18% | 10.39% |
| North Raleigh | 641 | 2,359 | 5,206 | 4,116 | 1,969 | 2,266 | 1,821 | 2,966 | 2,582 | 6,094 | 4,350 | 34,370 | 38.97% | 42.43% | 47.57% | 46.08% | 39.71% | 42.35% | 41.36% | 39.97% | 42.59% | 48.23% | 44.02% | 44.02% |
| Cary | 833 | 2,690 | 4,623 | 3,969 | 2,599 | 1,984 | 2,020 | 3,504 | 3,332 | 6,476 | 3,571 | 35,601 | 50.64% | 48.38% | 42.24% | 44.43% | 52.42% | 41.50% | 46.98% | 48.86% | 51.58% | 45.26% | 39.59% | 45.60% |
| | 1,645 | 5,560 | 10,944 | 8,933 | 4,958 | 4,781 | 4,300 | 7,172 | 6,460 | 14,307 | 9,020 | 78,080 | | | | | | | | | | | | |
| % of Total Ridership | 2.11% | 7.12% | 14.02% | 11.44% | 6.35% | 6.12% | 5.51% | 9.19% | 8.27% | 18.32% | 11.55% | | | | | | | | | | | | | |
| Average Weekdays | | | | | | | | | | | | | | | | | | | | | | | | |
| Hillsborough | 473 | | | | | | | | | | | | | | | | | | | | | | | |
| North Raleigh | 2,086 | | | | | | | | | | | | | | | | | | | | | | | |
| Cary | 2,423 | | | | | | | | | | | | | | | | | | | | | | | |
| | 4,982 | | | | | | | | | | | | | | | | | | | | | | | |
| Average Saturdays | | | | | | | | | | | | | | | | | | | | | | | | |
| Hillsborough | 1,426 | | | | | | | | | | | | | | | | | | | | | | | |
| North Raleigh | 5,650 | | | | | | | | | | | | | | | | | | | | | | | |
| Cary | 5,550 | | | | | | | | | | | | | | | | | | | | | | | |
| | 12,626 | | | | | | | | | | | | | | | | | | | | | | | |
| Average Sundays | | | | | | | | | | | | | | | | | | | | | | | | |
| Hillsborough | 974 | | | | | | | | | | | | | | | | | | | | | | | |
| North Raleigh | 4,233 | | | | | | | | | | | | | | | | | | | | | | | |
| Cary | 3,770 | | | | | | | | | | | | | | | | | | | | | | | |
| | 8,977 | | | | | | | | | | | | | | | | | | | | | | | |

**GoRaleigh
2015 State Fair
Total Expense Analysis**

LABOR COST

| Operations: | Total Wages | 7.65% FICA | 0 - 6% Retirement | 3.0-6.4% Wrk Comp | Totals |
|--------------------------------------|--------------------------|-----------------|----------------------|----------------------|-------------------|
| Operators - RA4010 | \$ 64,250 | \$ 4,915 | \$ 3,855 | \$ 3,662 | \$ 76,683 |
| Dispatchers - RA4040 | 3,174 | 243 | | 181 | 3,597 |
| Road Supervisors - RA4080 | 21,242 | 1,625 | | 1,211 | 24,078 |
| Operations Mgmt - RA4080 | 2,050 | 157 | | 61.51 | 2,269 |
| Total | \$ 90,716 | \$ 6,940 | \$ 3,855 | \$ 5,115 | \$ 106,626 |
| | | | | | |
| Maintenance: | | | | | |
| Mechanics - RA5020 | 4,473 | 342 | 268 | 286 | 5,369 |
| Paint & Body - RA5025 | 474 | 36 | 28 | 30 | 569 |
| Utility Workers - RA5030 | 253 | 19 | 15 | 16 | 303 |
| Total | \$ 5,199 | \$ 398 | \$ 312 | \$ 333 | \$ 6,242 |
| | | | | | |
| General & Administrative: | | | | | |
| Moore Square - RA4991 | \$ 1,128 | \$ 86 | | \$ 34 | \$ 1,248 |
| G&A Administrative - RA6105 | 6,993 | 535 | | 210 | 7,738 |
| Total | \$ 8,121 | \$ 621 | \$ - | \$ 244 | \$ 8,986 |
| | | | | | |
| TOTAL LABOR COST = | <u>\$ 121,854</u> | | | | |

SUPPLIES COST

| | | |
|--|----------|--------------------------|
| Miles | 32,884.1 | |
| Gallons (actual) 3.5MPG | 9,395.5 | |
| Avg. Price/Gallon | \$1.6226 | \$ 15,245 |
| Total Cost for Fuel | | 15,245 |
| Equipment Rental | | 1,863 |
| Vehicle Rental (AT&T Charter Svc) | | - |
| Lavatory Rental | | 641 |
| Other Shop Expenses | | 137 |
| Total Cost for Maintenance | | <u>\$ 17,886</u> |
| | | |
| Miscellaneous: | | |
| Loomis Fargo | \$ | 42 |
| GFI Passes (consumption) | | 4,669 |
| 4imprint (Vests) | | 1,505 |
| Advertising Expenses | | - |
| Cary Lease/TTC Lease | | 4,200 |
| Office Supplies/Ice/Water/Misc | | 86 |
| Mileage Reimbursement | | 291 |
| | | <u>\$ 10,793</u> |
| | | |
| Total Labor Costs: | \$ | 121,854 |
| Total Maintenance Costs: | | 17,886 |
| Total Other Costs: | | 10,793 |
| Grand Total Cost for State Fair | | <u>\$ 150,533</u> |

**GoRaleigh
2016 State Fair
Sales by Location**

| | | 2016 | | 2015 Change | |
|---------------------|------------------|----------------------|----------------------|--------------------|--|
| Thursday | N.Raleigh | \$ 1,612.50 | \$ 1,032.00 | 56.25% | |
| | Cary | \$ 1,670.00 | \$ 1,474.00 | 13.30% | |
| | | <u>\$ 3,282.50</u> | <u>\$ 2,506.00</u> | <u>30.99%</u> | |
| Friday | N.Raleigh | \$ 5,147.50 | \$ 4,774.00 | 7.82% | |
| | Cary | \$ 5,455.00 | \$ 6,302.00 | -13.44% | |
| | | <u>\$ 10,602.50</u> | <u>\$ 11,076.00</u> | <u>-4.28%</u> | |
| Saturday | N.Raleigh | \$ 12,662.50 | \$ 9,156.00 | 38.30% | |
| | Cary | \$ 10,750.00 | \$ 10,130.00 | 6.12% | |
| | | <u>\$ 23,412.50</u> | <u>\$ 19,286.00</u> | <u>21.40%</u> | |
| Sunday | N.Raleigh | \$ 7,657.50 | \$ 4,900.00 | 56.28% | |
| | Cary | \$ 7,922.50 | \$ 5,734.00 | 38.17% | |
| | | <u>\$ 15,580.00</u> | <u>\$ 10,634.00</u> | <u>46.51%</u> | |
| Monday | N.Raleigh | \$ 3,732.50 | \$ 1,676.00 | 122.70% | |
| | Cary | \$ 4,660.00 | \$ 2,524.00 | 84.63% | |
| | | <u>\$ 8,392.50</u> | <u>\$ 4,200.00</u> | <u>99.82%</u> | |
| Tuesday | N.Raleigh | \$ 4,260.00 | \$ 2,386.00 | 78.54% | |
| | Cary | \$ 4,597.50 | \$ 2,844.00 | 61.66% | |
| | | <u>\$ 8,857.50</u> | <u>\$ 5,230.00</u> | <u>69.36%</u> | |
| Wednesday | N.Raleigh | \$ 3,562.50 | \$ 2,598.00 | 37.12% | |
| | Cary | \$ 3,927.50 | \$ 3,540.00 | 10.95% | |
| | | <u>\$ 7,490.00</u> | <u>\$ 6,138.00</u> | <u>22.03%</u> | |
| Thursday | N.Raleigh | \$ 6,000.00 | \$ 4,124.00 | 45.49% | |
| | Cary | \$ 6,945.00 | \$ 4,958.00 | 40.08% | |
| | | <u>\$ 12,945.00</u> | <u>\$ 9,082.00</u> | <u>42.53%</u> | |
| Friday | N.Raleigh | \$ 5,460.00 | \$ 4,090.00 | 33.50% | |
| | Cary | \$ 7,065.00 | \$ 6,028.00 | 17.20% | |
| | | <u>\$ 12,525.00</u> | <u>\$ 10,118.00</u> | <u>23.79%</u> | |
| Saturday | N.Raleigh | \$ 16,430.00 | \$ 11,632.00 | 41.25% | |
| | Cary | \$ 16,525.00 | \$ 10,166.00 | 62.55% | |
| | | <u>\$ 32,955.00</u> | <u>\$ 21,798.00</u> | <u>51.18%</u> | |
| Sunday | N.Raleigh | \$ 7,985.00 | \$ 5,570.00 | 43.36% | |
| | Cary | \$ 8,282.50 | \$ 5,314.00 | 55.86% | |
| | | <u>\$ 16,267.50</u> | <u>\$ 10,884.00</u> | <u>49.46%</u> | |
| Total Period | N.Raleigh | \$ 74,510.00 | \$ 51,938.00 | 43.46% | |
| | Cary | \$ 77,800.00 | \$ 59,014.00 | 31.83% | |
| | | <u>\$ 152,310.00</u> | <u>\$ 110,952.00</u> | <u>37.28%</u> | |

GoRaleigh Monthly Reports September 2016

- **Income Statement**
- **Operating Statistics**
- **Evaluation By Route**
- **Ridership Percentage By Time Period**
- **Variance Analysis, Actual & Budgeted Expenses- Period**
- **Variance Analysis, Actual & Budgeted Expenses- Fiscal Year**

**GoRaleigh
BALANCE SHEET
Fiscal Year 17
September-16**

| | |
|-----------------------|------|
| Current ratio [A/B] | 7.23 |
| Quick ratio [(A-C)/B] | 4.35 |

| | |
|-----------------------|--------------|
| Working capital [A-B] | 1,153,002.94 |
| Cash ratio [D/B] | 0.43 |

ASSETS

| | |
|---------------------------------|---------------------|
| Current assets | |
| Cash and cash equivalents [D] | \$ 78,842.81 |
| Accounts receivable | 286,920 |
| Deposits | (15) |
| Inventories [C] | 532,100 |
| Prepaid expenses | 440,311 |
| Total current assets [A] | \$ 1,338,158 |

Fixed assets

| | |
|-------------------------------|----------------------|
| Land | \$ 4,311,388 |
| Building | 28,474,148 |
| Parking Lot | 210,590 |
| Revenue Transportation | 34,924,398 |
| Non-Revenue Transportation | 472,033 |
| Fareboxes | 1,012,285 |
| Radios & Drivecam | 1,067,412 |
| Shop & Garage Equipment | 1,514,421 |
| Furniture & Fixtures | 51,764 |
| Miscellaneous Equipment | 1,310,835 |
| Less accumulated depreciation | (32,373,941) |
| Total fixed assets | \$ 40,975,333 |

| | |
|---------------------|----------------------|
| Total assets | \$ 42,313,491 |
|---------------------|----------------------|

LIABILITIES

| | |
|--------------------------------------|-------------------|
| Current liabilities | |
| Accounts Payable | \$ 183,696 |
| Accrued Wages | 0 |
| Payroll Taxes Withheld | 2 |
| Employee Withholding | 1,458 |
| Deferred Income | 0 |
| Total current liabilities [B] | \$ 185,155 |

Due to/From Inter/Tra Co

| | |
|---------------------------------------|----------------------|
| Due to City of Raleigh | \$ 2,146,157 |
| Grants and Donations | 39,982,179 |
| Total Due to/From Inter/Tra Co | \$ 42,128,336 |

| | |
|--------------------------|---------------------|
| Total liabilities | \$42,313,491 |
|--------------------------|---------------------|

**GoRaleigh
INCOME STATEMENT
Fiscal Year 17
September-16**

| Revenue | Current Month | Actual Year to Date | Budget Year to Date | YTD Variance | Annual Budget | % of Ann. Budget |
|----------------------|-------------------|---------------------|---------------------|---------------|---------------------|------------------|
| Passenger Revenues | \$ 248,472 | \$ 777,829 | \$ 975,927 | -20.3% | \$ 3,677,651 | 21.2% |
| State Fair | \$ - | \$ - | - | 0.0% | 139,280 | 0.0% |
| Interest | \$ - | \$ - | 56 | 0.0% | 100 | 0.0% |
| Misc Income | \$ 195,629 | \$ 549,697 | 516,178 | 6.5% | 2,177,785 | 25.2% |
| Total Revenue | \$ 444,101 | \$ 1,327,526 | \$ 1,492,161 | -11.0% | \$ 5,994,816 | 22.1% |

| Expenses | | | | | | |
|---------------------------------|---------------------|---------------------|---------------------|-------------|----------------------|--------------|
| Salaries & Wages | \$ 756,494 | \$ 2,668,744 | \$ 2,656,376 | -0.5% | \$ 10,436,286 | 25.6% |
| Fringe Benefits | \$ 159,878 | \$ 524,623 | 510,981 | -2.7% | 2,056,224 | 25.5% |
| Parts, Materials, & Supplies | \$ 193,408 | \$ 421,735 | 388,140 | -8.7% | 1,770,466 | 23.8% |
| Services | \$ 85,240 | \$ 280,768 | 220,176 | -27.5% | 784,666 | 35.8% |
| Fuel & Lubricants | \$ 107,227 | \$ 391,931 | 862,125 | 54.5% | 2,828,547 | 13.9% |
| Insurance | \$ 280,725 | \$ 846,287 | 870,748 | 2.8% | 3,616,368 | 23.4% |
| Utilities | \$ 30,490 | \$ 62,173 | 67,884 | 8.4% | 281,574 | 22.1% |
| Taxes | \$ 80,885 | \$ 247,548 | 236,520 | -4.7% | 960,564 | 25.8% |
| Other | \$ 31,935 | \$ 50,315 | 24,187 | -108.0% | 395,376 | 12.7% |
| Depreciation | \$ 310,001 | \$ 912,515 | 912,515 | 0.0% | 3,615,084 | 25.2% |
| Grants Assets Cons | \$ (310,001) | \$ (912,515) | (912,515) | 0.0% | (3,615,084) | 25.2% |
| Total operating expenses | \$ 1,726,282 | \$ 5,494,123 | \$ 5,837,137 | 5.9% | \$ 23,130,071 | 23.8% |

| | | | | | | |
|-------------------------|-----------------------|-----------------------|-----------------------|-------------|------------------------|--------------|
| Subsidy Required | \$ (1,282,180) | \$ (4,166,596) | \$ (4,344,976) | 4.1% | \$ (17,135,255) | 24.3% |
|-------------------------|-----------------------|-----------------------|-----------------------|-------------|------------------------|--------------|

GoRaleigh
OPERATING STATISTICS
Fiscal Year 17
September-16

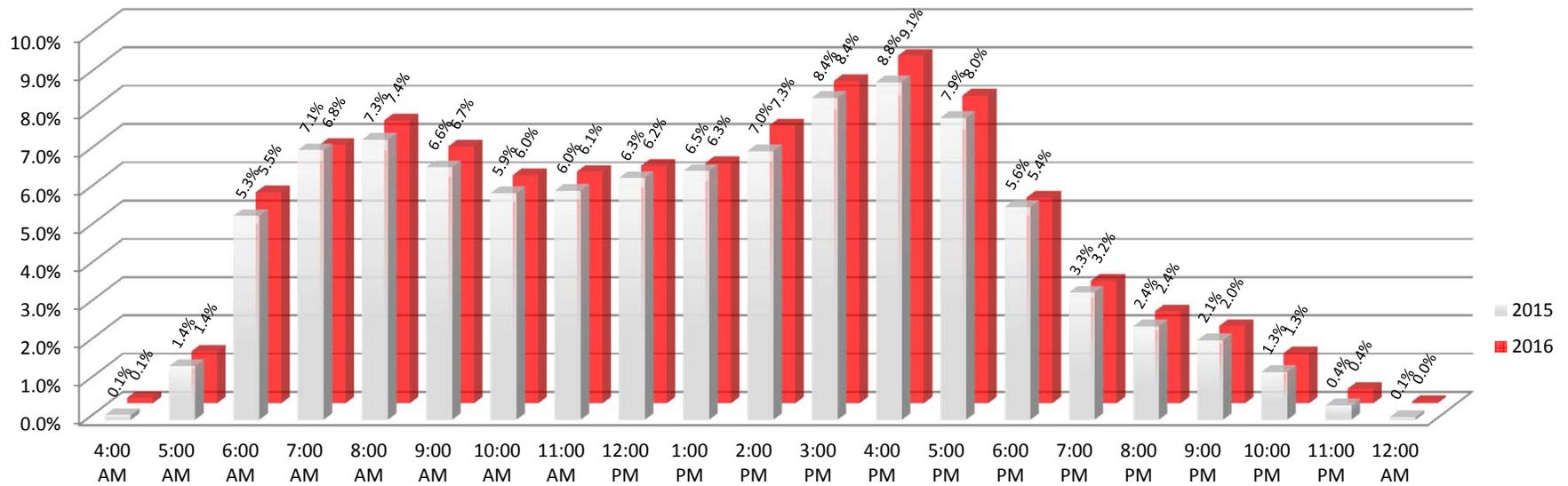
| | CURRENT PERIOD | | | YEAR-TO-DATE | | |
|--------------------------------|---------------------|---------------------|----------------|---------------------|---------------------|----------------|
| | This Year | Prior Year | Change | This Year | Prior Year | Change |
| REVENUE: | | | | | | |
| PASSENGER REVENUE | \$ 225,797 | \$ 275,527 | -18.05% | \$ 700,334 | \$ 821,882 | -14.79% |
| STATE FAIR | - | - | - | 0 | - | - |
| GOPASS REVENUE | 15,649 | 14,655 | 6.78% | 55,185 | 36,863 | 49.70% |
| REGIONAL / EXPRESS PASSES | 7,026 | 10,117 | -30.56% | 22,310 | 24,879 | -10.33% |
| CONTRACT REVENUE | 195,629 | 191,637 | 2.08% | 549,647 | 396,146 | 38.75% |
| INTEREST INCOME | - | 8 | - | 0 | 24 | -100.00% |
| OTHER | - | - | - | 50 | 319 | -84.32% |
| TOTAL REVENUE | <u>\$ 444,101</u> | <u>\$ 491,943</u> | <u>-9.73%</u> | <u>\$ 1,327,526</u> | <u>\$ 1,280,113</u> | <u>3.70%</u> |
| EXPENSES: | | | | | | |
| OPERATING EXPENSES | \$ 1,726,282 | \$ 1,535,118 | 12.45% | 5,494,123 | \$ 5,137,241 | 6.95% |
| STATE FAIR | - | - | - | - | - | - |
| TOTAL EXPENSES | <u>\$ 1,726,282</u> | <u>\$ 1,535,118</u> | <u>12.45%</u> | <u>\$ 5,494,123</u> | <u>\$ 5,137,241</u> | <u>6.95%</u> |
| PASSENGERS: | | | | | | |
| CASH FARE | 32,808 | 36,627 | -10.43% | 97,657 | 109,534 | -10.84% |
| LOCAL DAY PASS | 225,491 | 254,476 | -11.39% | 685,811 | 770,886 | -11.04% |
| LOCAL 5 DAY PASS | 16,670 | 20,701 | -19.47% | 51,817 | 59,905 | -13.50% |
| LOCAL 31 DAY PASS | 36,147 | 45,890 | -21.23% | 108,327 | 133,246 | -18.70% |
| TRIP PASS (NON PROFIT) | - | - | - | 0 | - | - |
| \$25 VALUE PASS | 3,352 | 3,470 | -3.40% | 9,845 | 9,197 | 7.05% |
| REGIONAL / EXPRESS DAY PASS | 10,275 | 11,957 | -14.07% | 31,706 | 36,773 | -13.78% |
| REGIONAL / EXPRESS 5 DAY PASS | 2,981 | 4,321 | -31.01% | 10,074 | 11,766 | -14.38% |
| REGIONAL / EXPRESS 31 DAY PASS | 2,638 | 3,983 | -33.77% | 7,299 | 12,334 | -40.82% |
| GOPASS (COLLEGE) | 32,612 | 22,991 | 41.85% | 76,106 | 63,924 | 19.06% |
| GOPASS (GVMT EMP) | 7,921 | 8,865 | -10.65% | 24,211 | 27,179 | -10.92% |
| GOPASS (OTHER) | 1,530 | - | 100.00% | 3,658 | - | 100.00% |
| STATE FAIR | - | - | - | 0 | - | - |
| TOTAL REVENUE PASSENGERS | <u>372,425</u> | <u>413,281</u> | <u>-9.89%</u> | <u>1,106,511</u> | <u>1,234,744</u> | <u>-10.39%</u> |
| R-LINE | 14,898 | 17,653 | -15.61% | 41,523 | 51,896 | -19.99% |
| WAKE TECH (STAFF/STUDENTS) | 7,090 | 7,918 | -10.46% | 12,571 | 14,203 | -11.49% |
| WAKE FOREST LOOP | 2,082 | 2,896 | -28.11% | 6,703 | 7,678 | -12.70% |
| FREE RIDE (65+/12-) | 38,722 | 42,688 | -9.29% | 121,774 | 136,756 | -10.96% |
| OTHER | - | - | - | 5,033 | 6,210 | - |
| STATE FAIR | - | - | - | 0 | - | - |
| TOTAL NON-REV PASSENGERS | <u>62,792</u> | <u>71,155</u> | <u>-11.75%</u> | <u>187,604</u> | <u>216,743</u> | <u>-13.44%</u> |
| GRAND TOTAL PASSENGERS | <u>435,217</u> | <u>484,436</u> | <u>-10.16%</u> | <u>1,294,115</u> | <u>1,451,487</u> | <u>-10.84%</u> |
| TOTAL SYSTEM MILES: | | | | | | |
| REGULAR SERVICE | 325,431 | 324,449 | 0.30% | 987,069 | 997,039 | -1.00% |
| STATE FAIR | - | - | - | - | - | - |
| TOTAL MILES | <u>325,431</u> | <u>324,449</u> | <u>0.30%</u> | <u>987,069</u> | <u>997,039</u> | <u>-1.00%</u> |
| TOTAL SYSTEM HOURS: | | | | | | |
| REGULAR SERVICE | 21,710 | 22,109 | -1.80% | 67,054 | 68,096 | -1.53% |
| STATE FAIR | - | - | - | - | - | - |
| TOTAL HOURS | <u>21,710</u> | <u>22,109</u> | <u>-1.80%</u> | <u>67,054</u> | <u>68,096</u> | <u>-1.53%</u> |
| RIDERSHIP STATISTICS: | | | | | | |
| PSGR REV. PER HOUR | \$ 11.45 | \$ 13.58 | -15.74% | \$ 11.60 | \$ 12.98 | -10.61% |
| PSGR REV. PER MILE | \$ 0.76 | \$ 0.93 | -17.51% | \$ 0.79 | \$ 0.89 | -11.08% |
| REV. PSGR. PER MILE | 1.1 | 1.3 | -10.16% | 1.1 | 1.2 | -9.48% |
| REV. PSGR. PER HOUR | 17 | 19 | - | 17 | 18 | - |
| REV. PER REV. PSGR | 0.67 | 0.73 | -8.18% | \$ 0.70 | 0.72 | -1.77% |
| EXP. PER HOUR | \$ 79.52 | \$ 69.43 | 14.52% | \$ 81.94 | \$ 75.44 | 8.61% |

GoRaleigh
ROUTE STATISTICS
Fiscal Year 17
September-16

| | ROUTE NUMBER/NAME | TOTAL PASSENGERS | | | TOTAL REVENUE | PASSENGERS PER REVENUE HOUR | | | FAREBOX RECOVERY |
|-----------------|---------------------------|------------------|----------------|----------------|-------------------|-----------------------------|------------|------------|---------------------|
| | | MONTH | PRIOR MONTH | PRIOR YEAR | | WEEKDAY | SATURDAY | SUNDAY | |
| 1 | CAPITAL | 60,118 | 61,166 | 63,989 | 36,855 | 34 | 43 | 37 | 26.7% |
| 2 | FALLS OF NEUSE | 26,465 | 27,075 | 28,194 | 16,050 | 23 | 20 | 17 | 17.3% |
| 3 | GLASCOCK | 6,064 | 5,845 | 5,779 | 3,267 | 16 | 14 | - | 12.2% |
| 4 | REX HOSPITAL | 22,043 | 21,887 | 24,095 | 13,576 | 17 | 14 | 10 | 11.8% |
| 5 | BILTMORE HILLS | 16,650 | 16,891 | 18,698 | 9,699 | 35 | 29 | 23 | 23.9% |
| 6 | CRABTREE | 18,529 | 19,862 | 21,413 | 11,285 | 21 | 25 | 16 | 17.5% |
| 7 | SOUTH SAUNDERS | 32,978 | 36,080 | 35,492 | 19,679 | 30 | 39 | 18 | 24.9% |
| 7L | CAROLINA PINES | 10,866 | 11,578 | 12,684 | 6,408 | 18 | 21 | - | 12.0% |
| 8 | SIX FORKS | 14,420 | 14,185 | 13,961 | 8,418 | 18 | 14 | 9 | 11.2% |
| 10 | LONGVIEW | 5,795 | 5,776 | 6,697 | 3,469 | 14 | 13 | - | 14.4% |
| 11 | AVENT FERRY | 22,741 | 27,295 | 25,461 | 14,598 | 30 | 31 | 31 | 26.1% |
| 11L | BUCK JONES | 7,753 | 11,017 | 9,302 | 4,842 | 17 | 26 | - | 13.0% |
| 12 | METHOD | 15,908 | 18,920 | 20,745 | 9,692 | 21 | 22 | 21 | 21.6% |
| 13 | CHAVIS HEIGHTS | 5,636 | 6,458 | 7,563 | 3,005 | 17 | 13 | - | 18.1% |
| 15 | WAKEMED | 49,256 | 49,802 | 54,530 | 29,543 | 36 | 39 | 28 | 31.2% |
| 15L | TRAWICK | 4,772 | 5,479 | 6,310 | 2,837 | 14 | 9 | - | 8.7% * |
| 16 | OBERLIN | 10,598 | 10,590 | 11,917 | 6,298 | 18 | 15 | - | 12.0% |
| 18 | WORTHDALE | 13,272 | 14,722 | 15,335 | 8,033 | 22 | 17 | 9 | 20.7% |
| 19 | APOLLO HEIGHTS | 15,458 | 16,667 | 17,275 | 9,100 | 24 | 20 | 15 | 19.6% |
| 21 | CARALEIGH | 9,598 | 10,205 | 10,211 | 5,855 | 35 | 30 | - | 30.7% |
| 22 | STATE STREET | 9,617 | 9,633 | 10,371 | 5,692 | 26 | 17 | - | 18.2% |
| 23L | MILLBROOK CROSSTOWN | 5,874 | 6,337 | 7,007 | 3,558 | 14 | 11 | - | 8.1% * |
| 24L | NORTH CROSSTOWN | 6,733 | 6,999 | 6,508 | 3,850 | 15 | 13 | - | 10.5% |
| 25L | TRIANGLE TOWN CENTER | 7,475 | 7,305 | 7,343 | 4,704 | 11 | 5 | - | 7.8% * |
| 31 | NEW HOPE COMMONS | 759 | 549 | 700 | 430 | - | - | 13 | 11.9% |
| 50 | R-LINE | 14,898 | 13,568 | 17,653 | - | 16 | 15 | 15 | 0.0% |
| 54L | SPRING FOREST ROAD | - | - | 2,105 | - | - | - | - | - |
| 55X | POOLE ROAD EXPRESS | 341 | 209 | 325 | 217 | 6 | 2 | 3 | 2.8% |
| 70X | BRIER CREEK EXPRESS | 2,181 | 2,113 | 2,621 | 1,427 | 11 | 12 | - | 5.8% * |
| | | 416,798 | 438,213 | 464,284 | \$ 242,387 | 561 | 533 | 266 | 17.3% |
| 40X | WAKE TECH EXPRESS | 8,300 | 2,322 | 9,175 | 807 | 31 | - | - | 1.3% |
| 62 | WAKE FOREST LOOP | 2,082 | 7,483 | 2,896 | - | 7 | - | - | 0.0% |
| | | 10,382 | 9,805 | 12,071 | 807 | 38 | - | - | 0.9% |
| 60X | WAKE FOREST EXPRESS | 1,087 | 901 | 1,398 | 717 | 7 | - | - | 2.5% |
| 63X | KNIGHTDALE EXPRESS | 762 | 1,508 | 828 | 502 | 6 | - | - | 3.0% |
| 64X | ZEBULON / WENDELL EXPRESS | 1,352 | 1,100 | 1,523 | 891 | 9 | - | - | 3.0% |
| 76X | JOHNSTON COUNTY EXPRESS | 992 | 1,013 | 1,004 | 658 | 7 | - | - | 1.4% |
| 77X | CLAYTON EXPRESS | 1,124 | 1,643 | 832 | 737 | 8 | - | - | 1.9% |
| 78X | FUQUAY VARINA EXPRESS | 1,645 | 1,142 | 1,279 | 1,084 | 12 | - | - | 1.9% |
| 102 | GARNER | 1,075 | 8,616 | 1,217 | 689 | 8 | - | - | 4.5% |
| | | 8,037 | 15,923 | 8,081 | 5,278 | 29 | - | - | 2.3% |
| NC STATE FAIR | | - | - | - | - | - | - | - | - |
| SPECIAL TRANSIT | | - | - | - | 158,527 | - | - | - | - |
| OTHER | | - | - | - | 25 | - | - | - | - |
| | | 435,217 | 463,941 | 484,436 | \$ 407,024 | 629 | 533 | 266 | |

Notes: * Does not meet productivity policy for fixed routes(below 1/2 total farebox recovery).

Ridership Percentage by Time Period FY17 September



To: David Eatman, Transit Administrator
CC: Marie Parker, General Manager
From: Larry Aggers, Director of Finance
Date: October 18, 2016
Re: Variance Analysis for period September 2016

Revenues:

Total revenues were under budget and prior year numbers for September. The ridership was 8.6% less than prior year numbers. The net subsidy needed from the City was \$64,033 less than budget.

Operating Revenue:

| | | |
|-------------------------|---------|--|
| <i>Passenger Fares</i> | (25.1)% | Regular passenger fares were under budget for the month by \$83,195. They were under prior year by \$43,646. |
| <i>Contract Revenue</i> | 13.7% | Contract revenue was over budget for the month by \$23,585. |

Non-Operating Revenue:

| | | |
|---------------------|-------|--|
| <i>Other Income</i> | -100% | Other income was under budget by \$18. |
|---------------------|-------|--|

Expenses:

Total operating expense was over budget by \$45,434. There were major favorable variances in the month for the expense categories of: diesel, lubricants, and health insurance. The major categories exceeding the monthly budget were parts, repairs, legal and consulting fees.

| | | |
|--------------------|---------|--|
| <i>Operations</i> | 10.5% | Operations expense was largely favorable in diesel and lubricant costs causing the favorable variance. |
| <i>Maintenance</i> | (64.0)% | The major negative variances were in parts, supplies and overtime salary costs for the month. |

| | | |
|--|---------|--|
| <i>Insurance</i> | 2.6% | Insurance was favorable for month in health insurance costs for employees. |
| <i>General & Administration</i> | (16.7)% | General and Administrative expenses were over budget for the month in the categories of utilities, legal fees and taxes. |

GoRaleigh
VARIANCE ANALYSIS
Fiscal Year 17
September-16

| | Current Month | | | | Year to Date | | | |
|--------------------------|-----------------------|-----------------------|--------------------|---------------|-----------------------|-----------------------|---------------------|---------------|
| | Budget | Actual | Variance | | Budget | Actual | Variance | |
| REVENUE: | | | | | | | | |
| Operating Income | | | | | | | | |
| Passenger Fares | \$ 331,667 | \$ 248,472 | \$ (83,195) | -25.1% | \$ 975,927 | \$ 777,829 | \$ (198,098) | -20.3% |
| Contract Revenue | 172,044 | 195,629 | 23,585 | 13.7% | 515,644 | 549,647 | 34,003 | 6.6% |
| Non-Operating Income | 18 | | (18) | -100.0% | 590 | 50 | (540) | -91.5% |
| Revenue | <u>\$ 503,729</u> | <u>\$ 444,101</u> | <u>\$ (59,628)</u> | <u>-11.8%</u> | <u>\$ 1,492,161</u> | <u>\$ 1,327,526</u> | <u>\$ (164,635)</u> | <u>-11.0%</u> |
| EXPENSES: | | | | | | | | |
| Operations | \$ 1,032,763 | \$ 924,758 | \$ 108,005 | 10.5% | \$ 3,596,703 | \$ 3,195,088 | \$ 401,615 | 11.2% |
| Maintenance | 213,098 | 349,525 | (136,427) | -64.0% | 918,687 | 957,733 | (39,046) | -4.3% |
| Insurance | 288,239 | 280,725 | 7,514 | 2.6% | 870,748 | 846,286 | 24,462 | 2.8% |
| General & Administration | 146,747 | 171,273 | (24,526) | -16.7% | 450,999 | 495,014 | (44,015) | -9.8% |
| | <u>\$ 1,680,847</u> | <u>\$ 1,726,281</u> | <u>\$ (45,434)</u> | <u>-2.7%</u> | <u>\$ 5,837,137</u> | <u>\$ 5,494,122</u> | <u>\$ 343,015</u> | <u>5.9%</u> |
| Subsidy Required | <u>\$ (1,177,118)</u> | <u>\$ (1,282,180)</u> | <u>\$ 105,062</u> | <u>-8.9%</u> | <u>\$ (4,344,976)</u> | <u>\$ (4,166,596)</u> | <u>\$ (178,380)</u> | <u>4.1%</u> |

**GoRaleigh
PREVENTIVE MAINTENANCE
FY17**

| | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Total |
|---|---|--------------------|------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
| Salaries & Wages | | | | | | | | | | | | | |
| 5010/5013.5010 | \$ 19,292 | \$ 19,132 | \$ 17,927 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 56,351 |
| 5020/5/5013.XX | 100,970 | 65,347 | 74,714 | - | - | - | - | - | - | - | - | - | 241,031 |
| 5030/5013.XX | 45,350 | 36,366 | 39,324 | - | - | - | - | - | - | - | - | - | 121,040 |
| | Total Salaries & Wages | 165,611 | 120,845 | 131,966 | - | 418,422 |
| Fringe Benefits | | | | | | | | | | | | | |
| 5205.50XX | 12,928 | 6,760 | 1,268 | - | - | - | - | - | - | - | - | - | 20,956 |
| 5210.50XX | 7,430 | 4,691 | 3,375 | - | - | - | - | - | - | - | - | - | 15,496 |
| 5215.50XX | 6,910 | 177 | 4,752 | - | - | - | - | - | - | - | - | - | 11,839 |
| 5220.50XX | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 5310/20/30 | 16,384 | 10,894 | 11,662 | - | - | - | - | - | - | - | - | - | 38,940 |
| 5350 | 10,791 | 6,446 | 6,981 | - | - | - | - | - | - | - | - | - | 24,219 |
| 5380.445 | 1,610 | 910 | 906 | - | - | - | - | - | - | - | - | - | 3,425 |
| 5380.447 | - | 1,013 | 2,646 | - | - | - | - | - | - | - | - | - | 3,658 |
| | Total Fringe Benefits | 56,053 | 30,891 | 31,589 | - | 118,533 |
| Contracted Labor | | | | | | | | | | | | | |
| 5980 | - | 900 | 840 | - | - | - | - | - | - | - | - | - | 1,740 |
| 5111 | 1,028 | 1,220 | 2,554 | - | - | - | - | - | - | - | - | - | 4,802 |
| | Total Contracted Labor | 1,028 | 2,120 | 3,394 | - | 6,542 |
| Insurance | | | | | | | | | | | | | |
| 6050.402 | 48,284 | 21,691 | 26,853 | - | - | - | - | - | - | - | - | - | 96,827 |
| 6055.412 | 4,752 | 4,752 | 4,752 | - | - | - | - | - | - | - | - | - | 14,255 |
| | Total Insurance | 53,036 | 26,443 | 31,604 | - | 111,082 |
| Safety & Training | | | | | | | | | | | | | |
| 5410 | - | 144 | 539 | - | - | - | - | - | - | - | - | - | 683 |
| 5420 | 106 | 221 | 1,523 | - | - | - | - | - | - | - | - | - | 1,850 |
| 5430 | 130 | - | 2,440 | - | - | - | - | - | - | - | - | - | 2,570 |
| | Total Safety & Training | 236 | 365 | 4,502 | - | 5,103 |
| Maintenance Fuel & Tires | | | | | | | | | | | | | |
| 5510 | 95 | 99 | 98 | - | - | - | - | - | - | - | - | - | 292 |
| 5540 | 4,012 | 4,319 | 3,627 | - | - | - | - | - | - | - | - | - | 11,958 |
| 5570/5580.405 | 229 | 451 | - | - | - | - | - | - | - | - | - | - | 679 |
| | Total Maintenance Fuel & Tires | 4,336 | 4,868 | 3,725 | - | 12,930 |
| Parts, Materials, & Supplies | | | | | | | | | | | | | |
| 5650-5/5755/5850 | 50,694 | 64,704 | 123,800 | - | - | - | - | - | - | - | - | - | 239,199 |
| 5855 | 4,460 | 3,250 | 3,733 | - | - | - | - | - | - | - | - | - | 11,443 |
| 5955 | 8,843 | 11,074 | 6,875 | - | - | - | - | - | - | - | - | - | 26,793 |
| 5960 | 1,405 | - | - | - | - | - | - | - | - | - | - | - | 1,405 |
| 5965/70/5 | 8,041 | 12,301 | 17,716 | - | - | - | - | - | - | - | - | - | 38,058 |
| 5990 | 6,072 | 1,458 | 504 | - | - | - | - | - | - | - | - | - | 8,034 |
| | Total Parts, Materials, & Supplies | 79,515 | 92,788 | 152,628 | - | 324,931 |
| Services | | | | | | | | | | | | | |
| 6610/20 | 538 | 676 | 1,064 | - | - | - | - | - | - | - | - | - | 2,279 |
| 6650 | - | 15,561 | 12,943 | - | - | - | - | - | - | - | - | - | 28,504 |
| 6680/4993 | 13,125 | 18,765 | 19,549 | - | - | - | - | - | - | - | - | - | 51,439 |
| 8212/8250 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | Total Services | 13,663 | 35,002 | 33,557 | - | 82,222 |
| | Total Expenditures | 373,479 | 313,321 | 392,965 | - | 1,079,765 |
| | Prev. Maint. Allowance | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 4,100,000 |
| | Monthly Net Variance | \$ (31,812) | \$ 28,346 | \$ (51,298) | \$ 341,667 | \$ 3,020,235 |

**GORALEIGH
INVENTORY ANALYSIS
FY17**

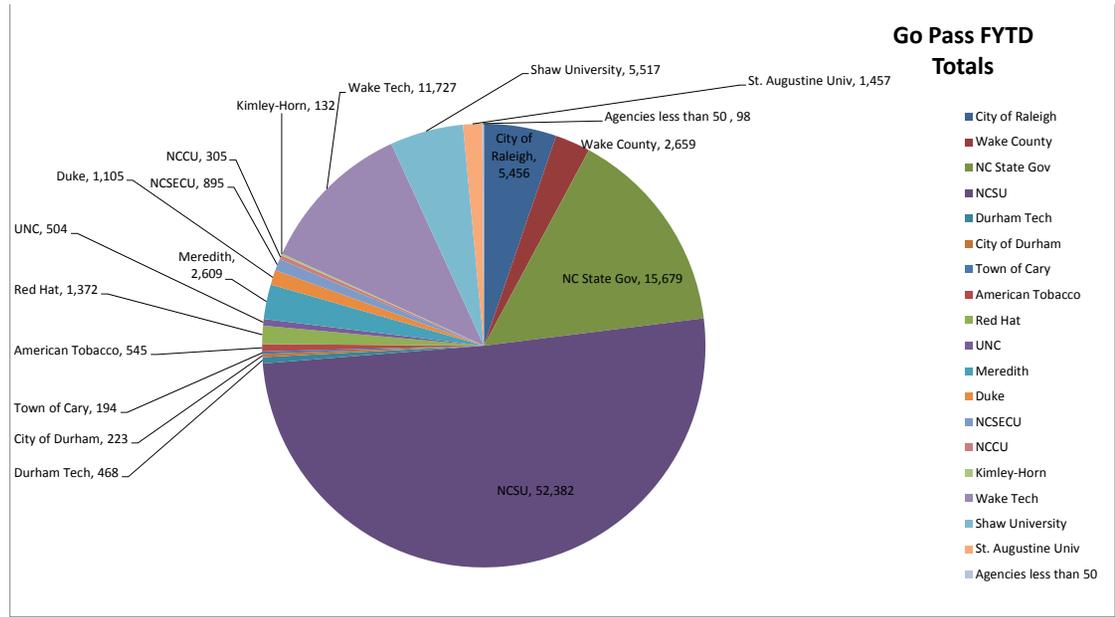
| | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 |
|---------------------------------------|----------------------|----------------------|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Parts - 1202 | | | | | | | | | | | | |
| Beginning Inventory | \$ 506,083.39 | \$ 495,946.11 | \$ 502,874.10 | | | | | | | | | |
| -Purchased | 72,777.54 | 98,387.96 | 86,354.14 | | | | | | | | | |
| -Overages | - | - | - | | | | | | | | | |
| -Shortages | - | - | - | | | | | | | | | |
| -Transfers | (182.97) | (2,515.85) | (883.30) | | | | | | | | | |
| -Issued - Regular Svc (5650) | (73,727.25) | (78,136.51) | (112,207.49) | | | | | | | | | |
| -Issued - Non-Rev Veh (5651) | (161.29) | (133.29) | (1,408.64) | | | | | | | | | |
| -Issued - Non-Veh (5955) | (8,843.31) | (10,674.32) | (6,875.09) | | | | | | | | | |
| Ending Inventory | 495,946.11 | 502,874.10 | 467,853.72 | | | | | | | | | |
| Diesel - 1220 | | | | | | | | | | | | |
| Beginning Inventory | 34,931.31 | 12,065.04 | 22,326.59 | | | | | | | | | |
| -Purchased | 107,446.75 | 146,043.60 | 147,052.92 | | | | | | | | | |
| -Consumed - Regular Svc (4510.401) | (130,217.89) | (135,682.93) | (133,847.69) | | | | | | | | | |
| -Consumed - Svc Vehicles (5510.405) | (95.13) | (99.12) | (97.78) | | | | | | | | | |
| Ending Inventory | 12,065.04 | 22,326.59 | 35,434.03 | | | | | | | | | |
| Gasoline - 1222 | | | | | | | | | | | | |
| Beginning Inventory | 5,709.42 | 2,295.02 | 7,178.39 | | | | | | | | | |
| -Purchased | - | 7,980.10 | - | | | | | | | | | |
| -Consumed - Svc Vehicles (5520.405) | (3,344.50) | (3,060.06) | (2,554.64) | | | | | | | | | |
| -Consumed - Admin Vehicles (5520.406) | (69.90) | (36.67) | (49.59) | | | | | | | | | |
| Ending Inventory | 2,295.02 | 7,178.39 | 4,574.15 | | | | | | | | | |
| Other Fuel - 1224 | | | | | | | | | | | | |
| Beginning Inventory | 19,780.88 | 17,346.10 | 15,789.13 | | | | | | | | | |
| -Purchased | 1,172.42 | 2,344.84 | 2,810.42 | | | | | | | | | |
| -Consumed | (3,607.20) | (3,901.81) | (4,096.50) | | | | | | | | | |
| Ending Inventory | 17,346.10 | 15,789.13 | 14,503.06 | | | | | | | | | |
| Oil - 1228 | | | | | | | | | | | | |
| Beginning Inventory | 6,417.92 | 2,852.19 | 3,862.32 | | | | | | | | | |
| -Purchased | - | 4,655.00 | 3,990.00 | | | | | | | | | |
| -Consumed - Regular Svc (4550.401) | (3,565.73) | (3,644.87) | (4,117.68) | | | | | | | | | |
| Ending Inventory | 2,852.19 | 3,862.32 | 3,734.64 | | | | | | | | | |
| Total Inventory | \$ 530,504.46 | \$ 552,030.53 | \$ 526,099.60 | \$ - |

| | |
|----------------------------------|-------|
| Inventory Turnover Ratio (Parts) | 0.34 |
| Inventory Turnover Ratio (Fuel) | 19.82 |

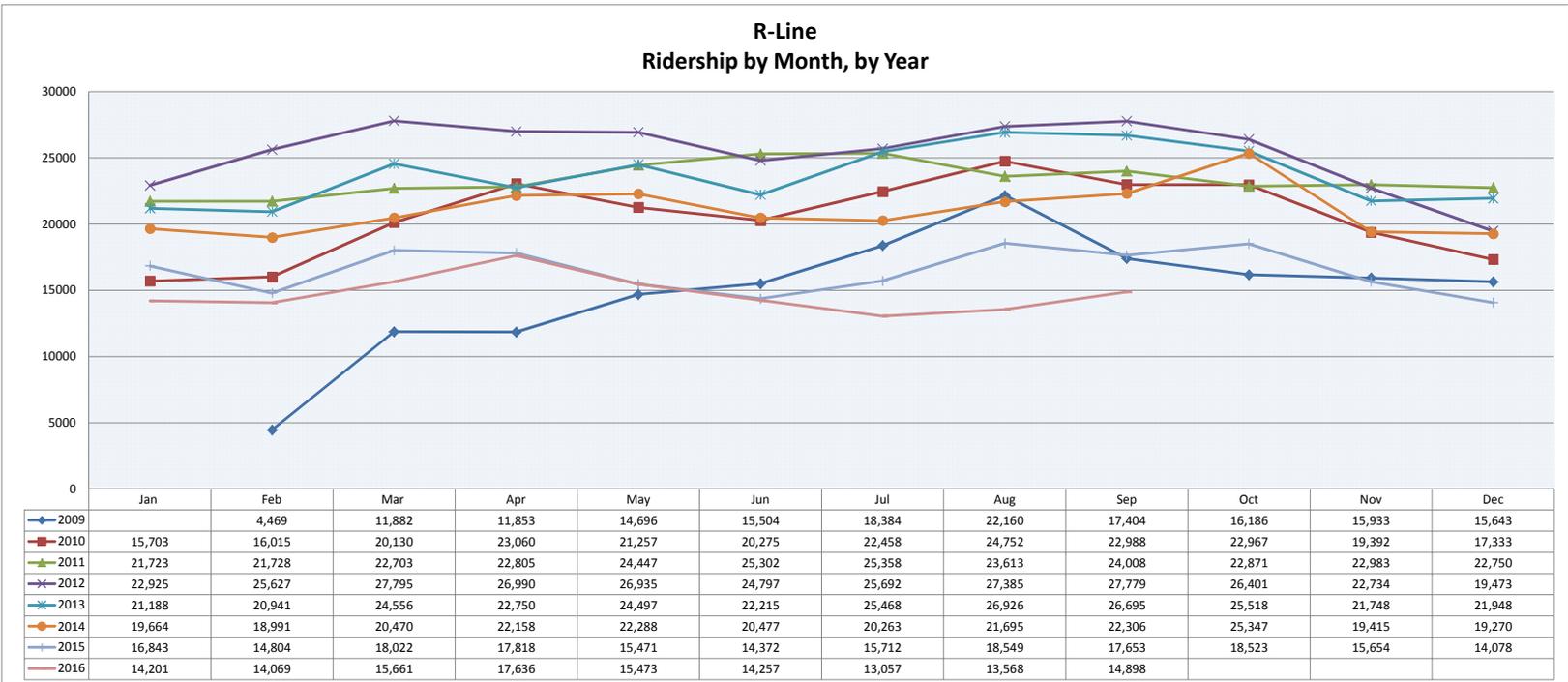
* Inventory turnover is a measure of the number of times the average inventory is consumed for the cumulative fiscal year

Go Raleigh
Go Pass and R-Line Ridership

| Go Pass Agency/Route | Current Month Totals | Fiscal Year-to-Date |
|-----------------------|----------------------|---------------------|
| City of Raleigh | 1,827 | 5,456 |
| Wake County | 829 | 2,659 |
| NC State Gov | 5,120 | 15,679 |
| NCSU | 17,989 | 52,382 |
| Durham Tech | 54 | 468 |
| City of Durham | 97 | 223 |
| Town of Cary | 48 | 194 |
| American Tobacco | 230 | 545 |
| Red Hat | 264 | 1,372 |
| UNC | 235 | 504 |
| Meredith | 849 | 2,609 |
| Duke | 106 | 1,105 |
| NCSECU | 293 | 895 |
| NCCU | 103 | 305 |
| Kimley-Horn | 64 | 132 |
| Wake Tech | 8,326 | 11,727 |
| Shaw University | 3,636 | 5,517 |
| St. Augustine Univ | 1,311 | 1,457 |
| Agencies less than 50 | 34 | 98 |
| Other (Unidentified) | 648 | 648 |
| Totals | 42,063 | 103,975 |



R-Line
Ridership by Month, by Year





GoRaleigh Monthly Reports October 2016

- **Income Statement**
- **Operating Statistics**
- **Evaluation By Route**
- **Ridership Percentage By Time Period**
- **Variance Analysis, Actual & Budgeted Expenses- Period**
- **Variance Analysis, Actual & Budgeted Expenses- Fiscal Year**

GoRaleigh
BALANCE SHEET
Fiscal Year 17
October-16

| | |
|-----------------------|------|
| Current ratio [A/B] | 3.59 |
| Quick ratio [(A-C)/B] | 2.02 |

| | |
|-----------------------|------------|
| Working capital [A-B] | 911,176.09 |
| Cash ratio [D/B] | 0.19 |

ASSETS

| | |
|---------------------------------|---------------------|
| Current assets | |
| Cash and cash equivalents [D] | \$ 68,590.61 |
| Accounts receivable | 305,222 |
| Deposits | (15) |
| Inventories [C] | 553,295 |
| Prepaid expenses | 336,380 |
| Total current assets [A] | \$ 1,263,473 |

Fixed assets

| | |
|-------------------------------|----------------------|
| Land | \$ 4,311,388 |
| Building | 28,474,148 |
| Parking Lot | 210,590 |
| Revenue Transportation | 34,924,398 |
| Non-Revenue Transportation | 472,033 |
| Fareboxes | 1,012,285 |
| Radios & Drivecam | 1,067,412 |
| Shop & Garage Equipment | 1,514,421 |
| Furniture & Fixtures | 51,764 |
| Miscellaneous Equipment | 1,310,835 |
| Less accumulated depreciation | (32,675,198) |
| Total fixed assets | \$ 40,674,076 |

| | |
|---------------------|----------------------|
| Total assets | \$ 41,937,549 |
|---------------------|----------------------|

LIABILITIES

| | |
|--------------------------------------|-------------------|
| Current liabilities | |
| Accounts Payable | \$ 344,543 |
| Accrued Wages | 0 |
| Payroll Taxes Withheld | 1 |
| Employee Withholding | 7,753 |
| Deferred Income | 0 |
| Total current liabilities [B] | \$ 352,297 |

Due to/From Inter/Tra Co

| | |
|---------------------------------------|----------------------|
| Due to City of Raleigh | \$ 1,904,330 |
| Grants and Donations | 39,680,922 |
| Total Due to/From Inter/Tra Co | \$ 41,585,252 |

| | |
|--------------------------|---------------------|
| Total liabilities | \$41,937,549 |
|--------------------------|---------------------|

**GoRaleigh
INCOME STATEMENT
Fiscal Year 17
October-16**

| Revenue | Current Month | Actual Year to Date | Budget Year to Date | YTD Variance | Annual Budget | % of Ann. Budget |
|----------------------|-------------------|------------------------|------------------------|-----------------|---------------------|---------------------|
| Passenger Revenues | \$ 267,463 | \$ 1,045,292 | \$ 1,311,584 | -20.3% | \$ 3,677,651 | 28.4% |
| State Fair | \$ 179,842 | \$ 179,842 | 139,280 | 29.1% | 139,280 | 129.1% |
| Interest | \$ - | \$ - | 76 | 0.0% | 100 | 0.0% |
| Misc Income | \$ 159,160 | \$ 708,857 | 660,069 | 7.4% | 2,177,785 | 32.5% |
| Total Revenue | \$ 606,466 | \$ 1,933,992 | \$ 2,111,009 | -8.4% | \$ 5,994,816 | 32.3% |

| Expenses | | | | | | |
|---------------------------------|---------------------|---------------------|---------------------|-------------|----------------------|--------------|
| Salaries & Wages | \$ 809,963 | \$ 3,478,706 | \$ 3,518,262 | 1.1% | \$ 10,436,286 | 33.3% |
| Fringe Benefits | \$ 150,672 | \$ 675,295 | 637,368 | -6.0% | 2,056,224 | 32.8% |
| Parts, Materials, & Supplies | \$ 176,947 | \$ 598,681 | 640,134 | 6.5% | 1,770,466 | 33.8% |
| Services | \$ 101,765 | \$ 382,533 | 292,110 | -31.0% | 784,666 | 48.8% |
| Fuel & Lubricants | \$ 186,461 | \$ 578,392 | 1,138,023 | 49.2% | 2,828,547 | 20.4% |
| Insurance | \$ 311,824 | \$ 1,158,111 | 1,208,068 | 4.1% | 3,616,368 | 32.0% |
| Utilities | \$ 28,587 | \$ 90,761 | 95,111 | 4.6% | 281,574 | 32.2% |
| Taxes | \$ 118,420 | \$ 365,968 | 328,506 | -11.4% | 960,564 | 38.1% |
| Other | \$ 27,572 | \$ 77,887 | 39,539 | -97.0% | 395,376 | 19.7% |
| Depreciation | \$ 310,001 | \$ 1,222,516 | 1,222,516 | 0.0% | 3,615,084 | 33.8% |
| Grants Assets Cons | \$ (310,001) | \$ (1,222,516) | (1,222,516) | 0.0% | (3,615,084) | 33.8% |
| Total operating expenses | \$ 1,912,211 | \$ 7,406,333 | \$ 7,897,121 | 6.2% | \$ 23,130,071 | 32.0% |

| | | | | | | |
|-------------------------|-----------------------|-----------------------|-----------------------|-------------|------------------------|--------------|
| Subsidy Required | \$ (1,305,745) | \$ (5,472,342) | \$ (5,786,112) | 5.4% | \$ (17,135,255) | 31.9% |
|-------------------------|-----------------------|-----------------------|-----------------------|-------------|------------------------|--------------|

GoRaleigh
OPERATING STATISTICS
Fiscal Year 17
October-16

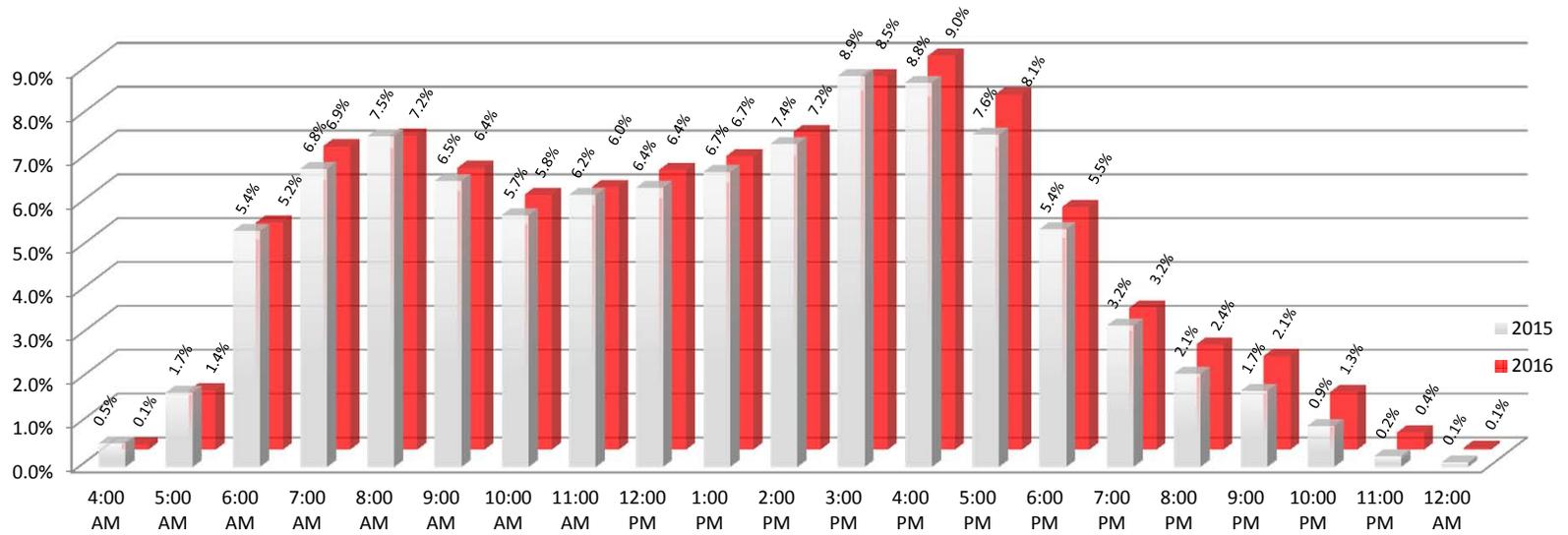
| | CURRENT PERIOD | | | YEAR-TO-DATE | | |
|--------------------------------|---------------------|---------------------|----------------|---------------------|---------------------|----------------|
| | This Year | Prior Year | Change | This Year | Prior Year | Change |
| REVENUE: | | | | | | |
| PASSENGER REVENUE | \$ 238,403 | \$ 266,210 | -10.45% | \$ 938,738 | \$ 1,088,092 | -13.73% |
| STATE FAIR | 179,842 | 135,223 | - | 179,842 | 135,223 | - |
| GOPASS REVENUE | 20,600 | 14,023 | 46.90% | 75,785 | 50,886 | 48.93% |
| REGIONAL / EXPRESS PASSES | 8,460 | 23,678 | -64.27% | 30,769 | 48,557 | -36.63% |
| CONTRACT REVENUE | 159,160 | 338,500 | -52.98% | 708,807 | 734,647 | -3.52% |
| INTEREST INCOME | - | 9 | - | 0 | 33 | -100.00% |
| OTHER | - | - | - | 50 | 319 | -84.32% |
| TOTAL REVENUE | <u>\$ 606,466</u> | <u>\$ 777,642</u> | <u>-22.01%</u> | <u>\$ 1,933,992</u> | <u>\$ 2,057,755</u> | <u>-6.01%</u> |
| EXPENSES: | | | | | | |
| OPERATING EXPENSES | \$ 1,761,678 | \$ 1,513,654 | 16.39% | 7,255,800.44 | \$ 6,650,895 | 9.10% |
| STATE FAIR | 150,533 | 145,836 | 3.22% | 150,533 | 145,836 | 3.22% |
| TOTAL EXPENSES | <u>\$ 1,912,211</u> | <u>\$ 1,659,490</u> | <u>15.23%</u> | <u>\$ 7,406,333</u> | <u>\$ 6,796,731</u> | <u>8.97%</u> |
| PASSENGERS: | | | | | | |
| CASH FARE | 33,322 | 38,129 | -12.61% | 130,979 | 147,663 | -11.30% |
| LOCAL DAY PASS | 228,458 | 266,799 | -14.37% | 914,269 | 1,037,685 | -11.89% |
| LOCAL 5 DAY PASS | 17,498 | 22,886 | -23.54% | 69,315 | 82,791 | -16.28% |
| LOCAL 31 DAY PASS | 37,217 | 48,879 | -23.86% | 145,544 | 182,125 | -20.09% |
| TRIP PASS (NON PROFIT) | - | - | - | 0 | - | - |
| \$25 VALUE PASS | 3,447 | 3,618 | -4.73% | 13,292 | 12,815 | 3.72% |
| REGIONAL / EXPRESS DAY PASS | 10,294 | 12,491 | -17.59% | 42,000 | 49,264 | -14.75% |
| REGIONAL / EXPRESS 5 DAY PASS | 3,188 | 4,926 | -35.28% | 13,262 | 16,692 | -20.55% |
| REGIONAL / EXPRESS 31 DAY PASS | 2,985 | 3,954 | -24.51% | 10,284 | 16,288 | -36.86% |
| GOPASS (COLLEGE) | 33,049 | 23,453 | 40.92% | 109,155 | 87,377 | 24.92% |
| GOPASS (GVMT EMP) | 8,006 | 8,384 | -4.51% | 32,217 | 35,563 | -9.41% |
| GOPASS (OTHER) | 881 | - | 100.00% | 4,539 | - | 100.00% |
| STATE FAIR | 74,937 | 72,602 | 3.22% | 74,937 | 72,602 | 3.22% |
| TOTAL REVENUE PASSENGERS | <u>453,282</u> | <u>506,121</u> | <u>-10.44%</u> | <u>1,559,793</u> | <u>1,740,865</u> | <u>-10.40%</u> |
| R-LINE | 16,698 | 18,523 | -9.85% | 58,221 | 70,419 | -17.32% |
| WAKE TECH (STAFF/STUDENTS) | 4,506 | 7,348 | -38.68% | 17,077 | 21,551 | -20.76% |
| WAKE FOREST LOOP | 2,667 | 2,849 | -6.39% | 9,370 | 10,527 | -10.99% |
| FREE RIDE (65+/12-) | 41,163 | 40,496 | 1.65% | 162,937 | 177,252 | -8.08% |
| OTHER | 3 | - | - | 5,036 | 6,210 | - |
| STATE FAIR | 3,143 | 2,844 | 10.51% | 3,143 | 2,844 | 10.51% |
| TOTAL NON-REV PASSENGERS | <u>68,180</u> | <u>72,060</u> | <u>-5.38%</u> | <u>255,784</u> | <u>288,803</u> | <u>-11.43%</u> |
| GRAND TOTAL PASSENGERS | <u>521,462</u> | <u>578,181</u> | <u>-9.81%</u> | <u>1,815,577</u> | <u>2,029,668</u> | <u>-10.55%</u> |
| TOTAL SYSTEM MILES: | | | | | | |
| REGULAR SERVICE | 365,875 | 344,392 | 6.24% | 1,352,944 | 1,341,431 | 0.86% |
| STATE FAIR | 32,884 | 27,629 | 19.02% | 32,884 | 27,629 | 19.02% |
| TOTAL MILES | <u>398,759</u> | <u>372,021</u> | <u>7.19%</u> | <u>1,385,828</u> | <u>1,369,060</u> | <u>1.22%</u> |
| TOTAL SYSTEM HOURS: | | | | | | |
| REGULAR SERVICE | 22,150 | 24,042 | -7.87% | 89,204 | 92,138 | -3.18% |
| STATE FAIR | 2,297 | 1,893 | 21.35% | 2,297 | 1,893 | 21.35% |
| TOTAL HOURS | <u>24,448</u> | <u>25,935</u> | <u>-5.74%</u> | <u>91,502</u> | <u>94,031</u> | <u>-2.69%</u> |
| RIDERSHIP STATISTICS: | | | | | | |
| PSGR REV. PER HOUR | \$ 18.30 | \$ 16.93 | 8.06% | \$ 13.39 | \$ 14.07 | -4.82% |
| PSGR REV. PER MILE | \$ 1.12 | \$ 1.18 | -4.97% | \$ 0.88 | \$ 0.97 | -8.50% |
| REV. PSGR. PER MILE | 1.1 | 1.4 | -16.45% | 1.1 | 1.3 | -11.49% |
| REV. PSGR. PER HOUR | 19 | 20 | - | 17 | 19 | - |
| REV. PER REV. PSGR | 0.99 | 0.87 | 13.73% | \$ 0.79 | 0.76 | 3.37% |
| EXP. PER HOUR | \$ 78.22 | \$ 63.99 | 22.24% | \$ 80.94 | \$ 72.28 | 11.98% |

GoRaleigh
ROUTE STATISTICS
Fiscal Year 17
October-16

| ROUTE NUMBER/NAME | TOTAL PASSENGERS | | | TOTAL REVENUE | PASSENGERS PER REVENUE HOUR | | | FAREBOX RECOVERY |
|-------------------------------|------------------|----------------|----------------|-------------------|-----------------------------|------------|------------|---------------------|
| | MONTH | PRIOR MONTH | PRIOR YEAR | | WEEKDAY | SATURDAY | SUNDAY | |
| 1 CAPITAL | 60,418 | 60,118 | 67,191 | 39,063 | 33 | 39 | 47 | 27.6% |
| 2 FALLS OF NEUSE | 26,394 | 26,465 | 29,660 | 16,997 | 23 | 18 | 21 | 17.9% |
| 3 GLASCOCK | 6,567 | 6,064 | 6,185 | 3,671 | 17 | 14 | - | 13.3% |
| 4 REX HOSPITAL | 22,215 | 22,043 | 24,661 | 14,368 | 17 | 13 | 13 | 12.2% |
| 5 BILTMORE HILLS | 16,708 | 16,650 | 20,447 | 10,154 | 34 | 27 | 28 | 24.3% |
| 6 CRABTREE | 19,464 | 18,529 | 22,744 | 12,508 | 21 | 23 | 21 | 18.8% |
| 7 SOUTH SAUNDERS | 34,066 | 32,978 | 36,735 | 21,590 | 30 | 35 | 23 | 26.6% |
| 7L CAROLINA PINES | 11,028 | 10,866 | 12,926 | 6,998 | 19 | 18 | - | 12.7% |
| 8 SIX FORKS | 14,469 | 14,420 | 14,194 | 9,025 | 18 | 12 | 10 | 11.7% |
| 10 LONGVIEW | 5,989 | 5,795 | 7,184 | 3,853 | 15 | 12 | - | 15.5% |
| 11 AVENT FERRY | 22,267 | 22,741 | 24,781 | 15,181 | 28 | 24 | 36 | 26.3% |
| 11L BUCK JONES | 8,082 | 7,753 | 10,032 | 5,393 | 18 | 22 | - | 13.9% |
| 12 METHOD | 16,784 | 15,908 | 22,106 | 10,726 | 21 | 22 | 30 | 23.3% |
| 13 CHAVIS HEIGHTS | 5,902 | 5,636 | 7,088 | 3,270 | 18 | 13 | - | 18.9% |
| 15 WAKEMED | 50,550 | 49,256 | 57,567 | 31,847 | 36 | 38 | 40 | 32.9% |
| 15L TRAWICK | 5,145 | 4,772 | 6,078 | 3,283 | 15 | 8 | - | 9.6% |
| 16 OBERLIN | 11,370 | 10,598 | 12,505 | 7,079 | 19 | 15 | - | 13.0% |
| 18 WORTHDALE | 14,458 | 13,272 | 16,258 | 9,107 | 24 | 15 | 11 | 22.8% |
| 19 APOLLO HEIGHTS | 16,381 | 15,458 | 17,080 | 10,182 | 25 | 18 | 19 | 21.3% |
| 21 CARALEIGH | 10,003 | 9,598 | 11,437 | 6,355 | 35 | 33 | - | 32.2% |
| 22 STATE STREET | 9,166 | 9,617 | 10,648 | 5,718 | 24 | 17 | - | 17.4% |
| 23L MILLBROOK CROSSTOWN | 6,098 | 5,874 | 7,621 | 3,909 | 14 | 10 | - | 8.6% * |
| 24L NORTH CROSSTOWN | 6,708 | 6,733 | 7,119 | 4,069 | 15 | 11 | - | 10.8% |
| 25L TRIANGLE TOWN CENTER | 7,350 | 7,475 | 7,008 | 4,886 | 11 | 5 | - | 7.9% * |
| 31 NEW HOPE COMMONS | 672 | 759 | 759 | 398 | - | - | 11 | 11.0% |
| 54L SPRING FOREST ROAD | - | - | 2,240 | - | - | - | - | * |
| 55X POOLE ROAD EXPRESS | 301 | 341 | 366 | 204 | 5 | 2 | 3 | 2.5% * |
| 70X BRIER CREEK EXPRESS | 2,395 | 2,181 | 2,695 | 1,646 | 12 | 13 | - | 6.5% * |
| | 410,950 | 401,900 | 465,315 | \$ 261,481 | 547 | 477 | 313 | 18.7% |
| 50 R-LINE | 16,698 | 14,898 | 18,523 | - | - | - | - | 0.0% *C |
| 40X WAKE TECH EXPRESS | 5,402 | 8,300 | 7,348 | 633 | 52 | - | - | 1.2% |
| 62 WAKE FOREST LOOP | 2,667 | 2,082 | 2,849 | - | 9 | - | - | 0.0% *C |
| | 24,767 | 25,280 | 28,720 | 633 | 61 | - | - | 0.5% |
| 60X WAKE FOREST EXPRESS | 1,079 | 1,087 | 1,442 | 744 | 7 | - | - | 2.5% |
| 63X KNIGHTDALE EXPRESS | 785 | 762 | 831 | 548 | 7 | - | - | 3.3% |
| 64X ZEBULON / WENDELL EXPRESS | 1,312 | 1,352 | 1,777 | 922 | 9 | - | - | 3.1% |
| 76X JOHNSTON COUNTY EXPRESS | 947 | 992 | 1,066 | 669 | 7 | - | - | 1.5% |
| 77X CLAYTON EXPRESS | 1,036 | 1,124 | 842 | 722 | 7 | - | - | 1.8% |
| 78X FUQUAY VARINA EXPRESS | 1,497 | 1,645 | 1,340 | 1,050 | 11 | - | - | 1.8% |
| 102 GARNER | 1,006 | 1,075 | 1,402 | 693 | 7 | - | - | 4.5% |
| | 7,662 | 8,037 | 8,700 | 5,349 | 29 | - | - | 2.3% |
| NC STATE FAIR | 78,080 | - | 75,446 | 166,053 | | | | |
| SPECIAL TRANSIT | 3 | - | - | 159,160 | | | | |
| OTHER | | - | - | - | | | | |
| | 521,462 | 435,217 | 578,181 | \$ 592,676 | 637 | 477 | 313 | |

Notes: * Does not meet productivity policy for fixed routes(below 1/2 total farebox recovery).

Ridership Percentage by Time Period FY16 October





4104 POOLE RD RALEIGH, NC 27610 (919) 996-3900

To: David Eatman, Transit Administrator
CC: Marie Parker, General Manager
From: Larry Aggers, Director of Finance
Date: November 29, 2016
Re: Variance Analysis for period Octoberer 2016

Revenues:

Total revenues were under budget and prior year numbers for September. The ridership was 9.8% less than prior year numbers. The net subsidy needed from the City was \$135,393 less than budget.

Operating Revenue:

| | | |
|-------------------------|--------|--|
| <i>Passenger Fares</i> | (5.8)% | Regular passenger fares were under budget for the month by \$54,405. They were under prior year by \$17,738. State Fair revenues exceeded budget by \$40,562 and prior year by \$44,619. |
| <i>Contract Revenue</i> | 10.6% | Contract revenue was over budget for the month by \$23,585. |

Non-Operating Revenue:

| | | |
|---------------------|-------|--|
| <i>Other Income</i> | -100% | Other income was under budget by \$20. |
|---------------------|-------|--|

Expenses:

Total operating expense was under budget by \$147,773. There were major favorable variances in the month for the expense categories of: diesel, lubricants, and health insurance. The major categories exceeding the monthly budget were taxes, legal fees and consulting fees.

| | | |
|-------------------|------|---|
| Operations | 8.2% | Operations expense was largely favorable in salary costs, diesel and tire costs causing the favorable variance. |
|-------------------|------|---|



4104 POOLE RD RALEIGH, NC 27610 (919) 996-3900

| | | |
|--|---------|---|
| <i>Maintenance</i> | 21.4% | The major positive variances were in parts, and repair costs for the month. |
| <i>Insurance</i> | 7.6% | Insurance was favorable for month in health insurance costs for employees. |
| <i>General & Administration</i> | (28.0)% | General and Administrative expenses were over budget for the month in the categories of legal fees and taxes. |

GoRaleigh
VARIANCE ANALYSIS
Fiscal Year 17
October-16

| | Current Month | | | | Year to Date | | | |
|--------------------------|-----------------------|-----------------------|---------------------|--------------|-----------------------|-----------------------|---------------------|--------------|
| | Budget | Actual | Variance | | Budget | Actual | Variance | |
| REVENUE: | | | | | | | | |
| Operating Income | | | | | | | | |
| Passenger Fares | \$ 474,937 | \$ 447,306 | \$ (27,631) | -5.8% | \$ 1,450,864 | \$ 1,225,135 | \$ (225,729) | -15.6% |
| Contract Revenue | 143,891 | 159,160 | 15,269 | 10.6% | 659,535 | 708,807 | 49,272 | 7.5% |
| Non-Operating Income | 20 | | (20) | -100.0% | 610 | 50 | (560) | -91.8% |
| Revenue | <u>\$ 618,848</u> | <u>\$ 606,466</u> | <u>\$ (12,382)</u> | <u>-2.0%</u> | <u>\$ 2,111,009</u> | <u>\$ 1,933,992</u> | <u>\$ (177,017)</u> | <u>-8.4%</u> |
| EXPENSES: | | | | | | | | |
| Operations | \$ 1,129,952 | \$ 1,037,717 | \$ 92,235 | 8.2% | \$ 4,726,655 | \$ 4,232,805 | \$ 493,850 | 10.4% |
| Maintenance | 397,295 | 312,444 | 84,851 | 21.4% | 1,315,982 | 1,270,177 | 45,805 | 3.5% |
| Insurance | 337,320 | 311,824 | 25,496 | 7.6% | 1,208,068 | 1,158,110 | 49,958 | 4.1% |
| General & Administration | 195,417 | 250,226 | (54,809) | -28.0% | 646,416 | 745,240 | (98,824) | -15.3% |
| | <u>\$ 2,059,984</u> | <u>\$ 1,912,211</u> | <u>\$ 147,773</u> | <u>7.2%</u> | <u>\$ 7,897,121</u> | <u>\$ 7,406,333</u> | <u>\$ 490,788</u> | <u>6.2%</u> |
| Subsidy Required | <u>\$ (1,441,136)</u> | <u>\$ (1,305,745)</u> | <u>\$ (135,391)</u> | <u>9.4%</u> | <u>\$ (5,786,112)</u> | <u>\$ (5,472,341)</u> | <u>\$ (313,771)</u> | <u>5.4%</u> |

**GoRaleigh
PREVENTIVE MAINTENANCE
FY17**

| | | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Total |
|---|--|--------------------|------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
| Salaries & Wages | | | | | | | | | | | | | | |
| 5010/5013.5010 | Supervision Salaries | \$ 19,292 | \$ 19,132 | \$ 17,927 | \$ 17,694 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 74,045 |
| 5020/5/5013.XX | Mechanic's Wages | 100,970 | 65,347 | 74,714 | 76,866 | - | - | - | - | - | - | - | - | 317,897 |
| 5030/5013.XX | Utility Service Wages | 45,350 | 36,366 | 39,324 | 39,491 | - | - | - | - | - | - | - | - | 160,531 |
| | Total Salaries & Wages | 165,611 | 120,845 | 131,966 | 134,051 | - | 552,473 |
| Fringe Benefits | | | | | | | | | | | | | | |
| 5205.50XX | Vacation | 12,928 | 6,760 | 1,268 | 2,884 | - | - | - | - | - | - | - | - | 23,840 |
| 5210.50XX | Sick | 7,430 | 4,691 | 3,375 | 3,804 | - | - | - | - | - | - | - | - | 19,300 |
| 5215.50XX | Holiday | 6,910 | 177 | 4,752 | 607 | - | - | - | - | - | - | - | - | 12,446 |
| 5220.50XX | Brvmt/Jury | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 5310/20/30 | Payroll Taxes | 16,384 | 10,894 | 11,662 | 11,567 | - | - | - | - | - | - | - | - | 50,507 |
| 5350 | Emp Pension | 10,791 | 6,446 | 6,981 | 7,060 | - | - | - | - | - | - | - | - | 31,279 |
| 5380.445 | Allowance - Uniforms | 1,610 | 910 | 906 | 913 | - | - | - | - | - | - | - | - | 4,338 |
| 5380.447 | Allowance - Tools | - | 1,013 | 2,646 | 1,219 | - | - | - | - | - | - | - | - | 4,877 |
| | Total Fringe Benefits | 56,053 | 30,891 | 31,589 | 28,053 | - | 146,586 |
| Contracted Labor | | | | | | | | | | | | | | |
| 5980 | Bus Cleaning - Contracted | - | 900 | 840 | - | - | - | - | - | - | - | - | - | 1,740 |
| 5111 | Purch Maint- Tires | 1,028 | 1,220 | 2,554 | 1,674 | - | - | - | - | - | - | - | - | 6,476 |
| | Total Contracted Labor | 1,028 | 2,120 | 3,394 | 1,674 | - | 8,216 |
| Insurance | | | | | | | | | | | | | | |
| 6050.402 | Emp Group Ins | 48,284 | 21,691 | 26,853 | 27,268 | - | - | - | - | - | - | - | - | 124,096 |
| 6055.412 | Emp WC | 4,752 | 4,752 | 4,752 | 8,918 | - | - | - | - | - | - | - | - | 23,173 |
| | Total Insurance | 53,036 | 26,443 | 31,604 | 36,186 | - | 147,269 |
| Safety & Training | | | | | | | | | | | | | | |
| 5410 | Drug Testing | - | 144 | 539 | 184 | - | - | - | - | - | - | - | - | 867 |
| 5420 | Physicals | 106 | 221 | 1,523 | 134 | - | - | - | - | - | - | - | - | 1,984 |
| 5430 | Education/ASE | 130 | - | 2,440 | 3,500 | - | - | - | - | - | - | - | - | 6,070 |
| | Total Safety & Training | 236 | 365 | 4,502 | 3,818 | - | 8,921 |
| Maintenance Fuel & Tires | | | | | | | | | | | | | | |
| 5510 | Fuel - Service Vehicles | 95 | 99 | 98 | 110 | - | - | - | - | - | - | - | - | 402 |
| 5540 | ATF, Antifreeze, Other | 4,012 | 4,319 | 3,627 | 7,129 | - | - | - | - | - | - | - | - | 19,087 |
| 5570/5580.405 | Tires - Service Vehicles | 229 | 451 | - | - | - | - | - | - | - | - | - | - | 679 |
| | Total Maintenance Fuel & Tires | 4,336 | 4,868 | 3,725 | 7,239 | - | 20,168 |
| Parts, Materials, & Supplies | | | | | | | | | | | | | | |
| 5650-5/5755/5850 | Parts (inc ship, core ref, wrnty, & oos rprs) | 50,694 | 64,704 | 123,800 | 87,961 | - | - | - | - | - | - | - | - | 327,160 |
| 5855 | Towing & Road Calls | 4,460 | 3,250 | 3,733 | 5,925 | - | - | - | - | - | - | - | - | 17,368 |
| 5955 | Farebox | 8,843 | 11,074 | 6,875 | 8,866 | - | - | - | - | - | - | - | - | 35,659 |
| 5960 | Shop Eq, Tools, Repair | 1,405 | - | - | 3,160 | - | - | - | - | - | - | - | - | 4,565 |
| 5965/70/5 | Shop, Bus Cleaning, & Other Supplies | 8,041 | 12,301 | 17,716 | 8,473 | - | - | - | - | - | - | - | - | 46,531 |
| 5990 | Environmental Cost | 6,072 | 1,458 | 504 | 2,515 | - | - | - | - | - | - | - | - | 10,549 |
| | Total Parts, Materials, & Supplies | 79,515 | 92,788 | 152,628 | 116,900 | - | 441,831 |
| Services | | | | | | | | | | | | | | |
| 6610/20 | Outside Contract - Janitorial | 538 | 676 | 1,064 | 526 | - | - | - | - | - | - | - | - | 2,805 |
| 6650 | Utilities | - | 15,561 | 12,943 | 7,546 | - | - | - | - | - | - | - | - | 36,050 |
| 6680/4993 | Repairs - Building & Grounds - Main Office & MSS | 13,125 | 18,765 | 19,549 | 10,170 | - | - | - | - | - | - | - | - | 61,609 |
| 8212/8250 | Rentals | - | - | - | 806 | - | - | - | - | - | - | - | - | 806 |
| | Total Services | 13,663 | 35,002 | 33,557 | 19,049 | - | 101,271 |
| Total Expenditures | | | | | | | | | | | | | | |
| | | 373,479 | 313,321 | 392,965 | 346,971 | - | 1,426,736 |
| Prev. Maint. Allowance | | | | | | | | | | | | | | |
| | | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 341,667 | 4,100,000 |
| Monthly Net Variance | | | | | | | | | | | | | | |
| | | \$ (31,812) | \$ 28,346 | \$ (51,298) | \$ (5,304) | \$ 341,667 | \$ 2,673,264 |

**GORALEIGH
INVENTORY ANALYSIS
FY17**

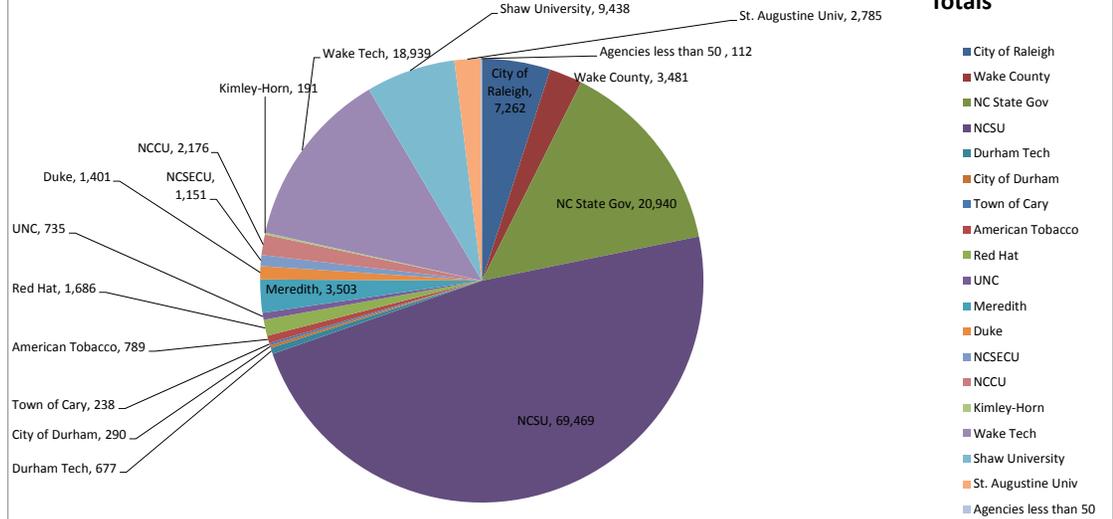
| | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 |
|---------------------------------------|----------------------|----------------------|----------------------|----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Parts - 1202 | | | | | | | | | | | | |
| Beginning Inventory | \$ 506,083.39 | \$ 495,946.11 | \$ 502,874.10 | \$ 467,853.72 | | | | | | | | |
| -Purchased | 72,777.54 | 98,387.96 | 86,354.14 | 141,094.14 | | | | | | | | |
| -Overages | - | - | - | - | | | | | | | | |
| -Shortages | - | - | - | - | | | | | | | | |
| -Transfers | (182.97) | (2,515.85) | (883.30) | (19.80) | | | | | | | | |
| -Issued - Regular Svc (5650) | (73,727.25) | (78,136.51) | (112,207.49) | (94,432.72) | | | | | | | | |
| -Issued - Non-Rev Veh (5651) | (161.29) | (133.29) | (1,408.64) | (533.54) | | | | | | | | |
| -Issued - Non-Veh (5955) | (8,843.31) | (10,674.32) | (6,875.09) | (8,865.92) | | | | | | | | |
| Ending Inventory | 495,946.11 | 502,874.10 | 467,853.72 | 505,095.88 | | | | | | | | |
| Diesel - 1220 | | | | | | | | | | | | |
| Beginning Inventory | 34,931.31 | 12,065.04 | 22,326.59 | 35,434.03 | | | | | | | | |
| -Purchased | 107,446.75 | 146,043.60 | 147,052.92 | 162,013.07 | | | | | | | | |
| -Consumed - Regular Svc (4510.401) | (130,217.89) | (135,682.93) | (133,847.69) | (172,438.50) | | | | | | | | |
| -Consumed - Svc Vehicles (5510.405) | (95.13) | (99.12) | (97.78) | (109.68) | | | | | | | | |
| Ending Inventory | 12,065.04 | 22,326.59 | 35,434.03 | 24,898.92 | | | | | | | | |
| Gasoline - 1222 | | | | | | | | | | | | |
| Beginning Inventory | 5,709.42 | 2,295.02 | 7,178.39 | 4,574.15 | | | | | | | | |
| -Purchased | - | 7,980.10 | - | - | | | | | | | | |
| -Consumed - Svc Vehicles (5520.405) | (3,344.50) | (3,060.06) | (2,554.64) | (2,927.99) | | | | | | | | |
| -Consumed - Admin Vehicles (5520.406) | (69.90) | (36.67) | (49.59) | (56.84) | | | | | | | | |
| Ending Inventory | 2,295.02 | 7,178.39 | 4,574.15 | 1,589.32 | | | | | | | | |
| Other Fuel - 1224 | | | | | | | | | | | | |
| Beginning Inventory | 19,780.88 | 17,346.10 | 15,789.13 | 14,503.06 | | | | | | | | |
| -Purchased | 1,172.42 | 2,344.84 | 2,810.42 | 7,002.84 | | | | | | | | |
| -Consumed | (3,607.20) | (3,901.81) | (4,096.50) | (3,738.51) | | | | | | | | |
| Ending Inventory | 17,346.10 | 15,789.13 | 14,503.06 | 17,767.39 | | | | | | | | |
| Oil - 1228 | | | | | | | | | | | | |
| Beginning Inventory | 6,417.92 | 2,852.19 | 3,862.32 | 3,734.64 | | | | | | | | |
| -Purchased | - | 4,655.00 | 3,990.00 | 3,990.00 | | | | | | | | |
| -Consumed - Regular Svc (4550.401) | (3,565.73) | (3,644.87) | (4,117.68) | (3,781.79) | | | | | | | | |
| Ending Inventory | 2,852.19 | 3,862.32 | 3,734.64 | 3,942.85 | | | | | | | | |
| Total Inventory | \$ 530,504.46 | \$ 552,030.53 | \$ 526,099.60 | \$ 553,294.36 | \$ - |

Inventory Turnover Ratio (Parts) 0.78
Inventory Turnover Ratio (Fuel) 42.78

* Inventory turnover is a measure of the number of times the average inventory is consumed for the cumulative fiscal year

Go Raleigh
Go Pass and R-Line Ridership

| Go Pass Agency/Route | Current Month Totals | Fiscal Year-to-Date |
|-----------------------|----------------------|---------------------|
| City of Raleigh | 1,806 | 7,262 |
| Wake County | 822 | 3,481 |
| NC State Gov | 5,261 | 20,940 |
| NCSU | 17,087 | 69,469 |
| Durham Tech | 209 | 677 |
| City of Durham | 67 | 290 |
| Town of Cary | 44 | 238 |
| American Tobacco | 244 | 789 |
| Red Hat | 314 | 1,686 |
| UNC | 231 | 735 |
| Meredith | 894 | 3,503 |
| Duke | 296 | 1,401 |
| NCSECU | 256 | 1,151 |
| NCCU | 1,871 | 2,176 |
| Kimley-Horn | 59 | 191 |
| Wake Tech | 7,212 | 18,939 |
| Shaw University | 3,921 | 9,438 |
| St. Augustine Univ | 1,328 | 2,785 |
| Agencies less than 50 | 14 | 112 |
| Other (Unidentified) | | 648 |
| Totals | 41,936 | 145,911 |



R-Line
Ridership by Month, by Year

