



St. John's
Transportation
Commission

March 31

2023

MONTHLY FINANCIAL STATEMENTS

Issued: APRIL 20, 2023

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

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (METROBUS)
MARCH, 2023



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|-----------------------------|--------------------|--------------------|------------------|--------------------|---------------------|--------------------|
| REVENUE | | | | | | |
| SJMC Subsidy | \$1,533,150 | \$1,533,150 | \$0 | \$4,063,210 | \$4,063,210 | \$0 |
| Passenger Revenue | 507,762 | 390,750 | 117,012 | 1,442,958 | 1,071,680 | 371,278 |
| Low Income Pass Revenue | 162,750 | 163,630 | (880) | 488,706 | 490,890 | (2,184) |
| Mt. Pearl Revenue | 98,833 | 102,910 | (4,077) | 274,114 | 297,160 | (23,046) |
| Paradise Revenue | 27,795 | 28,400 | (605) | 77,228 | 81,850 | (4,622) |
| Charter Revenue | 0 | 0 | 0 | 0 | 0 | 0 |
| Transit Advertising Revenue | 12,650 | 12,250 | 400 | 24,206 | 36,750 | (12,544) |
| Community Bus Revenue | 2,337 | 1,600 | 737 | 5,794 | 4,800 | 994 |
| ICIP Funding | 0 | 0 | 0 | 1,126,995 | 0 | 1,126,995 |
| Other Income | 16,986 | 10,000 | 6,986 | 80,455 | 30,000 | 50,455 |
| TOTAL REVENUE | \$2,362,263 | \$2,242,690 | \$119,573 | \$7,583,666 | \$6,076,340 | \$1,507,326 |
| OPERATIONS | | | | | | |
| Operators Salaries | \$568,318 | \$587,380 | \$19,062 | \$1,443,018 | \$1,463,170 | \$20,152 |
| Salaries Operations | 133,669 | 133,080 | (589) | 334,484 | 339,560 | 5,076 |
| Diesel Fuel | 283,338 | 431,360 | 148,022 | 874,970 | 1,237,110 | 362,140 |
| Company Vehicles | 3,019 | 3,010 | (9) | 7,475 | 9,030 | 1,555 |
| Licenses | 4,990 | 5,250 | 260 | 21,621 | 21,450 | (171) |
| Communications Expense | 1,929 | 2,230 | 301 | 7,873 | 6,690 | (1,183) |
| Miscellaneous | 887 | 1,100 | 213 | 2,685 | 2,300 | (385) |
| Uniforms & Clothing | 5,263 | 5,420 | 157 | 15,764 | 16,260 | 496 |
| Advertising Expense | 12,187 | 12,880 | 693 | 17,117 | 19,240 | 2,123 |
| Bus Charter Expense | 0 | 100 | 100 | 0 | 100 | 100 |
| Transit Advertising Expense | 7,737 | 8,300 | 563 | 18,101 | 23,300 | 5,199 |
| Community Bus Expense | 11,802 | 10,970 | (832) | 30,597 | 31,160 | 563 |
| Promotions Expense | 7,984 | 6,680 | (1,304) | 19,370 | 20,040 | 670 |
| Registration & Membership | 1,027 | 530 | (497) | 14,416 | 13,090 | (1,326) |
| Schedules & Transfers | 1,046 | 1,250 | 204 | 3,213 | 3,750 | 537 |
| TOTAL OPERATIONS | \$1,043,196 | \$1,209,540 | \$166,344 | \$2,810,704 | \$3,206,250 | \$395,546 |
| MAINTENANCE | | | | | | |
| Garage Salaries | \$233,442 | \$236,470 | \$3,028 | \$601,934 | \$596,790 | (\$5,144) |
| Wash Salaries | 32,993 | 33,280 | 287 | 80,702 | 83,840 | 3,138 |
| Shop Tools & Equipment | 3,192 | 2,170 | (1,022) | 7,590 | 8,170 | 580 |
| Stock Parts | 96,205 | 64,800 | (31,405) | 341,292 | 213,560 | (127,732) |
| Garage Expense | 6,173 | 6,290 | 117 | 20,712 | 21,210 | 498 |
| Bus Lubricants | 9,917 | 9,630 | (287) | 30,870 | 38,550 | 7,680 |
| Tire Expense | 7,739 | 8,750 | 1,011 | 33,836 | 36,180 | 2,344 |
| Body Shop Supplies | 434 | 2,280 | 1,846 | 1,634 | 3,850 | 2,216 |
| Bus Wash | 53 | 100 | 47 | 53 | 1,500 | 1,447 |
| Building & Yards | 13,972 | 15,530 | 1,558 | 67,684 | 54,090 | (13,594) |
| Utilities | 39,823 | 41,800 | 1,977 | 115,595 | 120,700 | 5,105 |
| Maintenance Vehicles | 3,838 | 4,100 | 262 | 13,845 | 15,200 | 1,355 |

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (METROBUS)
MARCH, 2023



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--|------------------|------------------|-------------------|--------------------|---------------------|--------------------|
| Bus Stop & Shelters | 1,837 | 4,400 | 2,563 | 7,616 | 12,000 | 4,384 |
| Janitorial & Sanitation | 2,976 | 3,500 | 524 | 10,141 | 10,500 | 359 |
| Farebox Repairs | 233 | 1,400 | 1,167 | 877 | 4,100 | 3,223 |
| Capital Out of Revenue | 21,979 | 0 | (21,979) | 110,752 | 0 | (110,752) |
| TOTAL MAINTENANCE | \$474,806 | \$434,500 | (\$40,306) | \$1,445,133 | \$1,220,240 | (\$224,893) |
| FINANCE & ADMINISTRATION | | | | | | |
| Administration Salaries | \$88,570 | \$88,570 | \$0 | \$230,805 | \$231,150 | \$345 |
| Employer's Payroll Tax | 20,903 | 21,690 | 787 | 54,500 | 54,570 | 70 |
| Sick Leave | 19,000 | 19,000 | 0 | 57,000 | 57,000 | 0 |
| Worker's Compensation | 19,335 | 21,250 | 1,915 | 50,702 | 53,470 | 2,768 |
| Employment Insurance | 23,637 | 24,740 | 1,103 | 61,576 | 62,260 | 684 |
| Group Insurance | 45,832 | 46,510 | 678 | 147,738 | 149,730 | 1,992 |
| Retiring Allowance Expense | 3,600 | 3,600 | 0 | 10,800 | 10,800 | 0 |
| CPP Expense | 59,167 | 60,510 | 1,343 | 154,201 | 151,810 | (2,391) |
| Pension Expense | 137,724 | 140,710 | 2,986 | 371,689 | 376,370 | 4,681 |
| Audit & Legal Fees | 2,000 | 2,000 | 0 | 10,276 | 10,200 | (76) |
| Telephone Expense | 2,563 | 2,850 | 287 | 7,020 | 7,950 | 930 |
| Computer Expense | 35,279 | 30,520 | (4,759) | 82,381 | 74,620 | (7,761) |
| Office Supplies Expense | 3,896 | 5,450 | 1,554 | 15,753 | 19,170 | 3,417 |
| Travel Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Training Expense | 3,715 | 4,200 | 485 | 4,106 | 7,600 | 3,494 |
| Fleet Insurance Expense | 40,164 | 39,750 | (414) | 120,492 | 119,250 | (1,242) |
| General Insurance Expense | 5,722 | 5,550 | (172) | 17,166 | 16,650 | (516) |
| Miscellaneous Expense | 5,947 | 3,850 | (2,097) | 18,219 | 15,350 | (2,869) |
| Capital Out of Revenue | 0 | 0 | 0 | 1,512 | 0 | (1,512) |
| TOTAL FINANCE & ADMIN. | \$517,054 | \$520,750 | \$2,353 | \$1,415,936 | \$1,417,950 | \$2,014 |
| Total Expenses | \$2,035,056 | \$2,164,790 | \$129,734 | \$5,671,773 | \$5,844,440 | \$172,667 |
| NET BEFORE DEBT | \$327,207 | \$77,900 | \$249,307 | \$1,911,893 | \$231,900 | \$1,679,993 |
| DEBT CHARGES | | | | | | |
| Loan Interest Expense | 11,051 | 9,900 | (1,151) | \$33,837 | \$27,900 | (\$5,937) |
| Bank Loan Payment | 68,000 | 68,000 | 0 | 204,000 | 204,000 | 0 |
| TOTAL SURPLUS/(COST) OF SERVICE | \$248,156 | \$0 | \$248,156 | \$1,674,056 | \$0 | \$1,674,056 |

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (GOBUS)
MARCH, 2023



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--|------------------|------------------|-----------------|--------------------|---------------------|------------------|
| REVENUE | | | | | | |
| SJMC Subsidy | \$413,080 | \$413,080 | \$0 | \$1,171,180 | \$1,171,180 | \$0 |
| Passenger Revenue | 9,436 | 11,000 | (1,564) | 37,370 | 33,000 | 4,370 |
| Low Income Pass Revenue | 12,250 | 11,370 | 880 | 36,296 | 34,110 | 2,186 |
| Mt Pearl & Eastern Health Charges | 9,491 | 8,020 | 1,471 | 98,431 | 23,520 | 74,911 |
| Government Grant | 7,875 | 7,900 | (25) | 23,625 | 23,700 | (75) |
| TOTAL REVENUE | \$452,132 | \$451,370 | \$762 | \$1,366,902 | \$1,285,510 | \$81,392 |
| EXPENSES | | | | | | |
| Contractor Subsidy | \$282,349 | \$359,390 | \$77,041 | \$841,230 | \$1,013,800 | \$172,570 |
| Administration Salaries | 13,021 | 12,600 | (421) | 33,259 | 32,260 | (999) |
| Employer's Payroll Tax | 262 | 250 | (12) | 669 | 650 | (19) |
| Worker's Compensation | 242 | 250 | 8 | 618 | 630 | 12 |
| Employment Insurance | 297 | 400 | 103 | 759 | 1,030 | 271 |
| Group Insurance | 228 | 220 | (8) | 592 | 580 | (12) |
| CPP Expense | 738 | 750 | 12 | 1,884 | 1,920 | 36 |
| Pension Expense | 780 | 880 | 100 | 2,028 | 2,250 | 222 |
| Gasoline Expense | 29,702 | 44,630 | 14,928 | 93,933 | 133,890 | 39,957 |
| Professional Fees | 3,280 | 2,280 | (1,000) | 11,169 | 6,840 | (4,329) |
| Telephone Expense | 42 | 360 | 318 | 126 | 1,080 | 954 |
| Computer Expense | 14,293 | 15,550 | 1,257 | 45,732 | 49,650 | 3,918 |
| Office Supplies Expense | 2 | 250 | 248 | 94 | 750 | 656 |
| Promotions Expense | 147 | 310 | 163 | 656 | 930 | 274 |
| Travel Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Training Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Miscellaneous Expense | 6,256 | 3,650 | (2,606) | 16,203 | 10,950 | (5,253) |
| TOTAL EXPENSE | \$351,639 | \$441,770 | \$90,131 | \$1,048,952 | \$1,257,210 | \$208,258 |
| NET BEFORE DEBT | \$100,493 | \$9,600 | \$90,893 | \$317,950 | \$28,300 | \$289,650 |
| DEBT CHARGES | | | | | | |
| Loan Interest Expense | 1,777 | 1,600 | (177) | \$11,162 | \$4,300 | (\$6,862) |
| Bank Loan Payment | 8,000 | 8,000 | 0 | 24,000 | 24,000 | 0 |
| TOTAL SURPLUS/(COST) OF SERVICE | \$90,716 | \$0 | \$90,716 | \$282,788 | \$0 | \$282,788 |

CONTRACTOR TRIPS INFORMATION

| | | | | | | |
|--------------------|---------------|---------------|--------------|---------------|---------------|--------------|
| BUS TRIPS | 6,225 | 9,660 | 3,435 | 17,300 | 27,230 | 9,930 |
| TAXI TRIPS * | 5,206 | 4,140 | (1,066) | 13,761 | 11,670 | (2,091) |
| TOTAL TRIPS | 11,431 | 13,800 | 2,369 | 31,061 | 38,900 | 7,839 |

* Taxi Actual 46% vs Taxi Budget 30% in January

ST. JOHN'S TRANSPORTATION COMMISSION
 MONTHLY RIDERSHIP STATISTICS
 FROM JANUARY 2018 to DECEMBER 2023



| Month | Percentage change | | Percentage change | | Percentage change | | Percentage change | | Percentage change | | Percentage change | | |
|--------------|-------------------|----------------|-------------------|--------------|-------------------|---------------|-------------------|----------------|-------------------|---------------|-------------------|---------------|---------------|
| | 2018 | 2017/2018 | 2019 | 2018/2019 | 2020 | 2019/2020 | 2021 | 2020/2021 | 2022 | 2021/2022 | 2023 | 2022/2023 | 2019/2023 |
| January | 252,948 | 2.83% | 271,038 | 7.15% | 228,072 | -15.85% ** | 163,498 | -28.31% | 149,721 | -8.43% | 358,076 | 139.16% | 32.11% |
| February | 226,887 | 6.58% | 245,122 | 8.04% | 293,617 | 19.78% ** | 107,644 | -63.34% | 208,544 | 93.73% | 306,575 | 47.01% | 25.07% |
| March | 255,246 | -5.36% | 284,308 | 11.39% | 200,818 | -29.37% | 120,403 | -40.04% | 263,211 | 118.61% | 396,109 | 50.49% | 39.32% |
| April | 234,164 | 7.70% | 253,668 | 8.33% | 62,868 | -75.22% | 153,926 | 144.84% | 251,554 | 63.43% | | | |
| May | 234,195 | -2.32% | 262,952 | 12.28% | 73,659 | -71.99% | 179,561 | 143.77% | 292,724 | 63.02% | | | |
| June | 231,941 | 0.83% | 252,025 | 8.66% | 108,719 | -56.86% | 190,113 | 74.87% | 305,174 | 60.52% | | | |
| July | 237,102 | 8.80% | 256,666 | 8.25% | 141,670 | -44.80% | 192,650 | 35.99% | 298,584 | 54.99% | | | |
| August | 247,044 | 8.29% | 265,350 | 7.41% | 149,188 | -43.78% | 206,098 | 38.15% | 314,573 | 52.63% | | | |
| September | 281,581 | 5.01% | 315,538 | 12.06% | 159,966 | -49.30% | 244,651 | 52.94% | 363,367 | 48.52% | | | |
| October | 299,274 | 8.59% | 326,677 | 9.16% | 180,519 | -44.74% | 251,017 | 39.05% | 381,913 | 52.15% | | | |
| November | 283,236 | 5.29% | 301,765 | 6.54% | 172,153 | -42.95% | 257,773 | 49.73% | 375,257 | 45.58% | | | |
| December | 216,184 | 5.19% | 242,702 | 12.27% | 166,556 | -31.37% | 191,536 | 15.00% | 325,757 | 70.08% | | | |
| Year-to-date | <u>735,081</u> | <u>198.82%</u> | <u>800,468</u> | <u>8.90%</u> | <u>722,507</u> | <u>-9.74%</u> | <u>391,545</u> | <u>-45.81%</u> | <u>621,476</u> | <u>58.72%</u> | <u>1,060,760</u> | <u>70.68%</u> | <u>32.52%</u> |
| Total Year | <u>2,999,802</u> | <u>4.16%</u> | <u>3,277,811</u> | <u>9.27%</u> | <u>1,937,805</u> | | <u>2,258,870</u> | | <u>3,530,379</u> | | <u>1,060,760</u> | | |
| Weekdays | 63 | | 63 | | 59 | | 63 | | 64 | | 64 | | |
| Saturdays | 13 | | 13 | | 11 | | 13 | | 12 | | 11 | | |
| Sundays | 12 | | 13 | | 12 | | 13 | | 13 | | 12 | | |
| No Service | 1 | | 1 | | 9 | | 1 | | 1 | | 3 | | |
| Stats | 1 | | 0 | | 0 | | 0 | | 0 | | 0 | | |
| | 90 | | 90 | | 91 | | 90 | | 90 | | 90 | | |

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

ST. JOHN'S TRANSPORTATION COMMISSION
 MONTHLY REVENUE RIDERSHIP STATISTICS (EXCLUDES TRANSFERS DATA)
 FROM JANUARY 2017 to DECEMBER 2022



| Month | 2018 | Percentage change 2017/2018 | 2019 | Percentage change 2018/2019 | 2020 | Percentage change 2019/2020 | 2021 | Percentage change 2020/2021 | 2022 | Percentage change 2021/2022 | 2023 | Percentage change 2022/2023 | Percentage change 2019/2023 |
|--------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|----------------|--------------------------------|--------------------------------|
| January | 222,408 | 1.84% | 236,644 | 6.40% | 209,658 | -11.40% | 146,552 | -30.10% | 129,588 | -11.58% | 297,214 | 129.35% | 25.60% |
| February | 196,837 | 4.83% | 211,826 | 7.61% | 265,263 | 25.23% | 87,564 | -66.99% | 176,418 | 101.47% | 253,201 | 43.52% | 19.53% |
| March | 222,806 | -7.09% | 246,623 | 10.69% | 171,362 | -30.52% | 99,088 | -42.18% | 221,458 | 123.50% | 328,353 | 48.27% | 33.14% |
| April | 205,728 | 6.91% | 219,821 | 6.85% | 53,859 | -75.50% | 128,706 | 138.97% | 212,487 | 65.09% | | | |
| May | 203,580 | -3.65% | 226,291 | 11.16% | 63,239 | -72.05% | 149,872 | 136.99% | 244,912 | 63.41% | | | |
| June | 202,872 | -0.57% | 218,751 | 7.83% | 95,352 | -56.41% | 158,106 | 65.81% | 254,258 | 60.81% | | | |
| July | 209,506 | 8.03% | 223,562 | 6.71% | 124,516 | -44.30% | 160,945 | 29.26% | 250,778 | 55.82% | | | |
| August | 219,859 | 7.63% | 233,520 | 6.21% | 130,537 | -44.10% | 173,395 | 32.83% | 264,959 | 52.81% | | | |
| September | 248,466 | 4.54% | 275,090 | 10.72% | 138,690 | -49.58% | 207,853 | 49.87% | 305,212 | 46.84% | | | |
| October | 261,538 | 8.17% | 282,342 | 7.95% | 152,972 | -45.82% | 212,409 | 38.85% | 318,079 | 49.75% | | | |
| November | 247,460 | 4.73% | 260,755 | 5.37% | 144,602 | -44.54% | 219,831 | 52.02% | 312,105 | 41.97% | | | |
| December | 189,948 | 4.91% | 210,393 | 10.76% | 140,066 | -33.43% | 167,506 | 19.59% | 270,450 | 61.46% | | | |
| Year-to-date | <u>642,051</u> | <u>194.00%</u> | <u>695,093</u> | <u>8.26%</u> | <u>646,283</u> | <u>-7.02%</u> | <u>333,204</u> | <u>-48.44%</u> | <u>527,464</u> | <u>58.30%</u> | <u>878,768</u> | <u>66.60%</u> | <u>26.42%</u> |
| Total Year | <u>2,631,008</u> | <u>3.23%</u> | <u>2,845,618</u> | <u>8.16%</u> | <u>1,690,116</u> | | <u>1,911,827</u> | | <u>2,960,704</u> | | <u>878,768</u> | | |

ST. JOHN'S TRANSPORTATION COMMISSION
MOUNT PEARL SUMMARY REPORT
MARCH, 2023



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YTD BUDGET | VARIANCE |
|------------------------------------|------------------|------------------|----------------|------------------|------------------|------------------|
| REVENUES | | | | | | |
| Passenger Revenue | \$24,320 | \$20,234 | \$4,086 | \$69,573 | \$53,772 | \$15,801 |
| City of Mount Pearl Billing | 98,833 | 102,910 | (4,077) | 274,114 | 297,160 | (23,046) |
| Total Revenue | \$123,153 | \$123,144 | \$9 | \$343,687 | \$350,932 | (\$7,245) |
| *Less Variable Expenses | | | | | | |
| Operating Expenses | \$57,329 | \$65,054 | \$7,725 | \$154,323 | \$172,140 | \$17,817 |
| Maintenance Expenses | 22,270 | 20,182 | (2,088) | 63,625 | 55,645 | (7,980) |
| Finance & Admin. Expenses | 18,955 | 18,911 | (44) | 52,058 | 51,189 | (869) |
| Total Expenses | \$98,554 | \$104,147 | \$5,593 | \$270,006 | \$278,974 | \$8,968 |
| Total Overhead Contribution | \$24,599 | \$18,997 | \$5,602 | \$73,681 | \$71,958 | \$1,723 |
| Mount Pearl Kilometers | 16,056.4 | 16,059.1 | (2.7) | 44,809.2 | 45,766.9 | (957.7) |
| Cost per Kilometer | \$7.67 | \$7.67 | | \$7.67 | \$7.67 | |
| Riders Per Hour^ - Route 21 | 25.7 | | | | | |
| Riders Per Hour^ - Route 22 | 24.1 | | | | | |
| ^ Riders per hour average: | | | | | | |
| | Route 21 | Route 22 | | | | |
| 2016 | 20.6 | 15.5 | | | | |
| 2017 | 19.6 | 15.7 | | | | |
| 2018 | 18.7 | 15.1 | | | | |
| 2019 | 20.1 | 17.6 | | | | |
| 2020 | 13.5 | 10.6 | | | | |
| 2021 | 16.6 | 12.6 | | | | |
| 2022 | 20.8 | 18.4 | | | | |
| 2023 | 24.3 | 23.8 | | | | |
| 2015-2023 | 19.0 | 15.5 | | | | |

*Based on actual/budget kilometers and cost per kilometer

ST. JOHN'S TRANSPORTATION COMMISSION
 PARADISE SUMMARY REPORT
 MARCH, 2023



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YTD BUDGET | VARIANCE |
|------------------------------------|-----------------|-----------------|----------------|-----------------|-----------------|------------------|
| REVENUES | | | | | | |
| Passenger Revenue | \$2,239 | \$1,626 | \$613 | \$6,201 | \$3,754 | \$2,447 |
| Town of Paradise Billing | 27,795 | 28,400 | (605) | 77,228 | 81,850 | (4,622) |
| Total Revenue | \$30,034 | \$30,026 | \$8 | \$83,430 | \$85,604 | (\$2,174) |
| *Less Variable Expenses | | | | | | |
| Operating Expenses | \$13,981 | \$15,863 | \$1,882 | \$37,469 | \$41,994 | \$4,525 |
| Maintenance Expenses | 5,431 | 4,921 | (510) | 15,459 | 13,574 | (1,885) |
| Finance & Admin. Expenses | 4,623 | 4,612 | (11) | 12,641 | 12,488 | (153) |
| Total Expenses | \$24,035 | \$25,396 | \$1,361 | \$65,569 | \$68,056 | \$2,487 |
| Total Overhead Contribution | \$5,999 | \$4,630 | \$1,369 | \$17,861 | \$17,548 | \$313 |
| Paradise Kilometers | 3,915.8 | 3,916.0 | (0.2) | 10,877.4 | 11,165.0 | (287.6) |
| Cost per Kilometer | \$7.67 | \$7.67 | | \$7.67 | \$7.67 | |
| Riders Per Hour* | 13.3 | | | | | |
| <i>* Riders per hour average:</i> | | | | | | |
| 2016 (Jun-Dec) | 7.2 | | | | | |
| 2017 | 7.7 | | | | | |
| 2018 | 7.2 | | | | | |
| 2019 | 6.9 | | | | | |
| 2020 | 4.0 | | | | | |
| 2021 | 5.0 | | | | | |
| 2022 | 9.3 | | | | | |
| 2023 | 12.5 | | | | | |
| 2016-2023 | 6.9 | | | | | |

*Based on actual/budget kilometers and cost per kilometer



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--------------------------------|------------|-----------------|--------------|------------|------------------------|--------------|
| REVENUES | | | | | | |
| Charter Revenue | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Revenue | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| EXPENSES | | | | | | |
| Operators Salary Expense | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Operation's Salaries Expense | 0 | 100 | 100 | 0 | 100 | 100 |
| Diesel Fuel Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Maintenance Expenses * | 0 | 0 | 0 | 0 | 0 | 0 |
| Meals & Miscellaneous Expenses | 0 | 0 | 0 | 0 | 0 | 0 |
| Marketing Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Administration Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses | \$0 | \$100 | \$100 | \$0 | \$100 | \$100 |
| PROFIT / (LOSS) | \$0 | (\$100) | \$100 | \$0 | (\$100) | \$100 |

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

ST. JOHN'S TRANSPORTATION COMMISSION
 TRANSIT ADVERTISING FINANCIAL STATEMENT
 MARCH, 2023



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|------------------------------------|-----------------|-----------------|--------------|-----------------|---------------------|-------------------|
| REVENUES | | | | | | |
| Metrobus Transit Advertising | \$10,400 | \$10,000 | \$400 | \$17,456 | \$30,000 | (\$12,544) |
| Total Revenues | \$10,400 | \$10,000 | \$400 | \$17,456 | \$30,000 | (\$12,544) |
| EXPENSES | | | | | | |
| Salaries | \$3,991 | \$3,990 | (\$1) | \$10,376 | \$10,370 | (\$6) |
| Sales Commission | 1,153 | 1,110 | (43) | 2,084 | \$3,330 | 1,246 |
| Sign Production | 0 | 580 | 580 | 40 | \$1,740 | 1,700 |
| Promotion | 0 | 0 | 0 | 0 | \$0 | 0 |
| Vehicle | 485 | 490 | 5 | 1,455 | \$1,470 | 15 |
| Telephone | 42 | 60 | 18 | 132 | \$180 | 48 |
| Advertising | 275 | 890 | 615 | 825 | \$2,670 | 1,845 |
| Sign Installations | 1,431 | 630 | (801) | 2,109 | \$1,890 | (219) |
| Entertainment | 0 | 190 | 190 | 0 | \$570 | 570 |
| Advertising Software | 360 | 360 | 0 | 1,080 | \$1,080 | 0 |
| Total Expenses | \$7,737 | \$8,300 | \$563 | \$18,101 | \$23,300 | \$5,199 |
| PROFIT / (LOSS) | \$2,663 | \$1,700 | \$963 | (\$645) | \$6,700 | (\$7,345) |
| Contra Transit Advertising Revenue | \$2,250 | \$2,250 | \$0 | \$6,750 | \$6,750 | \$0 |
| TOTAL PROFIT / (LOSS) | \$4,913 | \$3,950 | \$963 | \$6,105 | \$13,450 | (\$7,345) |

6



| | ACTUAL | MARCH BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|------------------------|------------------|------------------|----------------|-------------------|---------------------|----------------|
| Community Bus | | | | | | |
| Fares | \$2,337 | \$1,600 | \$737 | \$5,794 | \$4,800 | \$994 |
| Government Grant | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Revenues | \$2,337 | \$1,600 | \$737 | \$5,794 | \$4,800 | \$994 |
| EXPENSES | | | | | | |
| Operators Salaries | \$6,096 | \$6,100 | \$4 | \$17,228 | \$17,230 | \$2 |
| Operations Salaries | 0 | 0 | 0 | 0 | 0 | 0 |
| Benefits | 736 | 740 | 4 | 2,079 | 2,100 | 21 |
| Diesel / Gas | 2,419 | 2,770 | 351 | 5,841 | 7,990 | 2,149 |
| Maintenance Expenses | 1,334 | 1,360 | 26 | 3,686 | 3,840 | 154 |
| Other* | 1,217 | 0 | (1,217) | 1,763 | 0 | (1,763) |
| Total Expenses | \$11,802 | \$10,970 | (\$832) | \$30,597 | \$31,160 | \$563 |
| Capital Debt Payment | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| PROFIT / (LOSS) | (\$9,465) | (\$9,370) | (\$95) | (\$24,803) | (\$26,360) | \$1,557 |
| West # 1 (Mon) X 4 | 183 | | | 545 | | |
| East # 1 (Tue) X 4 | 158 | | | 424 | | |
| West # 2 (Wed) X 5 | 285 | | | 595 | | |
| East # 2 (Thu) X 5 | 229 | | | 563 | | |
| Bidgoods (Fri) X 5 | 299 | | | 738 | | |
| | 1154 | | | 2,865 | | |

Riders Per Hour*

6.9

* Other expenses consist of:

| | |
|-------------------------------|-----|
| Power Steering pump | 370 |
| Oil & filter | 121 |
| Filter, intake hose & clamp | 273 |
| Carrier bearing & brakes | 310 |
| Coupler, heater hose & clamps | 233 |
| Miscellaneous | 456 |

* Riders per hour average:

| | |
|------------------|------------|
| 2014 | 2.3 |
| 2015 | 4.2 |
| 2016 | 5.5 |
| 2017 | 5.9 |
| 2018 | 5.7 |
| 2019 | 5.5 |
| 2020 | 3.9 |
| 2021 | 4.0 |
| 2022 | 5.2 |
| 2023 | 6.1 |
| 2014-2023 | 4.9 |

1,763

| KEY PERFORMANCE INDICATORS | 3 MTH | TOTAL | TOTAL | TOTAL | TOTAL |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2023 | 2022 | 2021 | 2020 | 2019 | 2022 | 2021 | 2020 | 2019 |
| PASSENGERS PER HOUR | 29.67 | 17.84 | 12.15 | 23.03 | 23.56 | 25.04 | 17.17 | 15.61 | 24.21 |
| ENERGY EFFIC. (Diesel / Rev Hours) | 24.48 | 20.23 | 13.28 | 13.83 | 14.62 | 24.23 | 14.72 | 11.13 | 14.36 |
| FINANCIAL PERFORMANCE (Op Rev / Op Cost) | 35.2% | 26.6% | 23.4% | 27.6% | 31.9% | 30.6% | 26.9% | 23.0% | 32.7% |
| MAINTENANCE EFFIC. (Bus Maint / Rev Hours) | 31.08 | 27.92 | 28.13 | 28.79 | 26.02 | 29.33 | 29.39 | 30.50 | 26.68 |
| AVERAGE FARE (Low Income Pass incl.) | 1.82 | 2.19 | 2.62 | 1.75 | 1.92 | 1.85 | 2.20 | 2.16 | 1.87 |
| OPERATING REVENUE / HOUR | 54.71 | 39.84 | 32.66 | 41.57 | 46.09 | 47.47 | 39.50 | 34.58 | 46.40 |
| TOTAL COST PER RIDER | 5.57 | 8.75 | 12.02 | 6.99 | 6.59 | 6.42 | 9.23 | 10.29 | 6.44 |

11

| KEY PERFORMANCE INDICATORS | 3 MTH | % of | TOTAL | % of | TOTAL | % of | TOTAL | % of | TOTAL | |
|--------------------------------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|----------------|------------|----------------|------------|---------------|------------|----------------|-------|
| | 2023 | Paid Trips | 2022 | Paid Trips | 2021 | Paid Trips | 2020 | Paid Trips | 2019 | Paid Trips | 2022 | Paid Trips | 2021 | Paid Trips | 2020 | Paid Trips | 2019 | |
| BUS TRIPS (St. John's) | 17,300 | 52.4% | 13,868 | 66.2% | 11,881 | 68.4% | 17,963 | 60.7% | 23,722 | 58.4% | 68,185 | 58.8% | 65,456 | 64.3% | 52,523 | 61.6% | 98,012 | 60.5% |
| TAXI TRIPS (St. John's) | 13,761 | 41.6% | 6,115 | 29.2% | 4,775 | 27.5% | 10,127 | 34.2% | 15,030 | 37.0% | 41,837 | 36.1% | 31,768 | 31.2% | 29,196 | 34.3% | 58,085 | 35.8% |
| TOTAL TRIPS (St. John's) | 31,061 | | 19,983 | | 16,656 | | 28,090 | | 38,752 | | 110,022 | | 97,224 | | 81,719 | | 156,097 | |
| NO SHOWS (St. John's) | 1,980 | 6.0% | 950 | 4.5% | 707 | 4.1% | 1,522 | 5.1% | 1,862 | 4.6% | 6,023 | 5.2% | 4,499 | 4.4% | 3,516 | 4.1% | 5,985 | 3.7% |
| TOTAL PAID TRIPS (St. John's) | 33,041 | | 20,933 | | 17,363 | | 29,612 | | 40,614 | | 116,045 | | 101,723 | | 85,235 | | 162,082 | |
| CANCELLATIONS (St. John's) | 21,619 | 65.4% | 8,833 | 42.2% | 12,439 | 71.6% | 25,722 | 86.9% | 16,461 | 40.5% | 58,465 | 50.4% | 48,379 | 47.6% | 71,522 | 83.9% | 70,239 | 43.3% |
| GOBUS rides on METROBUS | 6,254 | 18.9% | 5,100 | 24.4% | 2,976 | 17.1% | 3,230 | 10.9% | 4,282 | 10.5% | 26,263 | 22.6% | 20,396 | 20.1% | 12,618 | 14.8% | 23,976 | 14.8% |
| TOTAL COST PER RIDER (St. John's) | 28.60 | | 36.44 | | 33.32 | | 31.17 | | 31.49 | | 35.29 | | 32.21 | | 31.91 | | 30.06 | |

REVENUES

| PASSENGER REVENUE | | 2023 | 2022 | Variance |
|-------------------|-------------------------------------|------------------|------------------|------------------|
| \$117,012 | Cash Revenue | \$93,346 | \$78,685 | \$14,661 |
| | 10-Ride Passes | \$131,450 | \$105,773 | \$25,677 |
| | Monthly Passes | \$271,655 | \$140,315 | \$131,340 |
| | Other (double-rides, Go-Cards, etc) | \$11,883 | \$7,395 | \$4,488 |
| | M-Card fees | \$3,454 | \$3,205 | \$249 |
| | Credits / Discounts / Allocations | (\$2,499) | (\$1,801) | (\$698) |
| | Commission Paid | (\$1,526) | (\$1,359) | (\$167) |
| | Total Revenue | \$507,762 | \$332,213 | \$175,549 |

- ☆ Cash revenue up 18% from last year while cash ridership up 15%.
- ☆ 10-Ride pass revenue was up 24% from last year. 10-Ride riders were up 24% & sales were up 24%.
- ☆ Monthly pass revenue was up 94% from last year. Monthly riders were up 89% & sales were up 95%.
NOTE: LIFT ridership and revenue not included in monthly pass comparative data.
- ☆ Ridership of 396,109 was 51% higher than 2022 (263,211) and 22% higher than budget (322,850).
NOTE: There were 23 week days in 2023 and in 2022.
- ☆ Avg fare (Incl. LIFT) of \$1.69 compared to \$1.88 last year and \$1.75 budget.
- ☆ Rides per pass ratio was 28.1 (LIFT passes incl.) compared to 23.7 last year and 48.1 in 2019.
- ☆ Revenue source percentages with historical comparison:

| | Cash | 10R | Mth | LIFT |
|------|-------|-------|-------|-------|
| 2023 | 12.1% | 14.7% | 48.7% | 24.4% |
| 2022 | 16.7% | 18.1% | 37.5% | 27.7% |
| 2021 | 17.7% | 16.0% | 33.9% | 32.4% |
| 2020 | 33.7% | 14.9% | 51.4% | 0.0% |
| 2019 | 23.8% | 16.8% | 59.3% | 0.0% |
| 2018 | 25.6% | 16.9% | 57.5% | 0.0% |
| 2017 | 28.4% | 17.0% | 54.6% | 0.0% |

LOW INCOME PASS REVENUE (\$880) ☆ 6,668 active cards at end of month - 96,304 rides this month (24% of total rides).

MOUNT PEARL REVENUE (\$4,077) ☆ Ridership revenues higher than budget.
 (See Mount Pearl statement for more information).

| | | |
|--------------|--|----------------|
| OTHER INCOME | ☆ Accident damage reimbursement for 1 not at fault accident. | \$2,832 |
| \$6,986 | ☆ Interest earned on bank balance higher than budget. | \$3,689 |
| | ☆ Other miscellaneous receipts. | \$375 |
| | | \$6,896 |

OPERATIONS DEPT

| | | |
|--------------------|--|-----------------|
| OPERATORS SALARIES | ☆ More operator hours at lower pay scale than budgeted. | \$11,658 |
| \$19,062 | ☆ Vacation weeks taken lower than budget (7 vs 18). | \$14,577 |
| | ☆ Overtime & temp pay, RTW as ISR (net of docked time) higher than budget. | (\$7,342) |
| | | \$18,893 |

OPERATIONS DEPT

| | | | |
|---------------------|--------------------|--|------------------|
| DIESEL FUEL EXPENSE | ☆ Budgeted Usage: | 172,544 litres @ \$2.5000 /L | \$431,360 |
| \$148,022 | ☆ Actual Usage: | 177,575 litres @ \$1.5956 /L | (\$283,338) |
| | | | \$148,022 |
| | ☆ Volume Variance: | (172,544 - 177,575) @ \$2.5000 /L | (\$12,578) |
| | ☆ Price Variance: | 154,230 @ (\$2.5000 - \$1.5956) | \$160,600 |
| | | | \$148,022 |
| | ☆ | <i>Actual burn was 64.2 L / 100KM vs budget of 61.0 L / 100KM.</i> | |
| | ☆ | <i>Actual total KM was 278,850 vs budget of 287,031.</i> | |
| | | -- Storm March 24th - off road early | |
| | | -- Storm March 25th - on road later in day. | |

MAINTENANCE DEPT

| | | |
|------------------------|---|-------------------|
| GARAGE SALARIES | ☆ Budget 13 mechanics + 2 apprentices. | \$117,070 |
| \$3,028 | ☆ Actual 9 mechanics + 2 apprentices full month + 3 apprentices part month. | (\$88,898) |
| | ☆ 1 Utility worker short for month - illness. | \$6,540 |
| | ☆ Overtime and stat pay higher than budget (Net of Docked time). | (\$32,138) |
| | | \$2,574 |
| STOCK PARTS EXPENSE | ☆ Larger items for the month include: | |
| (\$31,405) | ☆ Trans cooler 0149 & 1201 | (\$3,581) |
| | ☆ Turbo Acuator 1630 & 1417 | (\$4,712) |
| | ☆ EGR cooler 1209 & 0962 & 0859 | (\$5,034) |
| | ☆ Brake caliper kit 1417 & 1418 | (\$2,232) |
| | ☆ Rear destination sign 0147 | (\$2,214) |
| | ☆ Turbo for 0859. | (\$5,475) |
| | ☆ 10 windshields broken - write off. | (\$6,038) |
| | | (\$29,286) |
| BUS STOPS & SHELTERS | ☆ Glass budget for shelters glass replacement not used in March. | |
| \$2,563 | | |
| CAPITAL OUT OF REVENUE | ☆ Purchase of 2020 Toyota Sienna that was on a 36 month lease. | |
| (\$21,979) | | |

FINANCE & HUMAN RESOURCES

| | | |
|-----------------------|---|-----------|
| PENSION EXPENSE | ☆ Union membership in pension plans slightly lower than budget in March. | |
| \$2,986 | | |
| COMPUTER EXPENSE | ☆ Purchase of solid state hard drives (SSD) for the bus camera system as older style drives were incurring issues with internal moving parts. | (\$7,329) |
| (\$4,759) | | |
| MISCELLANEOUS EXPENSE | ☆ e-store banking fees higher than budgeted as online sales far surpass prior years totals. | |
| (\$2,097) | | |

ST. JOHN'S TRANSPORTATION COMMISSION

BUDGET VARIANCES (CONTINUED...)

MARCH, 2023



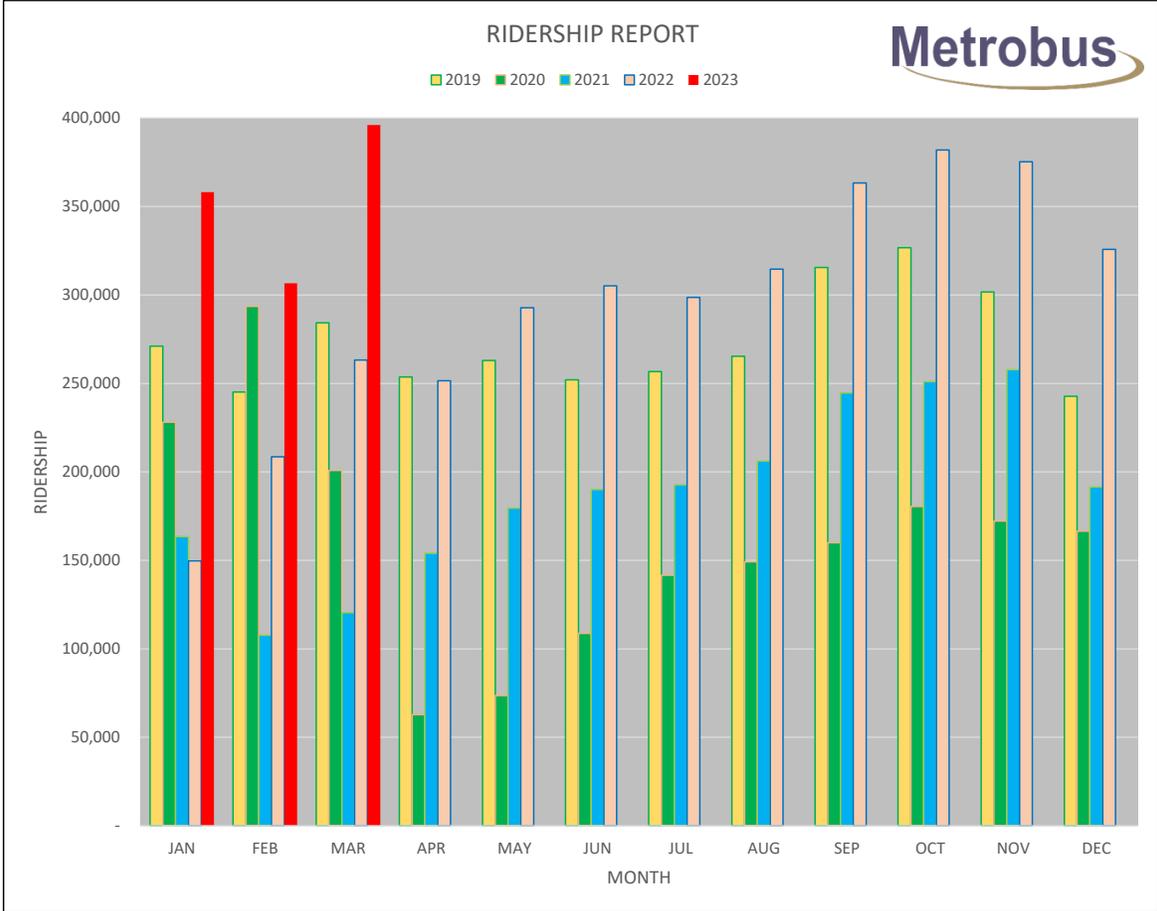
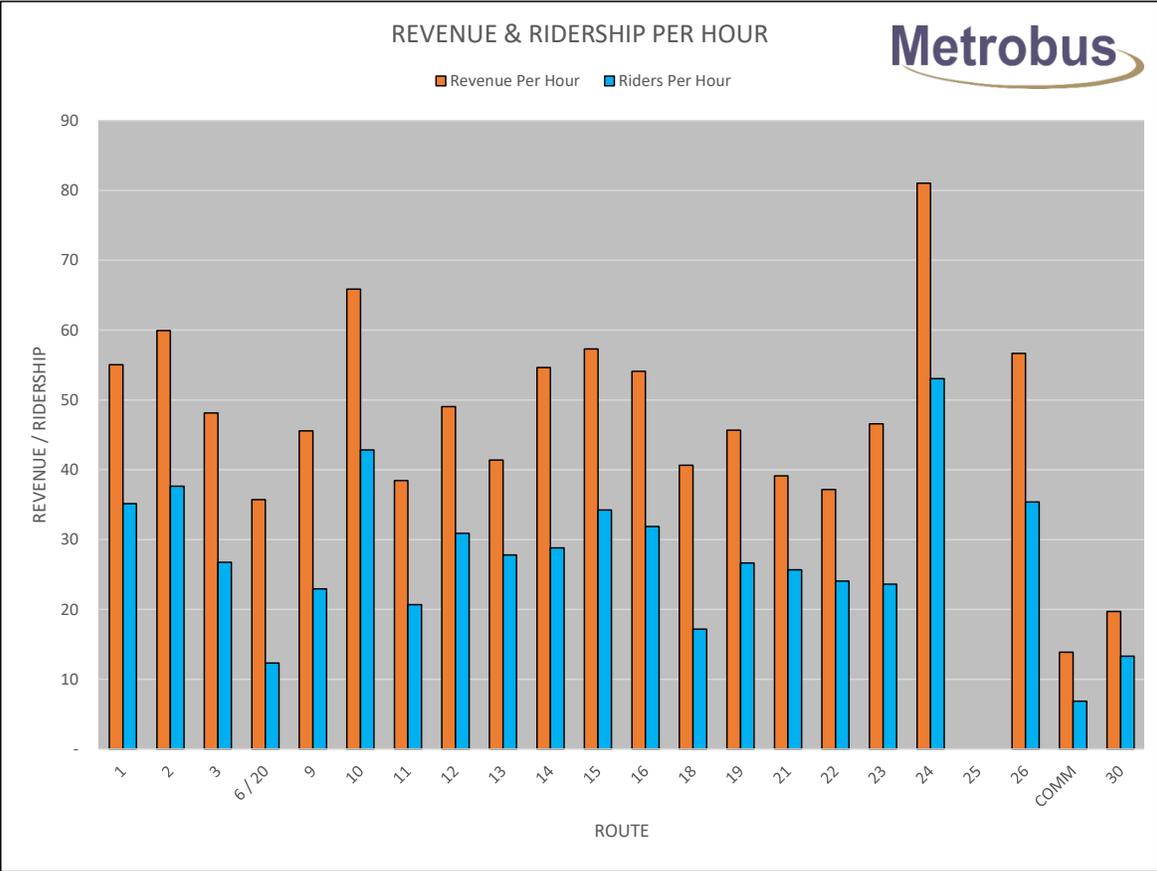
GOBUS

LOW INCOME PASS REVENUE ☆ 502 active Go-Cards at the end of the month representing 7% of all active LIFT cards.
\$880

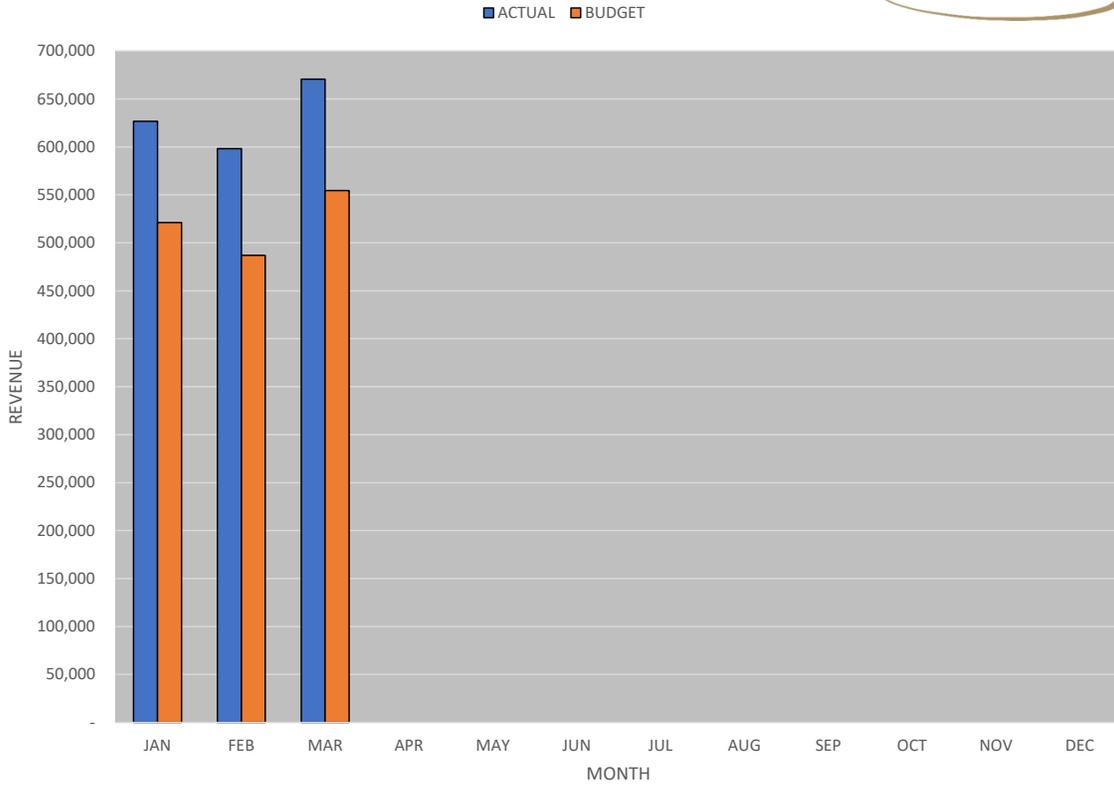
| | | | |
|------------------------------------|--|-----------------------|--------------------|
| CONTRACTOR SUBSIDY EXP \$77,041 | ☆ BUDGET - Ridership Bus: | 9,660 rides @ \$26.06 | \$251,740 |
| | ☆ BUDGET - Ridership Taxi: | 4,140 rides @ \$23.99 | \$99,312 |
| | ☆ BUDGET - No Shows: | 640 rides @ \$13.03 | \$8,339 |
| | | | \$359,390 |
| | ☆ ACTUAL - Ridership Bus: | 6,225 rides @ \$26.06 | (\$162,224) |
| | ☆ ACTUAL - Ridership Taxi: incl. no shows of 280 | 5,486 rides @ \$20.78 | (\$113,964) |
| | ☆ ACTUAL - No Shows: | 473 rides @ \$13.03 | (\$6,163) |
| | | | (\$282,351) |
| | | | \$77,041 |

| | | | |
|------------------------------|--------------------|---------------------------------|-----------------|
| GASOLINE EXPENSE \$14,928 | ☆ Budgeted Usage: | 29,170 litres @ \$1.5300 /L | \$44,630 |
| | ☆ Actual Usage: | 19,840 litres @ \$1.4971 /L | (\$29,702) |
| | | | \$14,928 |
| | ☆ Volume Variance: | (29,170 - 19,840) @ \$1.5300 /L | \$14,275 |
| | ☆ Price Variance: | 19,840 @ (\$1.5300 - \$1.4971) | \$653 |
| | | | \$14,928 |

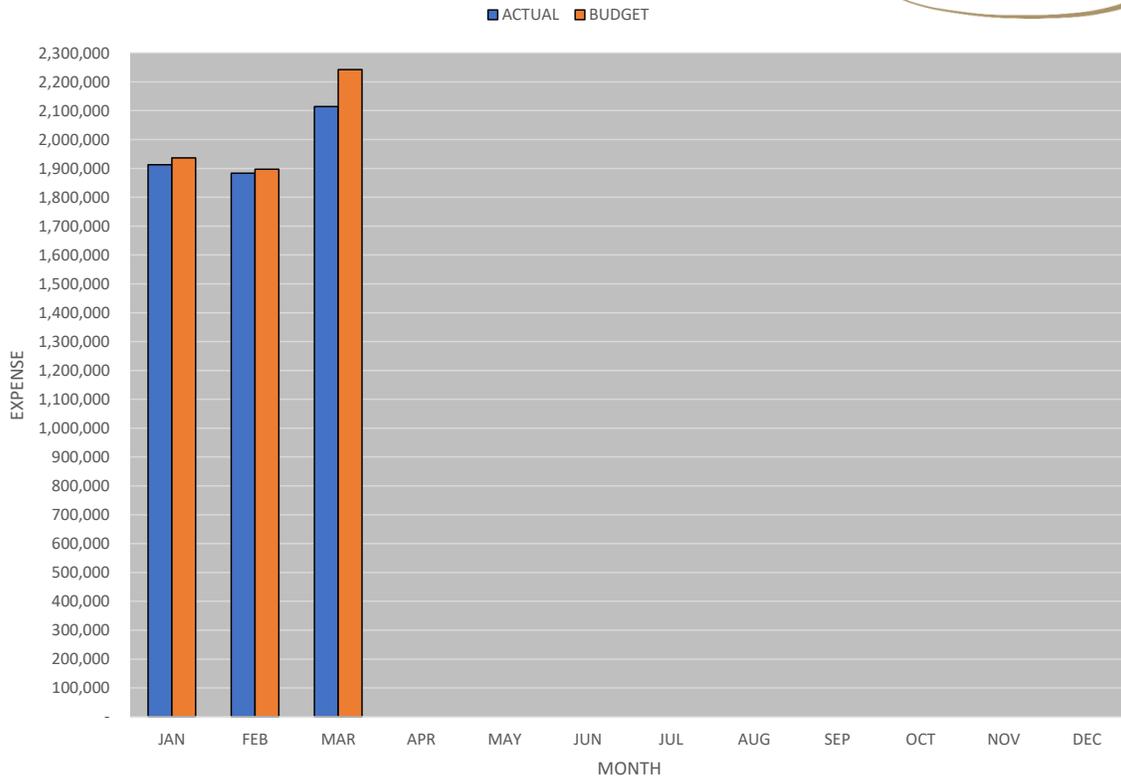
MISCELLANEOUS EXPENSE ☆ Allocation for GOBUS rides on Metrobus higher than budget (2,427 vs 1,460).
(\$2,606)



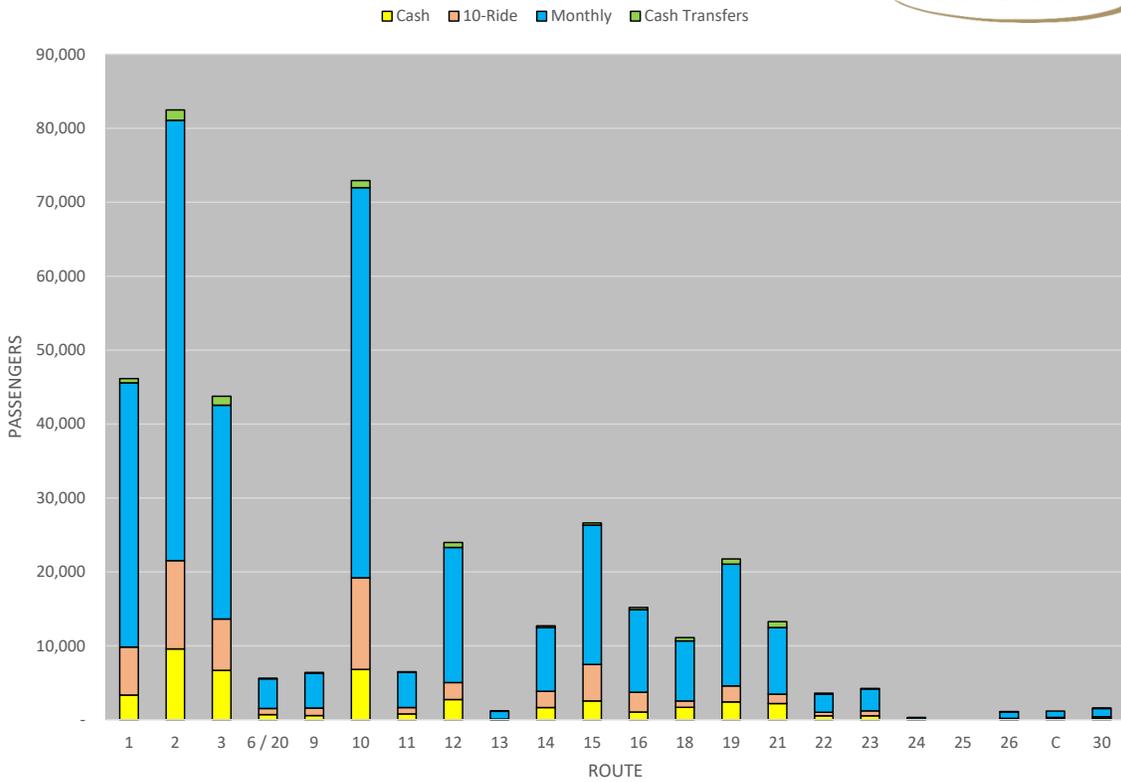
REVENUE REPORT



EXPENSE REPORT



TOTAL PASSENGERS BY ROUTE



| ROUTE | REVENUE HOURS | DIRECT BILLING | REVENUE | COST | RC RATIOS | |
|-------|------------------|---------------------|---------------------|-----------------------|-------------|-------------|
| | | | | | MONTHLY | YTD |
| 1 | 1,296.33 | | \$71,356.18 | \$213,607.96 | 0.33 | 0.34 |
| 2 | 2,153.73 | | \$129,086.81 | \$354,889.48 | 0.36 | 0.37 |
| 3 | 1,589.60 | | \$76,501.58 | \$261,932.70 | 0.29 | 0.29 |
| 6 | 447.67 | | \$15,989.07 | \$73,766.61 | 0.22 | 0.22 |
| 9 | 274.16 | | \$12,493.23 | \$45,175.81 | 0.28 | 0.28 |
| 10 | 1,679.31 | | \$110,602.27 | \$276,715.02 | 0.40 | 0.40 |
| 11 | 310.16 | | \$11,922.97 | \$51,107.85 | 0.23 | 0.25 |
| 12 | 753.06 | | \$36,941.99 | \$124,088.47 | 0.30 | 0.31 |
| 13 | 40.25 | | \$1,666.09 | \$6,632.35 | 0.25 | 0.27 |
| 14 | 432.67 | | \$23,648.41 | \$71,294.93 | 0.33 | 0.33 |
| 15 | 768.74 | | \$44,065.04 | \$126,672.21 | 0.35 | 0.35 |
| 16 | 467.68 | | \$25,307.22 | \$77,063.84 | 0.33 | 0.34 |
| 18 | 620.81 | | \$25,225.01 | \$102,296.45 | 0.25 | 0.26 |
| 19 | 788.63 | | \$36,007.01 | \$129,949.66 | 0.28 | 0.29 |
| 21 | 485.01 | \$72,246.10 | \$18,976.28 | \$79,919.46 | 0.24 | 0.24 |
| 22 | 143.75 | \$26,586.82 | \$5,343.39 | \$23,686.98 | 0.23 | 0.24 |
| 23 | 176.33 | | \$8,213.30 | \$29,055.48 | 0.28 | 0.29 |
| 24 | 5.75 | | \$465.98 | \$947.48 | 0.49 | 0.43 |
| 26 | 30.59 | | \$1,733.71 | \$5,040.59 | 0.34 | 0.34 |
| 28 | 168.28 | \$0.00 | \$2,337.22 | \$11,802.00 | 0.20 | 0.19 |
| 30 | 113.59 | \$27,795.50 | \$2,238.79 | \$18,717.25 | 0.12 | 0.12 |
| | 12,746.10 | \$126,628.42 | \$660,121.55 | \$2,084,362.60 | 0.32 | 0.32 |

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

\$164.78

| | |
|----------------|-------------|
| Total Expenses | \$2,035,056 |
| Debt Interest | \$11,051 |
| Debt Payment | \$68,000 |

