



St. John's
Transportation
Commission

May 31

2024

MONTHLY FINANCIAL STATEMENTS

Issued: JUNE 19, 2024

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)
MAY, 2024



| | ACTUAL | MAY BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|-----------------------------|--------------------|--------------------|------------------|---------------------|------------------------|------------------|
| REVENUE | | | | | | |
| SJMC Subsidy | \$1,404,270 | \$1,404,270 | \$0 | \$6,324,340 | \$6,324,340 | \$0 |
| Passenger Revenue | 533,391 | 523,090 | 10,301 | 2,683,080 | 2,385,650 | 297,430 |
| Low Income Pass Revenue | 149,376 | 147,030 | 2,346 | 786,349 | 795,450 | (9,101) |
| On Demand Pilot Grant | 8,750 | 0 | 8,750 | 28,750 | 0 | 28,750 |
| Mt. Pearl Revenue | 89,221 | 90,400 | (1,179) | 420,041 | 460,430 | (40,389) |
| Paradise Revenue | 34,875 | 26,850 | 8,025 | 157,200 | 132,790 | 24,410 |
| Charter Revenue | 2,760 | 7,000 | (4,240) | 6,914 | 7,700 | (786) |
| Transit Advertising Revenue | 17,150 | 17,250 | (100) | 64,349 | 71,250 | (6,901) |
| Other Income | 45,472 | 12,000 | 33,472 | 177,263 | 60,000 | 117,263 |
| TOTAL REVENUE | \$2,285,265 | \$2,227,890 | \$57,375 | \$10,648,286 | \$10,237,610 | \$410,676 |
| OPERATIONS | | | | | | |
| Operators Salaries | \$611,262 | \$602,830 | (\$8,432) | \$2,711,752 | \$2,695,260 | (\$16,492) |
| Salaries Operations | 136,794 | 143,980 | 7,186 | 600,231 | 636,360 | 36,129 |
| Diesel Fuel | 283,948 | 382,130 | 98,182 | 1,377,597 | 1,905,300 | 527,703 |
| Company Vehicles | 2,787 | 3,430 | 643 | 12,013 | 17,150 | 5,137 |
| Licenses | 4,600 | 5,100 | 500 | 32,098 | 32,000 | (98) |
| Communications Expense | 2,034 | 2,230 | 196 | 10,204 | 11,150 | 946 |
| Miscellaneous | 1,008 | 600 | (408) | 7,719 | 3,570 | (4,149) |
| Uniforms & Clothing | 5,420 | 5,720 | 300 | 27,224 | 27,400 | 176 |
| Advertising Expense | 5,917 | 9,830 | 3,913 | 31,453 | 41,950 | 10,497 |
| Bus Charter Expense | 2,311 | 4,730 | 2,419 | 6,917 | 5,350 | (1,567) |
| Transit Advertising Expense | 9,051 | 8,880 | (171) | 35,027 | 40,470 | 5,443 |
| Promotions Expense | 5,674 | 7,130 | 1,456 | 31,018 | 35,650 | 4,632 |
| Registration & Membership | 433 | 1,580 | 1,147 | 16,553 | 20,810 | 4,257 |
| Schedules & Transfers | 1,576 | 1,530 | (46) | 8,527 | 7,650 | (877) |
| TOTAL OPERATIONS | \$1,072,815 | \$1,179,700 | \$106,885 | \$4,908,333 | \$5,480,070 | \$571,737 |
| MAINTENANCE | | | | | | |
| Garage Salaries | \$198,410 | \$228,500 | \$30,090 | \$1,035,984 | \$1,023,890 | (\$12,094) |
| Wash Salaries | 30,214 | 32,700 | 2,486 | 139,967 | 144,170 | 4,203 |
| Shop Tools & Equipment | 1,200 | 1,450 | 250 | 11,542 | 12,650 | 1,108 |
| Stock Parts | 105,228 | 116,450 | 11,222 | 562,469 | 504,250 | (58,219) |
| Garage Expense | 14,313 | 9,590 | (4,723) | 45,448 | 37,480 | (7,968) |
| Bus Lubricants | 15,506 | 17,270 | 1,764 | 67,111 | 72,210 | 5,099 |
| Tire Expense | 10,109 | 10,000 | (109) | 58,399 | 64,700 | 6,301 |
| Body Shop Supplies | 505 | 1,800 | 1,295 | 1,769 | 6,500 | 4,731 |
| Bus Wash | 692 | 270 | (422) | 2,164 | 3,240 | 1,076 |
| Building & Yards | 19,382 | 12,530 | (6,852) | 72,082 | 66,150 | (5,932) |
| Utilities | 29,126 | 29,800 | 674 | 200,081 | 203,600 | 3,519 |
| Maintenance Vehicles | 4,853 | 3,300 | (1,553) | 24,064 | 24,300 | 236 |
| Bus Stop & Shelters | 9,619 | 4,350 | (5,269) | 18,676 | 18,600 | (76) |
| Janitorial & Sanitation | 3,472 | 4,600 | 1,128 | 18,336 | 18,600 | 264 |

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (METROBUS)
MAY, 2024



| | ACTUAL | MAY BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--|--------------------|------------------|--------------------|--------------------|------------------------|--------------------|
| Farebox Repairs | 0 | 1,400 | 1,400 | 1,360 | 6,800 | 5,440 |
| TOTAL MAINTENANCE | \$442,629 | \$474,010 | \$31,381 | \$2,259,452 | \$2,207,140 | (\$52,312) |
| FINANCE & ADMINISTRATION | | | | | | |
| Administration Salaries | \$90,790 | \$90,490 | (\$300) | \$399,588 | \$399,440 | (\$148) |
| Employer's Payroll Tax | 21,777 | 22,130 | 353 | 98,342 | 98,720 | 378 |
| Sick Leave | 19,000 | 19,000 | 0 | 95,000 | 95,000 | 0 |
| Worker's Compensation | 21,376 | 21,910 | 534 | 97,112 | 97,730 | 618 |
| Employment Insurance | 24,655 | 25,720 | 1,065 | 112,831 | 114,720 | 1,889 |
| Retiring Allowance Expense | 4,000 | 4,000 | 0 | 20,000 | 20,000 | 0 |
| Group Insurance | 54,236 | 53,260 | (976) | 287,454 | 284,030 | (3,424) |
| CPP Expense | 61,002 | 62,840 | 1,838 | 278,224 | 278,700 | 476 |
| Pension Expense | 119,493 | 124,190 | 4,697 | 560,311 | 564,430 | 4,119 |
| Audit & Legal Fees | 28,979 | 29,400 | 421 | 84,182 | 85,000 | 818 |
| Telephone Expense | 2,639 | 2,600 | (39) | 11,850 | 13,300 | 1,450 |
| 2 Computer Expense | 21,085 | 28,310 | 7,225 | 121,400 | 139,760 | 18,360 |
| Office Supplies Expense | 3,144 | 5,650 | 2,506 | 24,463 | 30,590 | 6,127 |
| Travel Expense | 4,570 | 9,380 | 4,810 | 4,570 | 9,380 | 4,810 |
| Training Expense | 9,689 | 10,200 | 511 | 24,282 | 26,400 | 2,118 |
| Fleet Insurance Expense | 39,978 | 41,500 | 1,522 | 199,890 | 207,500 | 7,610 |
| General Insurance Expense | 5,828 | 6,100 | 272 | 29,140 | 30,500 | 1,360 |
| Miscellaneous Expense | 8,415 | 7,400 | (1,015) | 38,544 | 31,900 | (6,644) |
| Capital Out of Revenue | 438,226 | 0 | (438,226) | 466,824 | 0 | (466,824) |
| TOTAL FINANCE & ADMIN. | \$978,882 | \$564,080 | (\$414,802) | \$2,954,007 | \$2,527,100 | (\$426,907) |
| Total Expenses | \$2,494,326 | \$2,217,790 | (\$276,536) | \$10,121,792 | \$10,214,310 | \$92,518 |
| NET BEFORE DEBT | (\$209,061) | \$10,100 | (\$219,161) | \$526,494 | \$23,300 | \$503,194 |
| DEBT CHARGES | | | | | | |
| Loan Interest Expense | 0 | 3,100 | 3,100 | \$0 | \$6,300 | \$6,300 |
| Bank Loan Payment | 0 | 7,000 | 7,000 | 0 | 17,000 | 17,000 |
| NET TOTAL SURPLUS/(COST) OF SERVICE | (\$209,061) | \$0 | (\$209,061) | \$526,494 | \$0 | \$526,494 |
| LESS: ICIP Funding received | \$365,174 | \$0 | \$365,174 | \$365,174 | \$0 | \$365,174 |
| SURPLUS/(COST) OF SERVICE | \$156,113 | \$0 | \$156,113 | \$891,668 | \$0 | \$891,668 |

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (GOBUS)
MAY, 2024



| | ACTUAL | MAY BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--|------------------|------------------|-----------------|--------------------|------------------------|------------------|
| REVENUE | | | | | | |
| SJMC Subsidy | \$412,900 | 412,900 | \$0 | \$1,986,950 | \$1,986,950 | \$0 |
| Passenger Revenue | 12,061 | 12,500 | (439) | 55,552 | 62,500 | (6,948) |
| Low Income Pass Revenue | 11,624 | 10,470 | 1,154 | 60,652 | 55,050 | 5,602 |
| Mt Pearl & Eastern Health Charges | 8,283 | 7,860 | 423 | 37,209 | 36,200 | 1,009 |
| Government Grant | 7,875 | 7,900 | (25) | 39,375 | 39,500 | (125) |
| TOTAL REVENUE | \$452,743 | \$451,630 | \$1,113 | \$2,179,738 | \$2,180,200 | (\$462) |
| EXPENSES | | | | | | |
| Contractor Expense | \$318,545 | \$360,320 | \$41,775 | \$1,429,279 | \$1,744,690 | \$315,411 |
| Administration Salaries | 14,642 | 13,270 | (1,372) | 65,302 | 57,810 | (7,492) |
| Employer's Payroll Tax | 294 | 270 | (24) | 1,312 | 1,160 | (152) |
| Worker's Compensation | 291 | 260 | (31) | 1,297 | 1,140 | (157) |
| Employment Insurance | 340 | 430 | 90 | 1,518 | 1,880 | 362 |
| Group Insurance | 480 | 260 | (220) | 2,107 | 1,050 | (1,057) |
| CPP Expense | 835 | 790 | (45) | 3,725 | 3,430 | (295) |
| 3 Pension Expense | 848 | 930 | 82 | 3,652 | 4,040 | 388 |
| Gasoline Expense | 36,876 | 45,900 | 9,024 | 161,573 | 229,500 | 67,927 |
| Professional Fees | 3,900 | 2,280 | (1,620) | 13,651 | 11,400 | (2,251) |
| Telephone Expense | 42 | 360 | 318 | 210 | 1,800 | 1,590 |
| Computer Expense | 14,061 | 15,550 | 1,489 | 72,408 | 80,750 | 8,342 |
| Office Supplies Expense | 2 | 250 | 248 | 672 | 1,250 | 578 |
| Promotions Expense | 125 | 310 | 185 | 590 | 1,550 | 960 |
| Travel Expense | 0 | 2,500 | 2,500 | 0 | 2,500 | 2,500 |
| Training Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Miscellaneous Expense | 7,297 | 6,250 | (1,047) | 30,028 | 31,250 | 1,222 |
| TOTAL EXPENSE | \$398,578 | \$449,930 | \$51,352 | \$1,787,324 | \$2,175,200 | \$387,876 |
| NET BEFORE DEBT | \$54,165 | \$1,700 | \$52,465 | \$392,414 | \$5,000 | \$387,414 |
| DEBT CHARGES | | | | | | |
| Loan Interest Expense | \$0 | \$700 | \$700 | \$0 | \$2,000 | \$2,000 |
| Bank Loan Payment | 0 | 1,000 | 1,000 | 0 | 3,000 | 3,000 |
| TOTAL SURPLUS/(COST) OF SERVICE | \$54,165 | \$0 | \$54,165 | \$392,414 | \$0 | \$392,414 |

CONTRACTOR TRIPS INFORMATION

| | | | | | | |
|------------------------------------|---------------|---------------|--------------|---------------|---------------|---------------|
| BUS TRIPS | 8,262 | 9,590 | 1,328 | 35,770 | 46,130 | 10,360 |
| TAXI TRIPS (incl. taxi no shows) * | 3,860 | 4,110 | 250 | 18,928 | 19,770 | 842 |
| TOTAL TRIPS | 12,122 | 13,700 | 1,578 | 54,698 | 65,900 | 11,202 |

* Taxi Budgeted @ 30% of rides.

ST. JOHN'S TRANSPORTATION COMMISSION
 MONTHLY RIDERSHIP STATISTICS
 FROM JANUARY 2019 to DECEMBER 2024



| Month | 2019 | | 2020 | | 2021 | | 2022 | | 2023 | | 2024 | |
|--------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|
| | Ridership | Percentage change 2018/2019 | Ridership | Percentage change 2019/2020 | Ridership | Percentage change 2020/2021 | Ridership | Percentage change 2021/2022 | Ridership | Percentage change 2022/2023 | Ridership | Percentage change 2023/2024 |
| January | 271,038 | 7.15% | 228,072 | -15.85% ** | 163,498 | -28.31% | 149,721 | -8.43% | 358,076 | 139.16% | 413,286 | 15.42% |
| February | 245,122 | 8.04% | 293,617 | 19.78% ** | 107,644 | -63.34% | 208,544 | 93.73% | 306,575 | 47.01% | 381,728 | 24.51% |
| March | 284,308 | 11.39% | 200,818 | -29.37% | 120,403 | -40.04% | 263,211 | 118.61% | 396,109 | 50.49% | 413,639 | 4.43% |
| April | 253,668 | 8.33% | 62,868 | -75.22% | 153,926 | 144.84% | 251,554 | 63.43% | 363,836 | 44.64% | 432,581 | 18.89% |
| May | 262,952 | 12.28% | 73,659 | -71.99% | 179,561 | 143.77% | 292,724 | 63.02% | 404,580 | 38.21% | 450,859 | 11.44% |
| June | 252,025 | 8.66% | 108,719 | -56.86% | 190,113 | 74.87% | 305,174 | 60.52% | 400,379 | 31.20% | | |
| July | 256,666 | 8.25% | 141,670 | -44.80% | 192,650 | 35.99% | 298,584 | 54.99% | 383,892 | 28.57% | | |
| August | 265,350 | 7.41% | 149,188 | -43.78% | 206,098 | 38.15% | 314,573 | 52.63% | 389,850 | 23.93% | | |
| September | 315,538 | 12.06% | 159,966 | -49.30% | 244,651 | 52.94% | 363,367 | 48.52% | 461,855 | 27.10% | | |
| October | 326,677 | 9.16% | 180,519 | -44.74% | 251,017 | 39.05% | 381,913 | 52.15% | 461,502 | 20.84% | | |
| November | 301,765 | 6.54% | 172,153 | -42.95% | 257,773 | 49.73% | 375,257 | 45.58% | 449,467 | 19.78% | | |
| December | 242,702 | 12.27% | 166,556 | -31.37% | 191,536 | 15.00% | 325,757 | 70.08% | 383,712 | 17.79% | | |
| Year-to-date | <u>1,317,088</u> | | <u>859,034</u> | <u>-34.78%</u> | <u>725,032</u> | <u>-15.60%</u> | <u>1,165,754</u> | <u>60.79%</u> | <u>1,829,176</u> | <u>56.91%</u> | <u>2,092,093</u> | <u>14.37%</u> |
| Total Year | <u>3,277,811</u> | | <u>1,937,805</u> | | <u>2,258,870</u> | | <u>3,530,379</u> | | <u>4,759,833</u> | | <u>2,092,093</u> | |
| Weekdays | 106 | | 101 | | 104 | | 105 | | 105 | | 105 | |
| Saturdays | 21 | | 20 | | 22 | | 21 | | 21 | | 21 | |
| Sundays | 21 | | 20 | | 22 | | 22 | | 21 | | 20 | |
| No Service | 1 | | 9 | | 1 | | 1 | | 2 | | 4 | |
| Stats | 2 | | 2 | | 2 | | 2 | | 2 | | 2 | |
| | 151 | | 152 | | 151 | | 151 | | 151 | | 152 | |

** 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 2019 to DECEMBER 2024



| Month | 2019 | | 2020 | | 2021 | | 2022 | | 2023 | | 2024 | |
|--------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|------------------|-----------------------------|
| | 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 | 2024 | Percentage change 2023/2024 |
| January | 236,644 | 6.40% | 209,658 | -11.40% | 146,552 | -30.10% | 129,588 | -11.58% | 297,214 | 129.35% | 333,642 | 12.26% |
| February | 211,826 | 7.61% | 265,263 | 25.23% | 87,564 | -66.99% | 176,418 | 101.47% | 253,201 | 43.52% | 306,557 | 21.07% |
| March | 246,623 | 10.69% | 171,362 | -30.52% | 99,088 | -42.18% | 221,458 | 123.50% | 328,353 | 48.27% | 334,643 | 1.92% |
| April | 219,821 | 6.85% | 53,859 | -75.50% | 128,706 | 138.97% | 212,487 | 65.09% | 300,773 | 41.55% | 345,313 | 14.81% |
| May | 226,291 | 11.16% | 63,239 | -72.05% | 149,872 | 136.99% | 244,912 | 63.41% | 331,108 | 35.19% | 361,011 | 9.03% |
| June | 218,751 | 7.83% | 95,352 | -56.41% | 158,106 | 65.81% | 254,258 | 60.81% | 327,995 | 29.00% | | |
| July | 223,562 | 6.71% | 124,516 | -44.30% | 160,945 | 29.26% | 250,778 | 55.82% | 317,014 | 26.41% | | |
| August | 233,520 | 6.21% | 130,537 | -44.10% | 173,395 | 32.83% | 264,959 | 52.81% | 321,763 | 21.44% | | |
| September | 275,090 | 10.72% | 138,690 | -49.58% | 207,853 | 49.87% | 305,212 | 46.84% | 381,107 | 24.87% | | |
| October | 282,342 | 7.95% | 152,972 | -45.82% | 212,409 | 38.85% | 318,079 | 49.75% | 378,307 | 18.93% | | |
| November | 260,755 | 5.37% | 144,602 | -44.54% | 219,831 | 52.02% | 312,105 | 41.97% | 365,948 | 17.25% | | |
| December | 210,393 | 10.76% | 140,066 | -33.43% | 167,506 | 19.59% | 270,450 | 61.46% | 310,830 | 14.93% | | |
| Year-to-date | <u>1,141,205</u> | | <u>763,381</u> | -33.11% | <u>611,782</u> | -19.86% | <u>984,863</u> | 60.98% | <u>1,510,649</u> | 53.39% | <u>1,681,166</u> | 11.29% |
| Total Year | <u>2,845,618</u> | | <u>1,690,116</u> | | <u>1,911,827</u> | | <u>2,960,704</u> | | <u>3,913,613</u> | | <u>1,681,166</u> | |

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| | ACTUAL | MAY BUDGET | VARIANCE | ACTUAL | YTD BUDGET | VARIANCE |
|--------------------------------------|------------------|------------------|----------------|------------------|------------------|-------------------|
| REVENUES | | | | | | |
| Passenger Revenue | \$28,553 | \$26,023 | \$2,530 | \$137,130 | \$111,776 | \$25,354 |
| City of Mount Pearl Billing | 89,221 | 90,400 | (1,179) | 420,041 | 460,430 | (40,389) |
| Total Revenue | \$117,774 | \$116,423 | \$1,351 | \$557,171 | \$572,206 | (\$15,035) |
| *Less Variable Expenses | | | | | | |
| Operating Expenses | \$58,882 | \$62,406 | \$3,524 | \$267,760 | \$288,716 | \$20,956 |
| Maintenance Expenses | 20,564 | 22,757 | 2,193 | 107,132 | 101,101 | (6,031) |
| Finance & Admin. Expenses | 18,368 | 18,211 | (157) | 87,205 | 84,559 | (2,646) |
| Total Expenses | \$97,814 | \$103,374 | \$5,560 | \$462,097 | \$474,376 | \$12,279 |
| 6 Total Overhead Contribution | \$19,960 | \$13,049 | \$6,911 | \$95,074 | \$97,830 | (\$2,756) |
| Mount Pearl Kilometers | 15,315.2 | 15,131.0 | 184.2 | 72,453.9 | 74,380.9 | (1,927.0) |
| Cost per Kilometer | \$7.69 | \$7.69 | | \$7.69 | \$7.69 | |
| Riders Per Hour^ - Route 21 | 34.9 | | | | | |
| Riders Per Hour^ - Route 22 | 27.8 | | | | | |
| ^ Riders per hour average: | | | | | | |
| | Route 21 | Route 22 | | | | |
| 2016 | 20.6 | 16.6 | | | | |
| 2017 | 19.6 | 15.7 | | | | |
| 2018 | 18.7 | 15.1 | | | | |
| 2019 | 20.1 | 17.6 | | | | |
| 2020 | 13.5 | 10.6 | | | | |
| 2021 | 14.9 | 12.6 | | | | |
| 2022 | 20.8 | 18.4 | | | | |
| 2023 | 29.7 | 24.4 | | | | |
| 2024 | 32.9 | 27.1 | | | | |
| 2016-2024 | 20.6 | 16.8 | | | | |

*Based on actual/budget kilometers and cost per kilometer

ST. JOHN'S TRANSPORTATION COMMISSION
 PARADISE SUMMARY REPORT
 MAY, 2024



| | ACTUAL | MAY BUDGET | VARIANCE | ACTUAL | YTD BUDGET | VARIANCE |
|------------------------------------|-----------------|-----------------|------------------|------------------|------------------|-------------------|
| REVENUES | | | | | | |
| Passenger Revenue | \$3,666 | \$2,162 | \$1,504 | \$16,103 | \$10,001 | \$6,102 |
| Town of Paradise Billing | 34,875 | 26,850 | 8,025 | 157,199 | 132,790 | 24,409 |
| Total Revenue | \$38,541 | \$29,012 | \$9,529 | \$173,303 | \$142,791 | \$30,512 |
| *Less Variable Expenses | | | | | | |
| Operating Expenses | \$19,269 | \$15,551 | (\$3,718) | \$83,689 | \$72,043 | (\$11,646) |
| Maintenance Expenses | 6,730 | 5,671 | (1,059) | 33,310 | 25,225 | (8,085) |
| Finance & Admin. Expenses | 6,011 | 4,538 | (1,473) | 27,187 | 21,099 | (6,088) |
| Total Expenses | \$32,010 | \$25,760 | (\$6,250) | \$144,186 | \$118,367 | (\$25,819) |
| Total Overhead Contribution | \$6,531 | \$3,252 | \$3,279 | \$29,117 | \$24,424 | \$4,693 |
| 7 | | | | | | |
| Paradise Kilometers | 5,011.8 | 3,770.5 | 1,241.3 | 22,536.0 | 18,560.1 | 3,975.9 |
| Cost per Kilometer | \$7.69 | \$7.69 | | \$7.69 | \$7.69 | |
| Riders Per Hour* | 14.6 | | | | | |
| * Riders per hour average: | | | | | | |
| 2016 (Jun-Dec) | 7.2 | | | | | |
| 2017 | 7.7 | | | | | |
| 2018 | 7.2 | | | | | |
| 2019 | 6.9 | | | | | |
| 2020 | 4.0 | | | | | |
| 2021 | 5.0 | | | | | |
| 2022 | 9.3 | | | | | |
| 2023 | 15.0 | | | | | |
| 2024 | 14.4 | | | | | |
| 2016-2024 | 8.3 | | | | | |

*Based on actual/budget kilometers and cost per kilometer



| | ACTUAL | MAY BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--------------------------------|----------------|----------------|------------------|----------------|------------------------|------------------|
| REVENUES | | | | | | |
| Charter Revenue | \$2,760 | \$7,000 | (\$4,240) | \$6,914 | \$7,700 | (\$786) |
| Total Revenue | \$2,760 | \$7,000 | (\$4,240) | \$6,914 | \$7,700 | (\$786) |
| EXPENSES | | | | | | |
| Operators Salary Expense | \$1,245 | \$2,280 | \$1,035 | \$5,262 | \$2,510 | (\$2,752) |
| Operation's Salaries Expense | 200 | 200 | 0 | 400 | 400 | 0 |
| Diesel Fuel Expense | 383 | 730 | 347 | 772 | 800 | 28 |
| Maintenance Expenses * | 483 | 1,170 | 687 | 483 | 1,290 | 807 |
| Meals & Miscellaneous Expenses | 0 | 0 | 0 | 0 | 0 | 0 |
| Marketing Expense | 0 | 350 | 350 | 0 | 350 | 350 |
| Administration Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expenses | \$2,311 | \$4,730 | \$2,419 | \$6,917 | \$5,350 | (\$1,567) |
| PROFIT / (LOSS) | \$449 | \$2,270 | (\$1,821) | (\$3) | \$2,350 | (\$2,353) |

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* 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
 MAY, 2024



| | ACTUAL | MAY BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|------------------------------------|-----------------|-----------------|----------------|-----------------|------------------------|------------------|
| REVENUES | | | | | | |
| Metrobus Transit Advertising | \$14,900 | \$15,000 | (\$100) | \$53,099 | \$60,000 | (\$6,901) |
| Total Revenues | \$14,900 | \$15,000 | (\$100) | \$53,099 | \$60,000 | (\$6,901) |
| EXPENSES | | | | | | |
| Salaries | \$4,070 | \$4,070 | \$0 | \$17,910 | \$17,920 | \$10 |
| Sales Commission | 1,603 | 1,610 | 7 | 5,873 | 6,550 | 677 |
| Sign Production | 1,550 | 580 | (970) | 2,532 | 2,900 | 368 |
| Promotion | 0 | 0 | 0 | 0 | 0 | 0 |
| Vehicle | 485 | 490 | 5 | 2,461 | 2,450 | (11) |
| Telephone | 52 | 60 | 8 | 220 | 300 | 80 |
| Advertising | 300 | 890 | 590 | 1,500 | 4,450 | 2,950 |
| Sign Installations | 631 | 630 | (1) | 2,731 | 3,150 | 419 |
| 9 Entertainment | 0 | 190 | 190 | 0 | 950 | 950 |
| Advertising Software | 360 | 360 | 0 | 1,800 | 1,800 | 0 |
| Total Expenses | \$9,051 | \$8,880 | (\$171) | \$35,027 | \$40,470 | \$5,443 |
| PROFIT / (LOSS) | \$5,849 | \$6,120 | (\$271) | \$18,072 | \$19,530 | (\$1,458) |
| Contra Transit Advertising Revenue | \$2,250 | \$2,250 | \$0 | \$11,250 | \$11,250 | \$0 |
| TOTAL PROFIT / (LOSS) | \$8,099 | \$8,370 | (\$271) | \$29,322 | \$30,780 | (\$1,458) |

KEY PERFORMANCE INDICATORS

| | 5 MTH 2024 | 5 MTH 2023 | 5 MTH 2022 | 5 MTH 2021 | 5 MTH 2020 | TOTAL 2023 | TOTAL 2022 | TOTAL 2021 | TOTAL 2020 |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| FULL SYSTEM | | | | | | | | | |
| PASSENGERS PER HOUR | 33.34 | 30.51 | 19.75 | 13.61 | 16.97 | 32.73 | 25.04 | 17.17 | 15.61 |
| ENERGY EFFIC. (Diesel / Rev Hours) | 21.95 | 22.30 | 22.79 | 13.38 | 11.95 | 21.81 | 24.23 | 14.72 | 11.13 |
| FINANCIAL PERFORMANCE (Op Rev / Op Cost) | 36.8% | 36.4% | 27.6% | 23.5% | 22.3% | 36.7% | 30.6% | 26.9% | 23.0% |
| MAINTENANCE EFFIC. (Bus Maint / Rev Hours) | 30.49 | 28.90 | 26.75 | 28.56 | 30.38 | 30.16 | 29.33 | 29.39 | 30.50 |
| AVERAGE FARE (Low Income Pass incl.) | 1.66 | 1.75 | 2.00 | 2.39 | 1.94 | 1.68 | 1.85 | 2.20 | 2.16 |
| OPERATING REVENUE / HOUR | 56.31 | 54.15 | 40.60 | 33.56 | 33.82 | 56.28 | 47.47 | 39.50 | 34.58 |
| TOTAL COST PER RIDER | 4.63 | 5.17 | 7.75 | 11.08 | 9.59 | 5.03 | 6.42 | 9.23 | 10.29 |
| ROUTE 28 (Community Bus) | | | | | | | | | |
| REVENUE HOURS | 761.2 | 769.9 | 768.8 | 759.2 | 713.4 | 1,855.6 | 1,845.0 | 1,844.2 | 1,783.8 |
| RIDERS | 4,871 | 4,744 | 3,549 | 2,696 | 2,469 | 11,482 | 9,585 | 7,462 | 6,992 |
| PASSENGERS PER HOUR | 6.40 | 6.16 | 4.62 | 3.55 | 3.46 | 6.19 | 5.20 | 4.05 | 3.92 |
| OPERATING FUNDING | - | - | - | 21,000 | 35,225 | - | - | 50,000 | 85,000 |
| PASSENGER REVENUE | 8,575 | 9,589 | 7,297 | 5,433 | 4,711 | 23,025 | 19,422 | 14,864 | 13,790 |
| OPERATING REVENUE / HOUR | 11.27 | 12.45 | 9.49 | 34.82 | 55.98 | 12.41 | 10.53 | 35.17 | 55.38 |
| ROUTE 29 (On -Demand) | | | | | | | | | |
| REVENUE HOURS | 1,490.3 | n/a | n/a | n/a | n/a | 1,192.4 | n/a | n/a | n/a |
| RIDERS | 8,011 | n/a | n/a | n/a | n/a | 4,874 | n/a | n/a | n/a |
| PASSENGERS PER HOUR | 5.38 | n/a | n/a | n/a | n/a | 4.09 | n/a | n/a | n/a |
| OPERATING FUNDING | 28,750 | n/a | n/a | n/a | n/a | 20,000 | n/a | n/a | n/a |
| PASSENGER REVENUE | 9,590 | n/a | n/a | n/a | n/a | 7,235 | n/a | n/a | n/a |
| OPERATING REVENUE / HOUR | 25.73 | n/a | n/a | n/a | n/a | 22.84 | n/a | n/a | n/a |

10

| KEY PERFORMANCE INDICATORS | 5 MTH 2024 | % of Paid Trips | 5 MTH 2023 | % of Paid Trips | 5 MTH 2022 | % of Paid Trips | 5 MTH 2021 | % of Paid Trips | 5 MTH 2020 | % of Paid Trips | TOTAL 2023 | % of Paid Trips | TOTAL 2022 | % of Paid Trips | TOTAL 2021 | % of Paid Trips | TOTAL 2020 | |
|--------------------------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|----------------|--------------------|----------------|--------------------|----------------|--------------------|---------------|-------|
| BUS TRIPS (St. John's) | 35,770 | 62.5% | 30,363 | #DIV/0! | 25,026 | #DIV/0! | 23,472 | #DIV/0! | 19,996 | 59.2% | 71,402 | 53.8% | 68,185 | 58.8% | 65,456 | 63.2% | 52,523 | 61.6% |
| TAXI TRIPS (St. John's) | 18,928 | 33.1% | 22,969 | #DIV/0! | 13,654 | #DIV/0! | 9,593 | #DIV/0! | 12,142 | 35.9% | 53,614 | 40.4% | 41,837 | 36.1% | 33,630 | 32.5% | 29,196 | 34.3% |
| TOTAL TRIPS (St. John's) | 54,698 | | 53,332 | | 38,680 | | 33,065 | | 32,138 | | 125,016 | | 110,022 | | 99,086 | | 81,719 | |
| NO SHOWS (St. John's) | 2,505 | 4.4% | 3,087 | #DIV/0! | 1,911 | #DIV/0! | 1,418 | #DIV/0! | 1,654 | 4.9% | 7,679 | 5.8% | 6,023 | 5.2% | 4,499 | 4.3% | 3,516 | 4.1% |
| TOTAL PAID TRIPS (St. John's) | 57,203 | | 56,419 | | 40,591 | | 34,483 | | 33,792 | | 132,695 | | 116,045 | | 103,585 | | 85,235 | |
| CANCELLATIONS (St. John's) | 41,846 | 73.2% | 36,062 | #DIV/0! | 18,306 | #DIV/0! | 18,984 | #DIV/0! | 39,726 | 117.6% | 89,315 | 67.3% | 58,465 | 50.4% | 48,379 | 46.7% | 71,522 | 83.9% |
| GOBUS rides on METROBUS | 11,680 | 20.4% | 11,269 | #DIV/0! | 9,773 | #DIV/0! | 5,989 | #DIV/0! | 4,075 | 12.1% | 32,396 | 24.4% | 26,263 | 22.6% | 20,396 | 19.7% | 12,618 | 14.8% |
| TOTAL COST PER RIDER (St. John's) | 29.15 | | 28.44 | | 36.11 | | 32.44 | | 32.75 | | 30.79 | | 35.29 | | 31.60 | | 31.91 | |

REVENUES

| PASSENGER REVENUE | | 2024 | 2023 | Variance |
|-------------------|-------------------------------------|------------------|------------------|-----------------|
| \$10,301 | Cash Revenue | \$93,015 | \$97,820 | (\$4,805) |
| | 10-Ride Passes | \$141,588 | \$140,130 | \$1,458 |
| | Monthly Passes | \$289,028 | \$248,364 | \$40,664 |
| | Other (double-rides, Go-Cards, etc) | \$8,500 | \$9,671 | (\$1,171) |
| | M-Card fees | \$4,121 | \$4,191 | (\$70) |
| | Credits / Discounts / Allocations | (\$730) | (\$6,308) | \$5,578 |
| | Commission Paid | (\$2,131) | (\$2,164) | \$33 |
| | Total Revenue | \$533,391 | \$491,704 | \$41,687 |

- ☆ Cash revenue down 4% from 2023 and cash ridership was down 1%. (U12 Child rides up 17% - 8,257 vs 7,033).
- ☆ 10-Ride pass revenue was up 1% from last year. 10-Ride riders were up 4% & sales were up 1%.
- ☆ Monthly pass revenue was up 16% from last year. Monthly riders were up 22% & sales were up 16%.
- ☆ LIF riders were up 2% from 2023.
- ☆ Ridership of 450,858 was 11% higher than 2023 (404,580) and 8% higher than budget (418,690).
 NOTE: There were 22 week days in 2024 and in 2023.
- ☆ Avg fare (Incl. LIFT) of \$1.51 compared to \$1.60 last year and \$1.60 budget.
- ☆ Rides per pass ratio was 29.9 (LIFT passes incl.) compared to 28.9 last year.
- ☆ Revenue source percentages with historical comparison:

| | Cash | 10R | Mth | LIFT |
|------|-------|-------|-------|-------|
| 2024 | 10.7% | 13.8% | 51.9% | 23.7% |
| 2023 | 12.4% | 14.9% | 47.4% | 25.3% |
| 2022 | 17.0% | 17.7% | 37.6% | 27.7% |
| 2021 | 18.1% | 16.5% | 31.6% | 33.7% |
| 2020 | 32.8% | 15.6% | 51.6% | 0.0% |
| 2019 | 24.9% | 17.1% | 58.0% | 0.0% |
| 2018 | 27.4% | 16.9% | 55.7% | 0.0% |

ON DEMAND PILOT GRANT \$8,750 ☆ First month of new 3 year agreement with Memorial University.

PARADISE REVENUE \$8,025 ☆ Ridership revenues higher than budget , resulting in lower direct billing.
 ☆ Higher KM Billed than budget due increase in service hours as requested from the town.
 (See Paradise statement for more information).

OTHER INCOME \$33,472 ☆ Interest earned on bank balance higher than budget. \$19,492
 ☆ Reimbursement of damages from two not-at-fault accidents. \$13,980
\$33,472

OPERATIONS DEPT

OPERATIONS SALARIES (\$8,432) ☆ More operator hours at lower pay scale than budgeted. \$13,270
 ☆ Vacation weeks more than budget (22 vs 15). (\$9,461)
 ☆ Operators on RTW in call centre. (\$6,988)
 ☆ Weekly overshift higher than budget. (\$3,268)
(\$6,447)

**ST. JOHN'S TRANSPORTATION COMMISSION
BUDGET VARIANCES (CONTINUED...)**



MAY, 2024

| | | |
|--------------------------------|---|-----------------|
| OPERATIONS SALARIES \$7,186 | ☆ Additional Supervisor position not yet filled. | \$7,060 |
| | | |
| FUEL EXPENSE \$98,182 | ☆ Budgeted Usage: 166,982 litres @ \$2.2500 /L | \$375,710 |
| | ☆ Actual Usage: 175,201 litres @ \$1.5978 /L | (\$279,936) |
| | sub-total | \$95,773 |
| | ☆ On Demand Bus Gasoline @ Depot less than budget. | \$2,409 |
| | Total Variance | \$98,182 |
| | | |
| | ☆ Volume Variance: (166,982 - 175,201) @ \$2.2500 /L | (\$18,493) |
| | ☆ Price Variance: 175,201 @ (\$2.2500 - \$1.5978) | \$114,266 |
| | sub-total | \$95,773 |
| | ☆ On Demand Bus Gasoline @ Depot less than budget. | \$2,409 |
| | Total Variance | \$98,182 |
| | | |
| | ☆ Actual burn was 65.7 L / 100KM vs budget of 62.0 L / 100KM. | |
| | ☆ Actual total KM was 271,440 vs budget of 276,720. | |

MAINTENANCE DEPT

| | | |
|-----------------------------------|--|-----------------|
| GARAGE SALARIES \$30,090 | ☆ One mechanic position empty for month. | \$6,670 |
| | ☆ One utility position empty for month. | \$8,070 |
| | ☆ Two apprentices back in school in May. | \$15,330 |
| | ☆ Several positions at lower scale. | \$1,490 |
| | ☆ Overtime, net of docked time, higher than budget. | (\$1,470) |
| | | \$30,090 |
| | | |
| STOCK PARTS EXPENSE \$11,222 | ☆ Expenses less than budget for the month. Still 12% over budget through 5 months. | |
| | | |
| BUILDING & YARDS (\$6,852) | ☆ Rebuild balder motors & machine housing. | (\$11,750) |
| | | |
| BUS STOPS & SHELTERS (\$5,269) | ☆ Shelter pad construction - Frecker Drive. | (\$5,063) |

FINANCE & HUMAN RESOURCES

| | | |
|---------------------------------------|---|--------------------|
| COMPUTER EXPENSE \$7,225 | ☆ Budget not fully utilized in May (timing of purchases). | |
| | | |
| CAPITAL OUT OF REVENUE (\$438,226) | ☆ Expenses related to Radio System Upgrade (Marine MacKay). | (\$438,226) |
| | | |
| ICIP FUNDING RECEIVED \$365,174 | ☆ Accrual for funding claim on above Radio System Upgrade expenses. | |
| | ☆ Federal 50.00% | (\$219,113) |
| | ☆ Provincial 33.33% | (\$146,061) |
| | | (\$365,174) |

ST. JOHN'S TRANSPORTATION COMMISSION

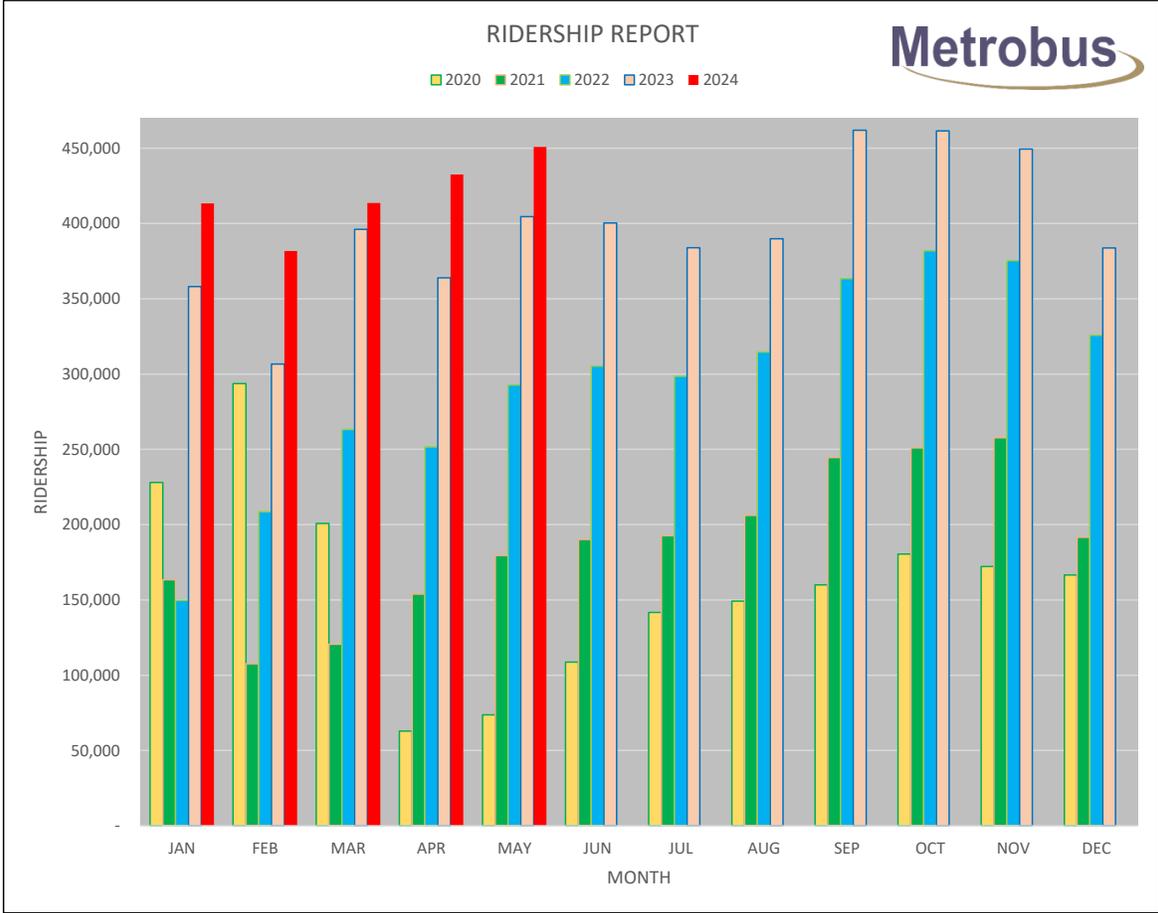
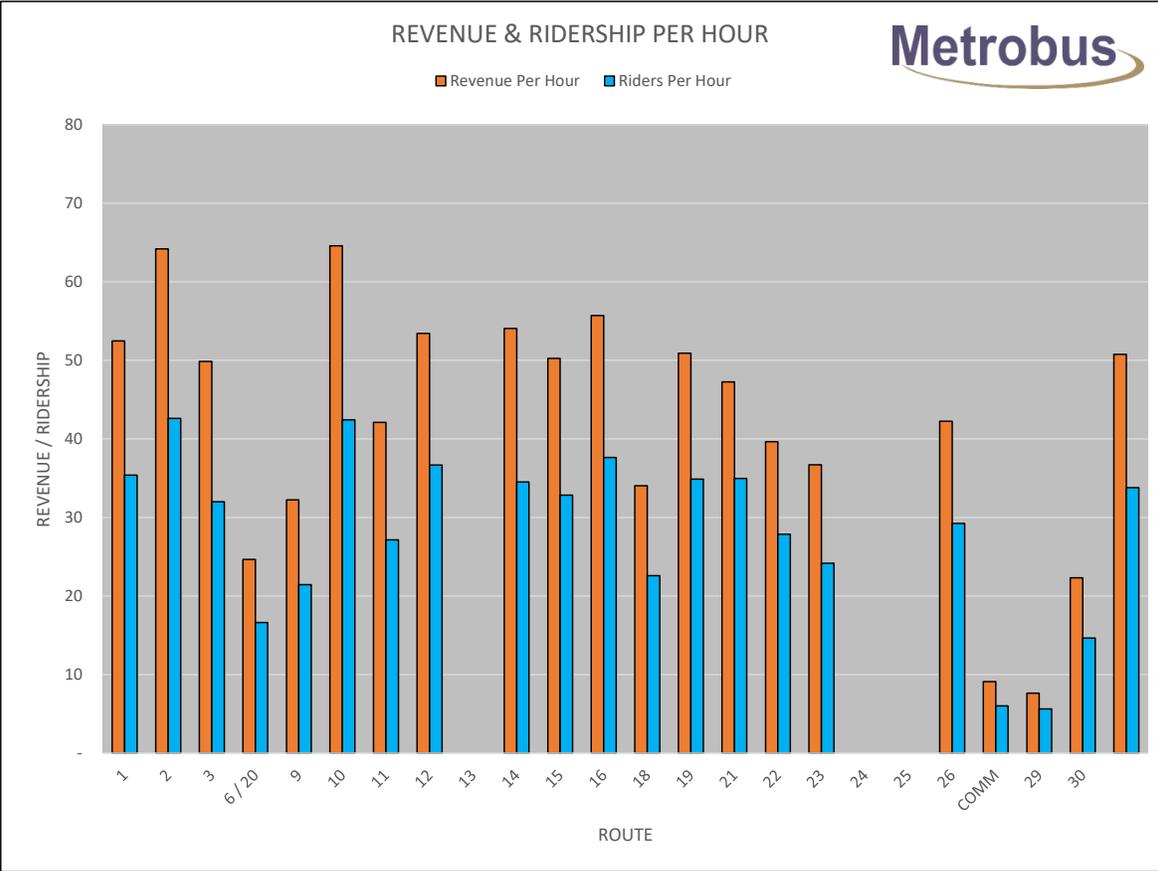
BUDGET VARIANCES (CONTINUED...)

MAY, 2024

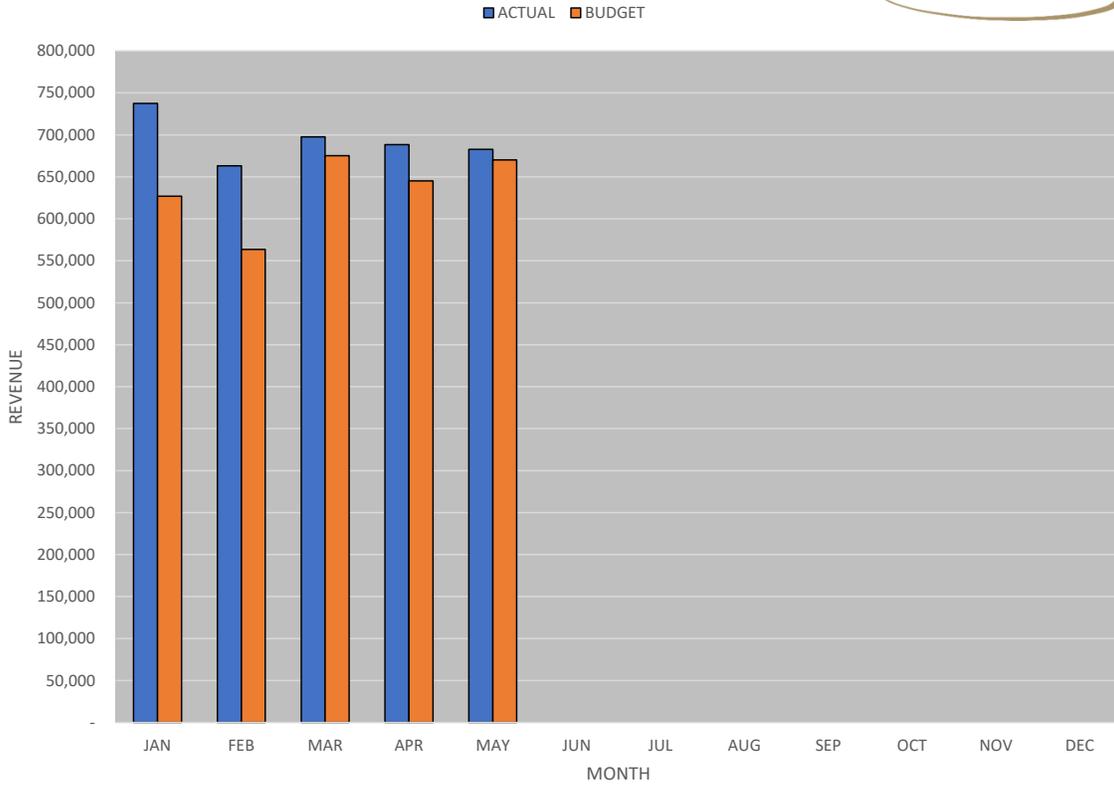


GOBUS

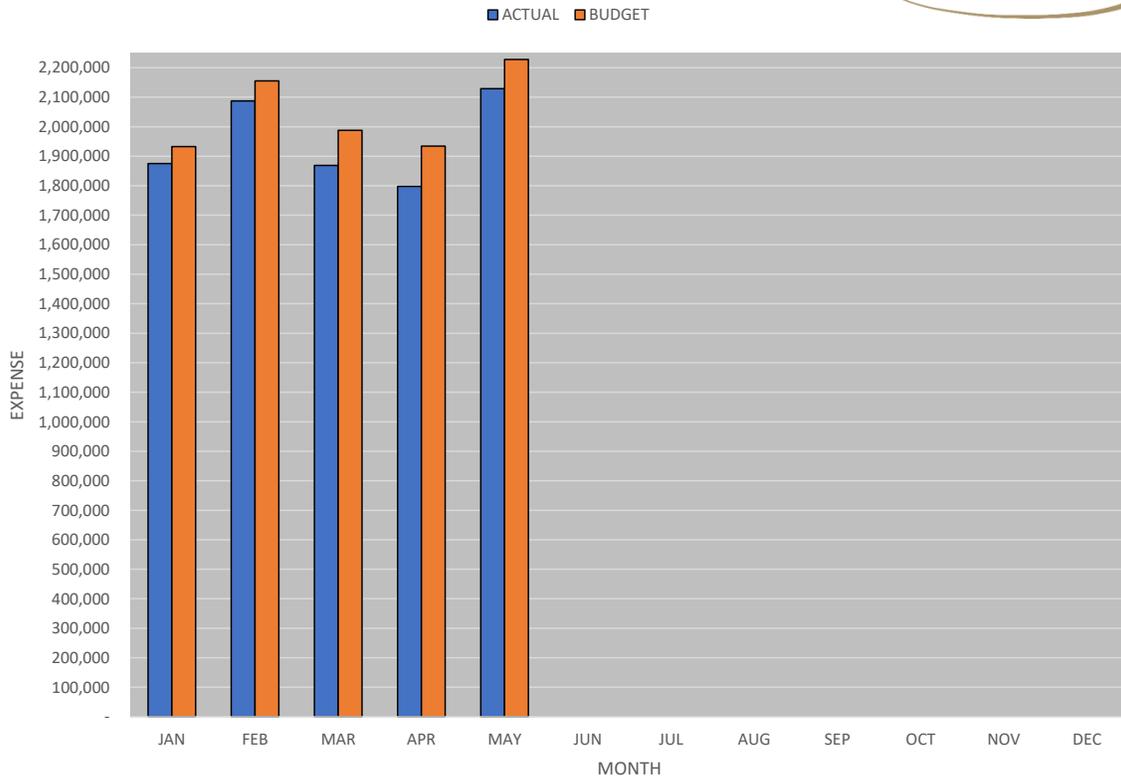
| | | | |
|--------------------|---|------------------------------------|---------------------------|
| CONTRACTOR EXPENSE | ☆ BUDGET - Ridership Bus: | 9,590 rides @ \$26.71 | \$256,149 |
| \$41,775 | ☆ BUDGET - Ridership Taxi: | 4,110 rides @ \$23.99 | \$98,564 |
| | ☆ BUDGET - No Shows: | 420 rides @ \$13.35 | \$5,607 |
| | | | <u>\$360,320</u> |
| | ☆ ACTUAL - Ridership Bus: | 8,262 rides @ \$26.71 | (\$220,623) |
| | ☆ ACTUAL - Ridership Taxi: incl. 251 taxi no shows. | 3,860 rides @ \$23.53 | (\$90,820) |
| | ☆ ACTUAL - No Shows: | 532 rides @ \$13.35 | (\$7,102) |
| | | | <u>(\$318,545)</u> |
| | | | <u>\$41,775</u> |
| | | | |
| GASOLINE EXPENSE | ☆ Budgeted Usage: | 27,000 litres @ \$1.7000 / L | \$45,900 |
| \$9,024 | ☆ Actual Usage: | 25,944 litres @ \$1.4213 / L | (\$36,876) |
| | | | <u>\$9,024</u> |
| | ☆ Volume Variance: | (27,000 - 25,944) @ \$1.7000 / L | \$1,795 |
| | ☆ Price Variance: | 25,944 @ (\$1.7000 - \$1.4213) / L | \$7,229 |
| | | | <u>\$9,024</u> |



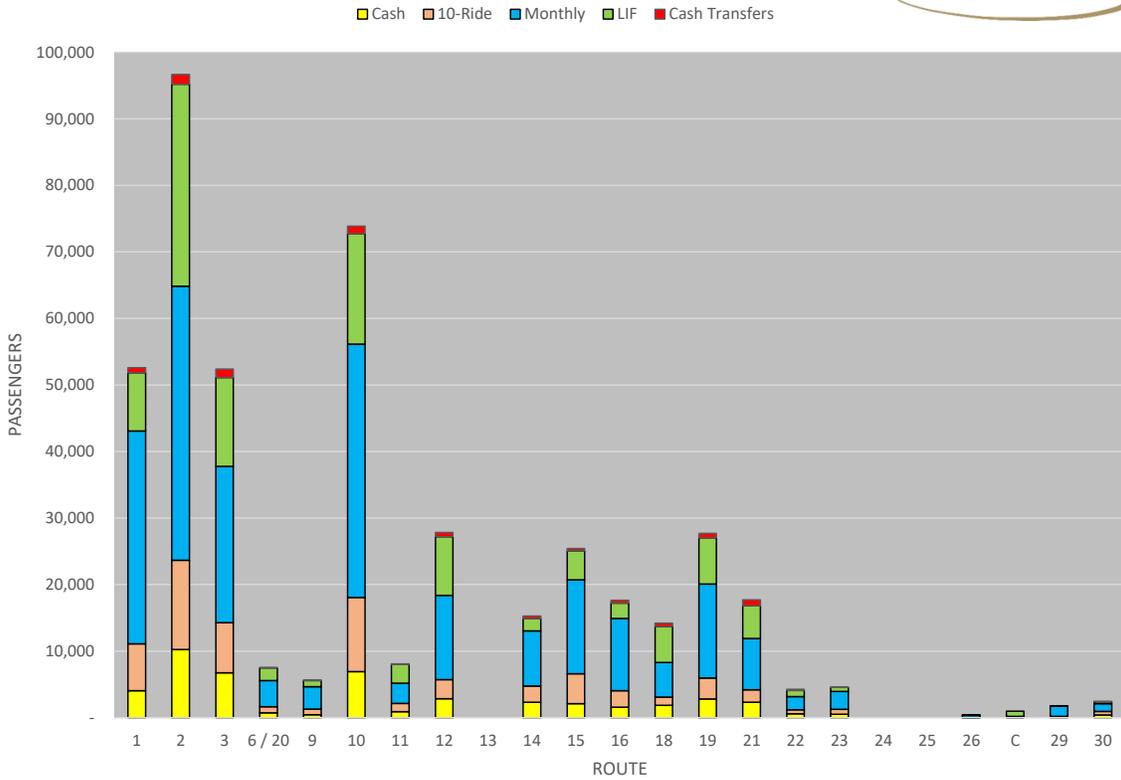
REVENUE REPORT



EXPENSE REPORT



TOTAL PASSENGERS BY ROUTE



| ROUTE | REVENUE HOURS | DIRECT BILLING | REVENUE | COST | RC RATIOS | |
|-------|------------------|---------------------|---------------------|-----------------------|-------------|-------------|
| | | | | | MONTHLY | YTD |
| 1 | 1,464.33 | | \$76,849.02 | \$225,787.97 | 0.34 | 0.39 |
| 2 | 2,234.41 | | \$143,413.80 | \$344,528.15 | 0.42 | 0.43 |
| 3 | 1,597.48 | | \$79,665.24 | \$246,318.64 | 0.32 | 0.32 |
| 6 | 449.53 | | \$11,090.39 | \$69,313.93 | 0.16 | 0.17 |
| 9 | 260.26 | | \$8,388.14 | \$40,130.01 | 0.21 | 0.26 |
| 10 | 1,714.15 | | \$110,675.82 | \$264,308.22 | 0.42 | 0.48 |
| 11 | 295.96 | | \$12,458.68 | \$45,634.66 | 0.27 | 0.27 |
| 12 | 741.73 | | \$39,633.02 | \$114,368.83 | 0.35 | 0.38 |
| 13 | 0.00 | | \$0.00 | \$0.00 | 0.00 | 0.27 |
| 14 | 431.22 | | \$23,308.64 | \$66,490.67 | 0.35 | 0.36 |
| 15 | 763.73 | | \$38,376.65 | \$117,761.06 | 0.33 | 0.39 |
| 16 | 457.79 | | \$25,501.68 | \$70,587.56 | 0.36 | 0.40 |
| 18 | 606.98 | | \$20,667.00 | \$93,591.46 | 0.22 | 0.23 |
| 19 | 774.65 | | \$39,442.53 | \$119,444.83 | 0.33 | 0.35 |
| 21 | 481.19 | \$62,435.35 | \$22,737.55 | \$74,195.65 | 0.31 | 0.32 |
| 22 | 146.74 | \$26,785.73 | \$5,815.26 | \$22,626.13 | 0.26 | 0.26 |
| 23 | 188.08 | | \$6,903.78 | \$29,000.43 | 0.24 | 0.27 |
| 24 | 0.00 | | \$0.00 | \$0.00 | 0.00 | 0.74 |
| 26 | 12.76 | | \$539.11 | \$1,967.49 | 0.27 | 0.50 |
| 28 | 160.78 | | \$1,465.84 | \$24,790.99 | 0.06 | 0.07 |
| 29 | 315.26 | \$8,750.00 | \$2,404.30 | \$48,610.57 | 0.05 | 0.05 |
| 30 | 164.32 | \$34,875.00 | \$3,666.15 | \$25,336.83 | 0.14 | 0.14 |
| | 13,261.35 | \$132,846.08 | \$673,002.62 | \$2,044,794.08 | 0.33 | 0.36 |

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

\$154.19

| | |
|----------------|-------------|
| Total Expenses | \$2,044,794 |
| Debt Interest | \$0 |
| Debt Payment | \$0 |

