



St. John's  
Transportation  
Commission

September 30

2020

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MONTHLY FINANCIAL STATEMENTS

Issued: OCTOBER 20, 2020

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

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



	SEPTEMBER			YEAR TO DATE		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
<b>REVENUE</b>						
SJMC Subsidy	\$1,128,890	\$1,128,890	\$0	\$10,262,050	\$10,018,240	\$243,810
Passenger Revenue	309,820	606,680	(296,860)	2,840,294	4,477,210	(1,636,916)
Low Income Pass Revenue	190,834	0	190,834	190,834	0	190,834
Mt. Pearl Revenue	91,131	82,870	8,261	821,140	769,140	52,000
Paradise Revenue	23,088	22,200	888	206,732	209,130	(2,398)
Charter Revenue	0	7,000	(7,000)	1,080	35,700	(34,620)
Transit Advertising Revenue	9,270	22,250	(12,980)	75,081	170,250	(95,169)
THE LINK Revenue	0	4,400	(4,400)	0	39,550	(39,550)
Community Bus Revenue	8,342	8,330	12	73,655	74,970	(1,315)
Other Income	7,112	10,000	(2,888)	85,434	90,000	(4,566)
<b>TOTAL REVENUE</b>	<b>\$1,768,487</b>	<b>\$1,892,620</b>	<b>(\$124,133)</b>	<b>\$14,556,300</b>	<b>\$15,884,190</b>	<b>(\$1,327,890)</b>
<b>OPERATIONS</b>						
Operators Salaries	\$437,986	\$464,370	\$26,384	\$4,124,014	\$4,397,290	\$273,276
Salaries Operations	99,457	109,060	9,603	1,021,457	1,020,020	(1,437)
Diesel Fuel	105,954	171,770	65,816	1,017,520	1,532,970	515,450
Company Vehicles	3,937	3,130	(807)	27,342	28,250	908
Licenses	4,900	4,900	0	50,840	51,350	510
Communications Expense	2,230	2,230	0	20,965	20,070	(895)
Miscellaneous	2,458	1,170	(1,288)	10,974	7,180	(3,794)
Uniforms & Clothing	6,015	5,990	(25)	54,176	55,110	934
Advertising Expense	3,765	4,720	955	80,082	87,330	7,248
Bus Charter Expense	0	4,230	4,230	1,321	20,760	19,439
Transit Advertising Expense	6,746	8,530	1,784	61,116	76,710	15,594
THE LINK Expense	0	8,630	8,630	0	32,050	32,050
Community Bus Expense	8,442	8,250	(192)	79,655	75,070	(4,585)
Promotions Expense	2,393	5,980	3,587	27,584	49,820	22,236
Registration & Membership	2,054	240	(1,814)	17,599	20,100	2,501
Schedules & Transfers	1,946	2,000	54	9,828	15,200	5,372
<b>TOTAL OPERATIONS</b>	<b>\$688,283</b>	<b>\$805,200</b>	<b>\$116,917</b>	<b>\$6,604,473</b>	<b>\$7,489,280</b>	<b>\$884,807</b>
<b>MAINTENANCE</b>						
Garage Salaries	\$175,602	\$187,530	\$11,928	\$1,742,319	\$1,783,630	\$41,311
Wash Salaries	33,469	25,320	(8,149)	328,779	250,600	(78,179)
Shop Tools & Equipment	1,720	2,150	430	20,701	15,020	(5,681)
Stock Parts	48,495	55,260	6,765	469,798	498,650	28,852
Garage Expense	6,649	7,690	1,041	77,103	65,230	(11,873)
Bus Lubricants	14,251	12,640	(1,611)	72,470	77,280	4,810
Tire Expense	12,681	11,270	(1,411)	76,024	76,270	246
Body Shop Supplies	241	1,310	1,069	552	8,380	7,828
Bus Wash	0	1,230	1,230	22,047	10,050	(11,997)
Building & Yards	15,126	13,150	(1,976)	93,731	95,690	1,959

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



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
Utilities	16,563	19,000	2,437	245,582	292,700	47,118
Maintenance Vehicles	5,949	2,950	(2,999)	39,539	36,550	(2,989)
Bus Stop & Shelters	2,313	3,050	737	19,025	25,450	6,425
Janitorial & Sanitation	3,530	3,550	20	31,927	31,950	23
Farebox Repairs	36	1,400	1,364	3,287	12,200	8,913
<b>TOTAL MAINTENANCE</b>	<b>\$336,625</b>	<b>\$347,500</b>	<b>\$10,875</b>	<b>\$3,242,884</b>	<b>\$3,279,650</b>	<b>\$36,766</b>
<b>FINANCE &amp; ADMINISTRATION</b>						
Administration Salaries	\$72,091	\$70,410	(\$1,681)	\$688,075	\$684,840	(\$3,235)
Employer's Payroll Tax	19,312	18,260	(1,052)	165,808	166,840	1,032
Sick Leave	19,000	19,000	0	171,000	171,000	0
Worker's Compensation	11,599	10,960	(639)	112,658	116,460	3,802
Employment Insurance	13,625	13,770	145	161,860	171,630	9,770
Group Insurance	51,809	54,600	2,791	450,457	478,530	28,073
CPP Expense	33,420	39,910	6,490	365,657	385,900	20,243
Pension Expense	255,310	308,970	53,660	1,145,312	1,220,130	74,818
Audit & Legal Fees	2,000	2,000	0	28,630	30,000	1,370
Telephone Expense	2,766	3,210	444	22,925	27,090	4,165
Computer Expense	22,152	21,890	(262)	186,138	161,170	(24,968)
Office Supplies Expense	26,417	9,340	(17,077)	61,463	56,120	(5,343)
Travel Expense	0	1,500	1,500	0	10,880	10,880
Training Expense	532	1,000	468	6,325	6,800	475
Fleet Insurance Expense	27,828	29,920	2,092	242,576	261,280	18,704
General Insurance Expense	3,105	3,200	95	27,945	28,800	855
Miscellaneous Expense	4,831	6,210	1,379	27,752	37,990	10,238
<b>TOTAL FINANCE &amp; ADMIN.</b>	<b>\$565,797</b>	<b>\$614,150</b>	<b>\$41,863</b>	<b>\$3,864,581</b>	<b>\$4,015,460</b>	<b>\$150,879</b>
Total Expenses	\$1,590,705	\$1,766,850	\$176,145	\$13,711,938	\$14,784,390	\$1,072,452
<b>NET BEFORE DEBT</b>	<b>\$177,782</b>	<b>\$125,770</b>	<b>\$52,012</b>	<b>\$844,362</b>	<b>\$1,099,800</b>	<b>(\$255,438)</b>
<b>DEBT CHARGES</b>						
Loan Interest Expense	5,391	14,270	8,879	\$76,173	\$131,300	\$55,127
Bank Loan Payment	97,000	111,500	14,500	874,000	968,500	94,500
<b>TOTAL SURPLUS/(COST) OF SERVICE</b>	<b>\$75,391</b>	<b>\$0</b>	<b>\$75,391</b>	<b>(\$105,811)</b>	<b>\$0</b>	<b>(\$105,811)</b>

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



	SEPTEMBER			YEAR TO DATE		
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE
<b>REVENUE</b>						
SJMC Subsidy	\$341,630	\$341,630	\$0	\$3,347,630	\$3,336,710	\$10,920
Passenger Revenue	14,808	27,000	(12,192)	119,294	217,000	(97,706)
Low Income Pass Revenue	8,666	0	8,666	8,666	0	8,666
Mount Pearl Admin	5,460	5,420	40	50,960	56,120	(5,160)
Government Grant	7,875	7,900	(25)	70,875	71,100	(225)
<b>TOTAL REVENUE</b>	<b>\$378,439</b>	<b>\$381,950</b>	<b>(\$3,511)</b>	<b>\$3,597,425</b>	<b>\$3,680,930</b>	<b>(\$83,505)</b>
<b>EXPENSES</b>						
MVT Subsidy	\$226,145	\$340,270	\$114,125	\$1,689,890	\$3,273,820	\$1,583,930
Administration Salaries	10,200	10,140	(60)	97,389	98,740	1,351
Employer's Payroll Tax	205	200	(5)	1,946	1,950	4
Worker's Compensation	145	140	(5)	1,380	1,380	0
Employment Insurance	73	230	157	1,855	2,240	385
Group Insurance	287	200	(87)	2,738	1,880	(858)
CPP Expense	161	530	369	4,326	5,180	854
Pension Expense	656	610	(46)	6,350	5,930	(420)
Promotions Expense	147	310	163	947	2,790	1,843
Telephone Expense	277	360	83	2,415	3,240	825
Professional Fees	1,335	1,860	525	18,398	22,060	3,662
Computer Expense	6,887	6,200	(687)	71,702	68,100	(3,602)
Office Supplies Expense	722	250	(472)	2,721	2,250	(471)
Travel Expense	0	0	0	0	2,500	2,500
Training Expense	0	0	0	0	0	0
Miscellaneous Expense	4,491	3,650	(841)	27,247	32,850	5,603
<b>TOTAL EXPENSE</b>	<b>\$251,731</b>	<b>\$364,950</b>	<b>\$113,219</b>	<b>\$1,929,304</b>	<b>\$3,524,910</b>	<b>\$1,595,606</b>
<b>NET BEFORE DEBT</b>	<b>\$126,708</b>	<b>\$17,000</b>	<b>\$109,708</b>	<b>\$1,668,121</b>	<b>\$156,020</b>	<b>\$1,512,101</b>
<b>DEBT CHARGES</b>						
Loan Interest Expense	443	1,000	557	\$6,884	\$10,020	\$3,136
Bank Loan Payment	16,000	16,000	0	146,000	146,000	0
<b>TOTAL SURPLUS/(COST) OF SERVICE</b>	<b>\$110,265</b>	<b>\$0</b>	<b>\$110,265</b>	<b>\$1,515,237</b>	<b>\$0</b>	<b>\$1,515,237</b>

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



Month	2015		2016		2017		2018		2019		2020	
	Ridership	Percentage change 2014/2015	Ridership	Percentage change 2015/2016	Ridership	Percentage change 2016/2017	Ridership	Percentage change 2017/2018	Ridership	Percentage change 2018/2019	Ridership	Percentage change 2019/2020
January	258,346	11.55%	249,788	-3.31%	245,991	-1.52%	252,948	2.83%	271,038	7.15%	228,072	-15.85% **
February	234,673	2.72%	246,727	5.14%	212,883	-13.72%	226,887	6.58%	245,122	8.04%	293,617	19.78% **
March	263,328	3.42%	264,549	0.46%	269,695	1.95%	255,246	-5.36%	284,308	11.39%	200,818	-29.37%
April	240,169	5.72%	238,238	-0.80%	217,414	-8.74%	234,164	7.70%	253,668	8.33%	62,868	-75.22%
May	242,510	1.99%	236,557	-2.45%	239,758	1.35%	234,195	-2.32%	262,952	12.28%	73,659	-71.99%
June	243,836	4.42%	237,772	-2.49%	230,028	-3.26%	231,941	0.83%	252,025	8.66%	108,719	-56.86%
July	232,824	-2.24%	223,924	-3.82%	217,931	-2.68%	237,102	8.80%	256,666	8.25%	141,670	-44.80%
August	236,134	2.32%	234,994	-0.48%	228,138	-2.92%	247,044	8.29%	265,350	7.41%	149,188	-43.78%
September	273,145	-5.03%	276,487	1.22%	268,151	-3.01%	281,581	5.01%	315,538	12.06%	159,966	-49.30%
October	286,252	-3.07%	276,778	-3.31%	275,603	-0.42%	299,274	8.59%	326,677	9.16%		
November	267,124	-0.47%	271,693	1.71%	269,013	-0.99%	283,236	5.29%	301,765	6.54%		
December	223,969	-3.15%	207,670	-7.28%	205,510	-1.04%	216,184	5.19%	242,702	12.27%		
Year-to-date	<u>2,224,965</u>	<u>860.69%</u>	<u>2,209,036</u>	<u>-0.72%</u>	<u>2,129,989</u>	<u>-3.58%</u>	<u>2,201,108</u>	<u>3.34%</u>	<u>2,406,667</u>	<u>9.34%</u>	<u>1,418,577</u>	<u>-41.06%</u>
Total Year	<u>3,002,310</u>	<u>1.27%</u>	<u>2,965,177</u>	<u>-1.24%</u>	<u>2,880,115</u>	<u>-2.87%</u>	<u>2,999,802</u>	<u>4.16%</u>	<u>3,277,811</u>	<u>9.27%</u>	<u>1,418,577</u>	
Weekdays	189		185		188		187		186		181	
Saturdays	38		40		38		39		39		39	
Sundays	38		40		38		38		39		37	
SOE	0		0		0		0		0		8	
Stats	8		9		9		9		9		9	
	<b>273</b>		<b>274</b>		<b>273</b>		<b>273</b>		<b>273</b>		<b>274</b>	

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

**ST. JOHN'S TRANSPORTATION COMMISSION**

MONTHLY REVENUE RIDERSHIP STATISTICS (EXCLUDES TRANSFERS DATA)  
 FROM JANUARY 2015 to DECEMBER 2020



Month	2015		2016		2017		2018		2019		2020	
	2015	Percentage change 2014/2015	2016	Percentage change 2015/2016	2017	Percentage change 2016/2017	2018	Percentage change 2017/2018	2019	Percentage change 2018/2019	2020	Percentage change 2019/2020
January	229,186	16.33%	220,583	-3.75%	218,385	-1.00%	222,408	1.84%	236,644	6.40%	209,658	-11.40%
February	207,090	7.88%	216,374	4.48%	187,771	-13.22%	196,837	4.83%	211,826	7.61%	265,263	25.23%
March	232,646	9.06%	232,591	-0.02%	239,814	3.11%	222,806	-7.09%	246,623	10.69%	171,362	-30.52%
April	211,471	11.34%	209,045	-1.15%	192,439	-7.94%	205,728	6.91%	219,821	6.85%	53,859	-75.50%
May	213,542	5.11%	207,959	-2.61%	211,286	1.60%	203,580	-3.65%	226,291	11.16%	63,239	-72.05%
June	215,080	4.54%	209,327	-2.67%	204,044	-2.52%	202,872	-0.57%	218,751	7.83%	95,352	-56.41%
July	206,202	-1.83%	198,377	-3.79%	193,925	-2.24%	209,506	8.03%	223,562	6.71%	124,516	-44.30%
August	211,517	2.93%	210,112	-0.66%	204,278	-2.78%	219,859	7.63%	233,520	6.21%	130,537	-44.10%
September	241,494	-5.49%	245,427	1.63%	237,683	-3.16%	248,466	4.54%	275,090	10.72%	138,690	-49.58%
October	252,873	-3.52%	244,424	-3.34%	241,775	-1.08%	261,538	8.17%	282,342	7.95%		
November	235,679	-1.37%	239,114	1.46%	236,279	-1.19%	247,460	4.73%	260,755	5.37%		
December	198,020	-3.90%	185,159	-6.49%	181,057	-2.22%	189,948	4.91%	210,393	10.76%		
Year-to-date	<u>1,968,228</u>	<u>899.07%</u>	<u>1,949,795</u>	<u>-0.94%</u>	<u>1,889,625</u>	<u>-3.09%</u>	<u>1,932,062</u>	<u>2.25%</u>	<u>2,092,128</u>	<u>8.28%</u>	<u>1,252,476</u>	<u>-40.13%</u>
Total Year	<u>2,654,800</u>	<u>2.93%</u>	<u>2,618,492</u>	<u>-1.37%</u>	<u>2,548,736</u>	<u>-2.66%</u>	<u>2,631,008</u>	<u>3.23%</u>	<u>2,845,618</u>	<u>8.16%</u>	<u>1,252,476</u>	

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



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YTD BUDGET	VARIANCE
<b>REVENUES</b>						
Passenger Revenue	\$13,887	\$22,149	(\$8,262)	\$105,033	\$188,948	(\$83,915)
City of Mount Pearl Billing	91,131	82,870	8,261	821,140	769,140	52,000
<b>Total Revenue</b>	<b>\$105,018</b>	<b>\$105,019</b>	<b>(\$1)</b>	<b>\$926,173</b>	<b>\$958,088</b>	<b>(\$31,915)</b>
<b>*Less Variable Expenses</b>						
Operating Expenses	\$41,027	\$42,793	\$1,766	\$409,284	\$416,518	\$7,234
Maintenance Expenses	18,204	17,067	(1,137)	182,614	163,218	(19,396)
Finance & Admin. Expenses	25,262	26,275	1,013	167,574	159,076	(8,498)
<b>Total Expenses</b>	<b>\$84,493</b>	<b>\$86,135</b>	<b>\$1,642</b>	<b>\$759,472</b>	<b>\$738,812</b>	<b>(\$20,660)</b>
<b>Total Overhead Contribution</b>	<b>\$20,525</b>	<b>\$18,884</b>	<b>\$1,641</b>	<b>\$166,701</b>	<b>\$219,276</b>	<b>(\$52,575)</b>
Mount Pearl Kilometers	14,749.7	14,749.7	(0.0)	130,080.3	134,558.1	(4,477.8)
Cost per Kilometer	\$7.12	\$7.12		\$7.12	\$7.12	
Riders Per Hour^ - Route 21	13.7					
Riders Per Hour^ - Route 22	10.2					
^ Riders per hour average:						
	<b>Route 21</b>	<b>Route 22</b>				
2015	20.5	17.5				
2016	20.6	16.6				
2017	19.6	15.7				
2018	18.7	15.1				
2019	20.1	17.6				
2020	12.9	10.0				
<b>2015-2020</b>	<b>19.0</b>	<b>15.3</b>				

\*Based on actual/budget kilometers and cost per kilometer

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



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YTD BUDGET	VARIANCE
<b>REVENUES</b>						
Passenger Revenue	\$826	\$1,711	(\$885)	\$5,621	\$10,860	(\$5,239)
Town of Paradise Billing	23,088	22,200	888	206,732	209,130	(2,398)
<b>Total Revenue</b>	<b>\$23,914</b>	<b>\$23,911</b>	<b>\$3</b>	<b>\$212,353</b>	<b>\$219,990</b>	<b>(\$7,637)</b>
<b>*Less Variable Expenses</b>						
Operating Expenses	\$9,342	\$9,744	\$402	\$93,829	\$94,616	\$787
Maintenance Expenses	4,145	3,886	(259)	41,844	37,469	(4,375)
Finance & Admin. Expenses	5,752	5,983	231	38,400	36,500	(1,900)
<b>Total Expenses</b>	<b>\$19,239</b>	<b>\$19,613</b>	<b>\$374</b>	<b>\$174,073</b>	<b>\$168,585</b>	<b>(\$5,488)</b>
<b>Total Overhead Contribution</b>	<b>\$4,675</b>	<b>\$4,298</b>	<b>\$377</b>	<b>\$38,280</b>	<b>\$51,405</b>	<b>(\$13,125)</b>
Paradise Kilometers	3,358.7	3,358.5	0.2	29,824.4	30,897.7	(1,073.3)
Cost per Kilometer	\$7.12	\$7.12		\$7.12	\$7.12	
Riders Per Hour*	4.6					
* Riders per hour average:						
2016 (Jun-Dec)	7.2					
2017	7.7					
2018	7.2					
2019	6.9					
2020	3.9					
<b>2016-2020</b>	<b>6.7</b>					

\*Based on actual/budget kilometers and cost per kilometer



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
<b>REVENUES</b>						
Charter Revenue	\$0	\$7,000	(\$7,000)	\$1,080	\$35,700	(\$34,620)
<b>Total Revenue</b>	<b>\$0</b>	<b>\$7,000</b>	<b>(\$7,000)</b>	<b>\$1,080</b>	<b>\$35,700</b>	<b>(\$34,620)</b>
<b>EXPENSES</b>						
Operators Salary Expense	\$0	\$2,190	\$2,190	\$621	\$11,170	\$10,549
Operation's Salaries Expense	0	300	300	0	1,500	1,500
Diesel Fuel Expense	0	350	350	178	1,780	1,602
Maintenance Expenses *	0	1,090	1,090	522	5,560	5,038
Meals & Miscellaneous Expenses	0	0	0	0	0	0
Marketing Expense	0	300	300	0	650	650
Administration Expense	0	0	0	0	0	0
<b>Total Expenses</b>	<b>\$0</b>	<b>\$4,230</b>	<b>\$4,230</b>	<b>\$1,321</b>	<b>\$20,660</b>	<b>\$19,339</b>
<b>PROFIT / (LOSS)</b>	<b>\$0</b>	<b>\$2,770</b>	<b>(\$2,770)</b>	<b>(\$241)</b>	<b>\$15,040</b>	<b>(\$15,281)</b>

\* 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  
 SEPTEMBER, 2020



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
<b>REVENUES</b>						
Metrobus Transit Advertising	\$7,020	\$20,000	(\$12,980)	\$54,831	\$150,000	(\$95,169)
<b>Total Revenues</b>	<b>\$7,020</b>	<b>\$20,000</b>	<b>(\$12,980)</b>	<b>\$54,831</b>	<b>\$150,000</b>	<b>(\$95,169)</b>
<b>EXPENSES</b>						
Salaries	\$3,913	\$3,910	(\$3)	\$38,148	\$38,130	(\$18)
Sales Commission	814	2,110	1,296	6,495	15,990	9,495
Sign Production	477	580	103	473	5,220	4,747
Promotion	0	0	0	0	0	0
Vehicle	485	370	(115)	4,365	3,330	(1,035)
Telephone	37	80	43	375	720	345
Advertising	275	300	25	3,080	2,700	(380)
Sign Installations	385	630	245	4,941	5,670	729
Entertainment	0	190	190	0	1,710	1,710
Advertising Software	360	360	0	3,240	3,240	0
<b>Total Expenses</b>	<b>\$6,746</b>	<b>\$8,530</b>	<b>\$1,784</b>	<b>\$61,117</b>	<b>\$76,710</b>	<b>\$15,593</b>
<b>PROFIT / (LOSS)</b>	<b>\$274</b>	<b>\$11,470</b>	<b>(\$11,196)</b>	<b>(\$6,286)</b>	<b>\$73,290</b>	<b>(\$79,576)</b>
Contra Transit Advertising Revenue	\$2,250	\$2,250	\$0	\$20,250	\$20,250	\$0
<b>TOTAL PROFIT / (LOSS)</b>	<b>\$2,524</b>	<b>\$13,720</b>	<b>(\$11,196)</b>	<b>\$13,964</b>	<b>\$93,540</b>	<b>(\$79,576)</b>

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	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
<b>Community Bus</b>						
Fares	\$1,192	\$0	\$1,192	\$9,830	\$0	\$9,830
Government Grant	7,150	8,330	(1,180)	63,825	74,970	(11,145)
<b>Total Revenues</b>	<b>\$8,342</b>	<b>\$8,330</b>	<b>\$12</b>	<b>\$73,655</b>	<b>\$74,970</b>	<b>(\$1,315)</b>
<b>EXPENSES</b>						
Operators Salaries	\$5,716	\$5,460	(\$256)	\$50,927	\$49,660	(\$1,267)
Operations Salaries	0	0	0	0	0	0
Benefits	626	570	(56)	5,569	5,030	(539)
Diesel / Gas	806	1,050	244	8,997	9,670	673
Maintenance Expenses	1,004	1,070	66	8,052	9,810	1,758
Other	290	100	(190)	6,109	900	(5,209)
<b>Total Expenses</b>	<b>\$8,442</b>	<b>\$8,250</b>	<b>(\$192)</b>	<b>\$79,655</b>	<b>\$75,070</b>	<b>(\$4,585)</b>
Capital Debt Payment	\$1,800	\$1,800	\$0	\$16,200	\$16,200	\$0
<b>PROFIT / (LOSS)</b>	<b>(\$1,900)</b>	<b>(\$1,720)</b>	<b>(\$180)</b>	<b>(\$22,200)</b>	<b>(\$16,300)</b>	<b>(\$5,900)</b>
West # 1 (Mon) X 3	115			1,313		
East # 1 (Tue) X 5	83			512		
West # 2 (Wed) X 5	125			1,001		
East # 2 (Thu) X 4	79			932		
Bidgoods (Fri) X 4	192			1,036		
	<b>594</b>			<b>4,794</b>		

Riders Per Hour\*

\* Riders per hour average:

2014	2.3
2015	4.2
2016	5.5
2017	5.9
2018	5.7
2019	5.5
2020	3.8
<b>2014-2020</b>	<b>5.0</b>

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

Check engine codes service @ Hickmans	192
Tires	369
DEF resevoir	342
Module kit	468
Sensor	322
Element	170
Filters	256
Exhaust sensor	210
Battery	254
Diagnose & repair sensor	1,198
Other	2,328
<b>Total Other</b>	<b>6,109</b>

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



KEY PERFORMANCE INDICATORS	9 MTHS	9 MTHS	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL
	2020	2019	2019	2018	2017	2016	2015
PASSENGERS PER HOUR	15.64	23.74	24.21	22.08	21.47	22.12	22.80
ENERGY EFFIC. (Diesel / Rev Hours)	11.22	14.24	14.36	14.49	12.12	11.07	12.97
FINANCIAL PERFORMANCE (Op Rev / Op Cost)	22.6%	31.7%	32.7%	31.2%	33%	30%	32%
MAINTENANCE EFFIC. (Bus Maint / Rev Hours)	30.75	27.11	26.68	25.59	25.06	25.88	24.32
AVERAGE FARE	2.14	1.88	1.87	1.92	1.95	1.76	1.79
OPERATING REVENUE / HOUR	34.25	45.74	46.40	43.80	43.47	40.87	42.92
TOTAL COST PER RIDER	10.35	6.54	6.44	6.97	6.99	6.95	6.78

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



KEY PERFORMANCE INDICATORS	9 MTHS	% of	9 MTHS	% of	TOTAL	% of								
	2020	Paid Trips	2019	Paid Trips	2019	Paid Trips	2018	Paid Trips	2017	Paid Trips	2016	Paid Trips	2015	Paid Trips
BUS TRIPS	36,023	61.1%	73,125	60.9%	98,012	60.5%	89,970	60.5%	72,581	56.1%	78,520	67.2%	78,711	74.7%
TAXI TRIPS	20,489	34.7%	42,569	35.4%	58,085	35.8%	51,870	34.9%	49,297	38.1%	29,891	25.6%	19,571	18.6%
<b>TOTAL TRIPS</b>	<b>56,512</b>		<b>115,694</b>		<b>156,097</b>		<b>141,840</b>		<b>121,878</b>		<b>108,411</b>		<b>98,282</b>	
NO SHOWS	2,463	4.2%	4,404	3.7%	5,985	3.7%	6,832	4.6%	7,474	5.8%	8,405	7.2%	7,058	6.7%
<b>TOTAL PAID TRIPS</b>	<b>58,975</b>		<b>120,098</b>		<b>162,082</b>		<b>148,672</b>		<b>129,352</b>		<b>116,816</b>		<b>105,340</b>	
CANCELLATIONS	61,360	104.0%	50,287	41.9%	70,239	43.3%	57,627	38.8%	24,825	19.2%	12,935	11.1%	12,730	12.1%
GOBUS rides on METROBUS	9,599	16.3%	17,695	14.7%	23,976	14.8%	19,346	13.0%	14,264	11.0%	8,741	7.5%	4,807	4.6%

**REVENUES**

PASSENGER REVENUE	2020	2019	Variance
(\$159,054)			
Cash Revenue	\$93,465	\$171,574	(\$78,109)
10-Ride Passes	\$69,615	\$121,135	(\$51,520)
Monthly Passes	\$141,729	\$299,878	(\$158,149)
Other (double-rides, Go-Cards, etc)	\$5,358	\$8,591	(\$3,233)
M-Card fees	\$2,730	\$9,874	(\$7,144)
Credits / Discounts / Allocations	(\$1,606)	(\$6,656)	\$5,049
Commission Paid	(\$1,470)	(\$4,181)	\$2,711
<b>Total Revenue</b>	<b>\$309,820</b>	<b>\$600,215</b>	<b>(\$290,395)</b>

- ☆ **Government of NL declared a pulic health emergency related to COVID-19 on March 18, 2020.**
- ☆ Cash revenue down 45.5% from 2019 and cash ridership down 45.2%.
- ☆ 10-Ride pass revenue was down 42.5% from 2019. 10-Ride riders were down 36.9% while sales were down 42.3%
- ☆ Monthly pass revenue was down 52.7% from 2019. Monthly riders were down 54.4% while sales were down 54.2%
- ☆ Ridership of 159,966 was 49% lower than 2019 (315,538) and 50.6% lower than budget (324,043).  
 NOTE: There were 21 week days in 2020 and 20 last year.
- ☆ Avg fare of \$2.06 compared to \$1.90 in 2019 and \$1.87 budget (this is avg fare not including LIFT revenue or 10,109 rides on LIFT cards in September).
- ☆ **Rides per pass ratio was 39.8 (LIFT passes not incl.) compared to 45.2 in 2019.**
- ☆ Cash % has gone back up in 2020. This is due to the free rides period after the SOE being captured with the GFI system and the drop in m-card usage after the 18th of March.

	Cash	10R	Mth
2020	31.4%	17.8%	50.8%
2019	26.8%	16.8%	56.4%
2018	30.0%	16.8%	53.2%
2017	31.8%	17.1%	51.2%
2016	33.5%	16.2%	50.3%

LOW INCOME PASS REVENUE    ☆ Month 1 of program - 8,500 cards sent out. 3,223 activated by September 30 - 10,109 rides thus far.  
 \$190,834

MOUNT PEARL REVENUE    ☆ Actual ridership revenues less than budget due to COVID-19, thus higher subsidy required.  
 \$8,261    (See Mount Pearl statement for more information).

CHARTER REVENUE    ☆ No charters in September.  
 (\$7,000)    (See Charter statement for more information).

TRANSIT ADVERTISING REVENUE    ☆ Sales bookings were much lower than budgeted.  
 (\$12,980)    (See Transit Advertising statement for more information).

THE LINK REVENUE    ☆ The Link was not renewed by the partners for 2020.  
 (\$4,400)

OTHER INCOME    ☆ Other general miscellaneous receipts less than budget.  
 (\$2,888)

**OPERATIONS DEPT**

OPERATORS SALARIES	☆ Twelve fewer shifts Sep 1-13 (65 vs 77) - Reduced schedule & delayed FTN.	\$31,181
\$26,384	☆ Two fewer shifts Sep 14-30 (75 vs 77) - Delayed FTN.	\$5,197
	☆ Lower pay scale paid time less than budget.	\$1,783
	☆ Overtime, stat pay, temp pay, paid sick leave, overshift net of docked time less than budget.	(\$4,531)
	☆ Vacation weeks higher than budget (35 vs 30).	(\$6,496)
		<u>\$27,134</u>

OPERATIONS SALARIES	☆ One fewer supervisor due to delayed start of FTN.	\$5,976
\$9,603	☆ One fewer supervisor due to medical leave (net of temporary coverage)	\$3,593
	☆ Overtime, stat pay, and part-time ISR pay less than budget.	\$420
		<u>\$9,989</u>

DIESEL FUEL EXPENSE	☆ Budgeted Usage: 148,078 litres @ \$1.1600 /L	\$171,770
\$65,816	☆ Actual Usage: 132,991 litres @ \$0.7967 /L	(\$105,954)
		<u>\$65,816</u>
	☆ Volume Variance: (148,078 - 132,991) @ \$1.16 /L	\$17,500
	☆ Price Variance: 132,991 @ (\$1.16 - \$0.7967)	\$48,316
		<u>\$65,816</u>
	☆ Actual burn was 56.8 L / 100KM vs budget of 57.6 L / 100KM.	
	☆ Actual total KM was 235,931 vs budget of 261,300.	

BUS CHARTER EXPENSE	☆ No charters in September.	
\$4,230	(See Charter statement for more information).	

THE LINK EXPENSE	☆ No Link in 2020.	
\$8,630		

PROMOTIONS EXPENSE	☆ Air Miles awarded much lower than budget.	
\$3,587		

**MAINTENANCE DEPT**

GARAGE SALARIES	☆ Mechanic short for month - moved to Planning Supervisor.	\$6,205
\$11,928	☆ Mechanic short for month - extra 1 budgeted for start of FTN.	\$6,205
	☆ Apprentice at 70% wage rate.	\$3,417
	☆ OT & stat pay higher than budget.	(\$3,960)
		<u>\$11,866</u>

WASH SALARIES	☆ Three hires to increase bus cleanings - COVID-19.	(\$10,675)
(\$8,149)	☆ One regular wash member short due to resignation.	\$2,094
		<u>(\$8,581)</u>

STOCK PARTS EXPENSE \$6,765	☆ Parts usage less than budget.		
UTILITIES EXPENSE \$2,437	☆ Messenger Drive electricity	BUDGET	\$17,500
	☆ Messenger Drive electricity	ACTUAL	(\$15,345)
	Messenger Drive water	BUDGET	\$1,500
	Messenger Drive water	ACTUAL	(\$1,218)
			<u><u>\$2,437</u></u>
	☆ September billing had 116,400 kWh & 633 kVA & while last year had 130,500 kWh & 724 kVA.		
MAINTENANCE VEHICLES (\$2,999)	☆ Brake parts for GMC pickup.		(\$1,085)
	☆ Steering box & arm for GMC pickup.		(\$1,397)
			<u><u>(\$2,482)</u></u>

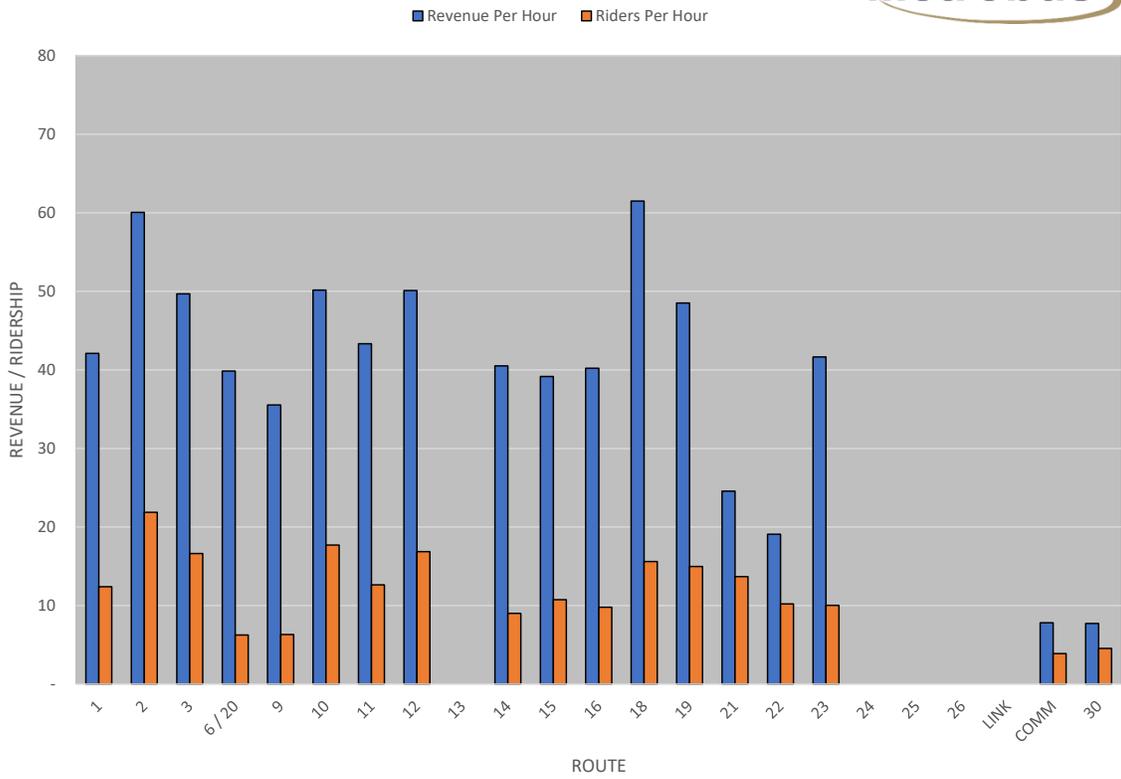
**FINANCE & HUMAN RESOURCES**

GROUP INSURANCE \$2,791	☆ Current Union members in the plan are lower than when budget was prepared.		
CPP EXPENSE \$6,490	☆ Lower payroll expenses for the month led to decreased CPP contributions.		
	☆ Contribution ceilings hit for numerous employees.		
PENSION EXPENSE \$53,660	☆ Valuations filed in September increased ER rates to 181.2% for non-union (budget - 151.6%) and 127.9% for union (budget - 103.3%).		(\$2,554)
	☆ More DC members than budgeted.		(\$3,986)
	☆ Valuation required no increase to special payment for 2020.		\$199,880
	☆ Retro ER expense for Jan-Aug due to adjustment in rates mentioned above.		(\$139,680)
			<u><u>\$53,660</u></u>
OFFICE SUPPLIES EXPENSE (\$17,077)	☆ Expense recongized this month for bus passes issued under LIFT program.		(\$22,973)
FLEET INSURANCE \$2,092	☆ Renewal in November 2019 had less of an increase in rates than forecasted in budget for 2020.		
LOAN INTEREST EXPENSE \$8,879	☆ Lower total debt balance & lower interest rate than budget (1.49% vs 3.35%).		
BANK LOAN PAYMENT \$14,500	☆ New debt payments for PTIF2 projects not started and none required for Transit Signal Priority.		
	☆ No debt payments needed on camera system or 2014 loader - paid off in December 2019.		

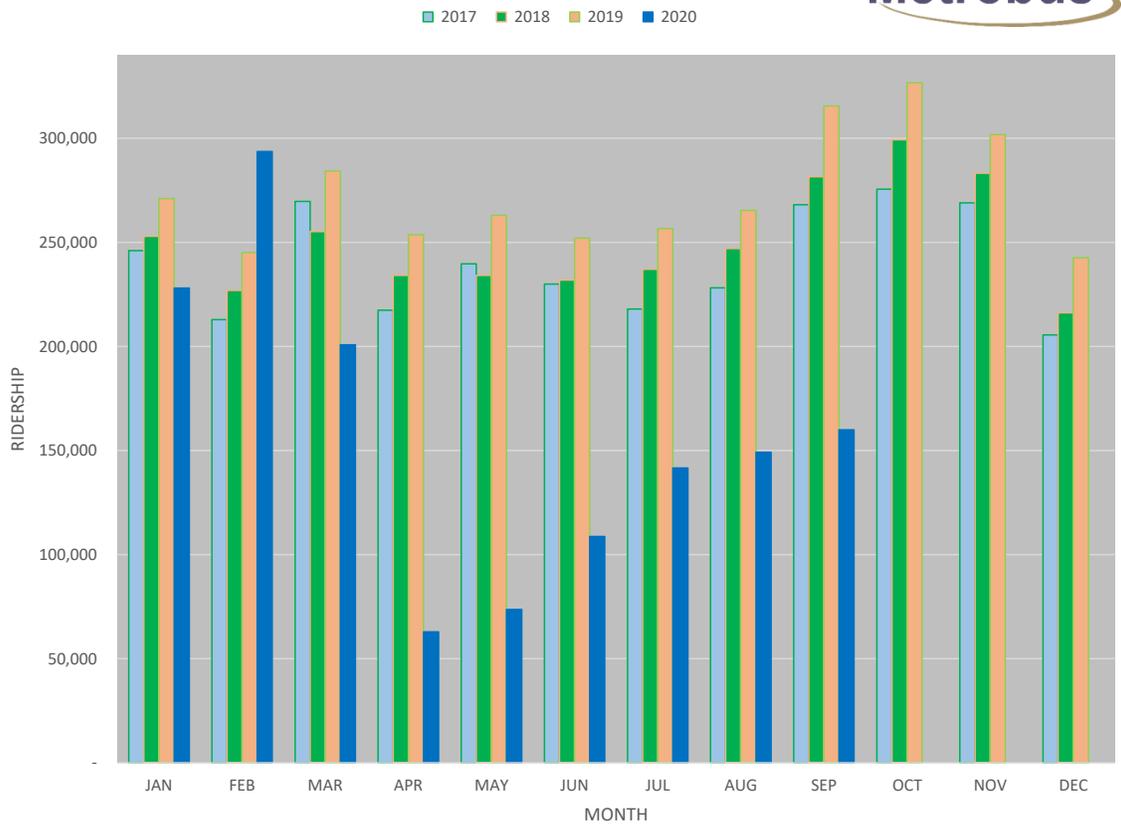
**GOBUS**

PASSENGER REVENUE - ACCESSIBLE SERVICES (\$12,192)	☆ Pass sales lower than budget due to emergency health declaration - COVID-19.		
LOW INCOME PASS REVENUE \$8,666	☆ Month 1 of program - 3,223 activated by September 30 - 140 were GOBUS.		
MVT SUBSIDY EXPENSE \$114,125	☆ BUDGET - Credit to MVT for GO-Card usage:	10,700 rides @ \$2.50	\$26,750
	☆ BUDGET - Ridership Subsidy:	11,400 rides @ \$27.06	\$308,516
	☆ BUDGET - No Show Subsidy:	400 rides @ \$12.51	\$5,004
			<b>\$340,270</b>
	☆ ACTUAL - Credit to MVT for GO-Card usage:	6,461 rides @ \$2.50	(\$16,845)
	☆ ACTUAL - Ridership Subsidy:	7,589 rides @ \$27.06	(\$205,897)
	☆ ACTUAL - No Show Subsidy:	272 rides @ \$12.51	(\$3,403)
			<b>(\$226,145)</b>
			<b>\$114,125</b>

### REVENUE & RIDERSHIP PER HOUR



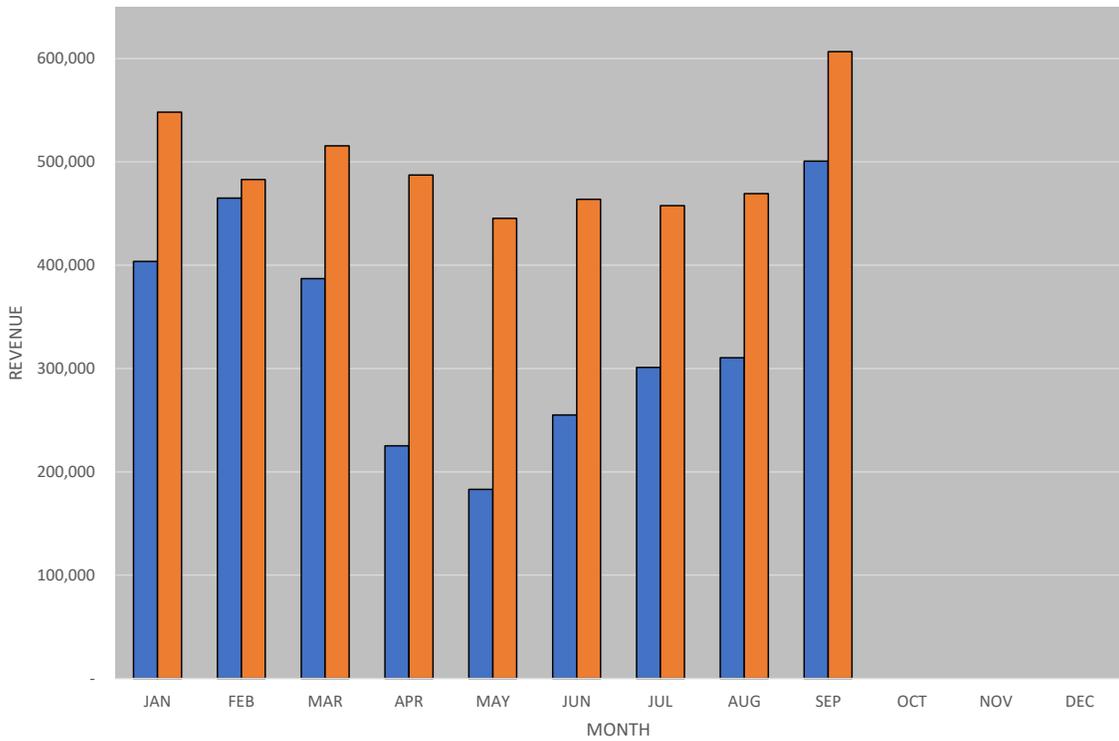
### RIDERSHIP REPORT



REVENUE REPORT



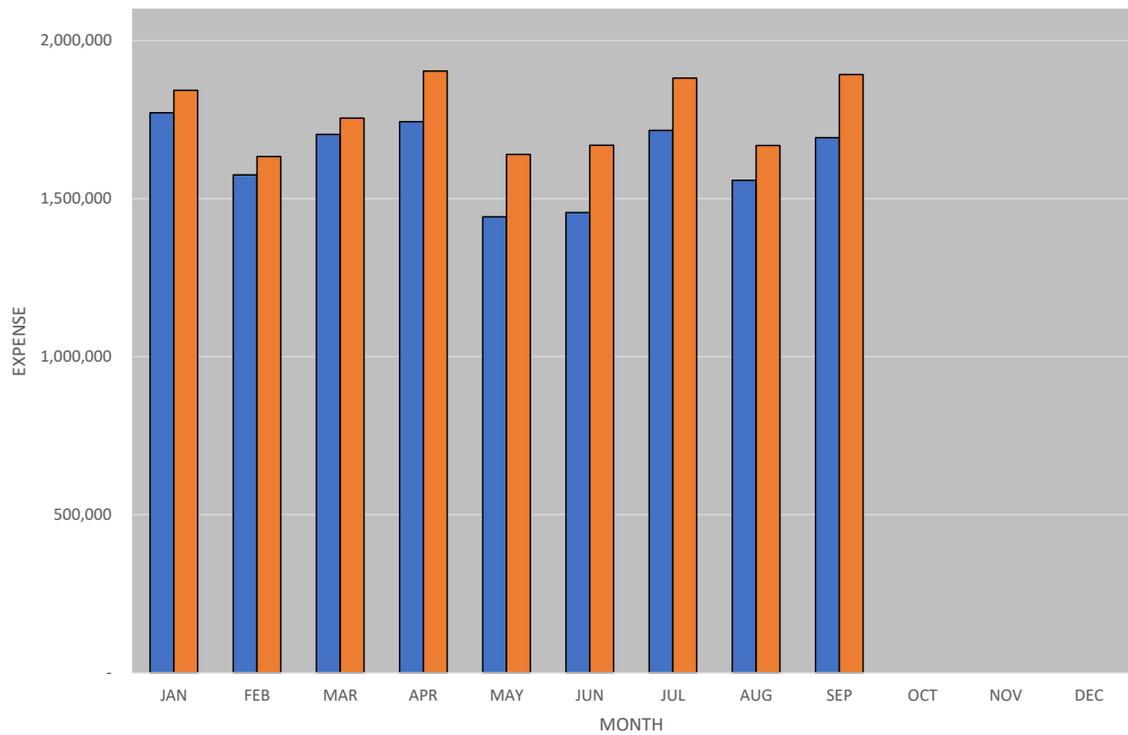
■ ACTUAL ■ BUDGET



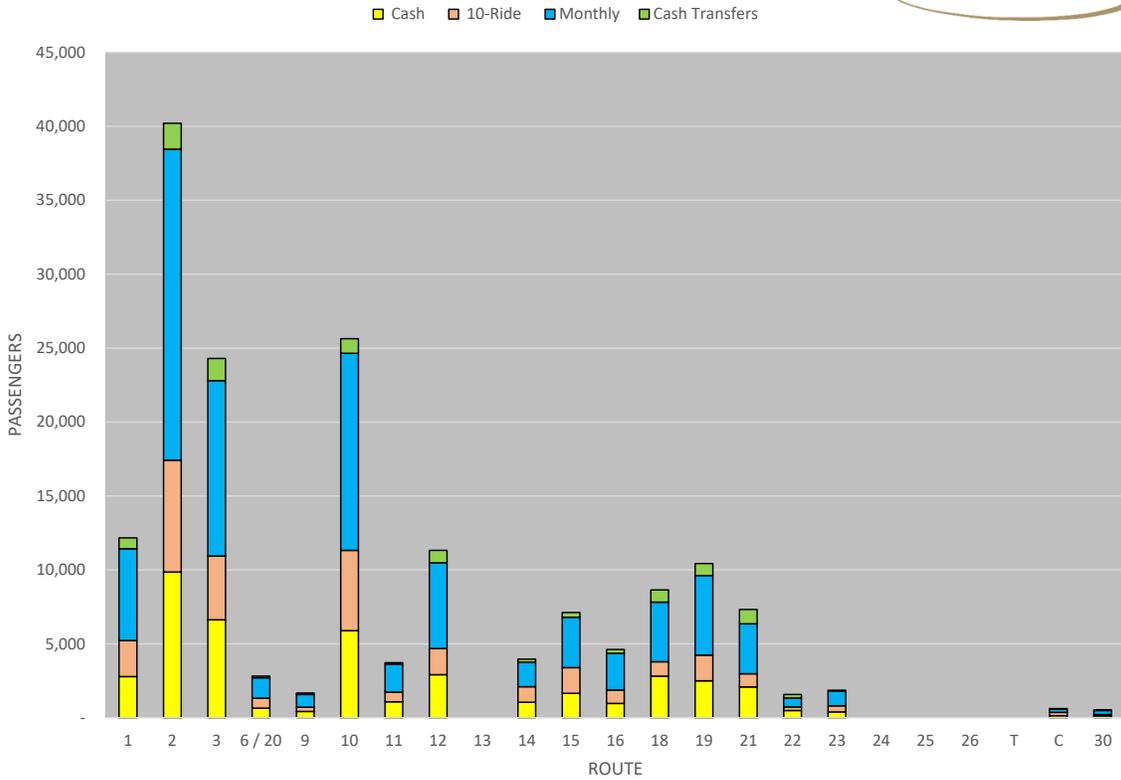
EXPENSE REPORT



■ ACTUAL ■ BUDGET



TOTAL PASSENGERS BY ROUTE



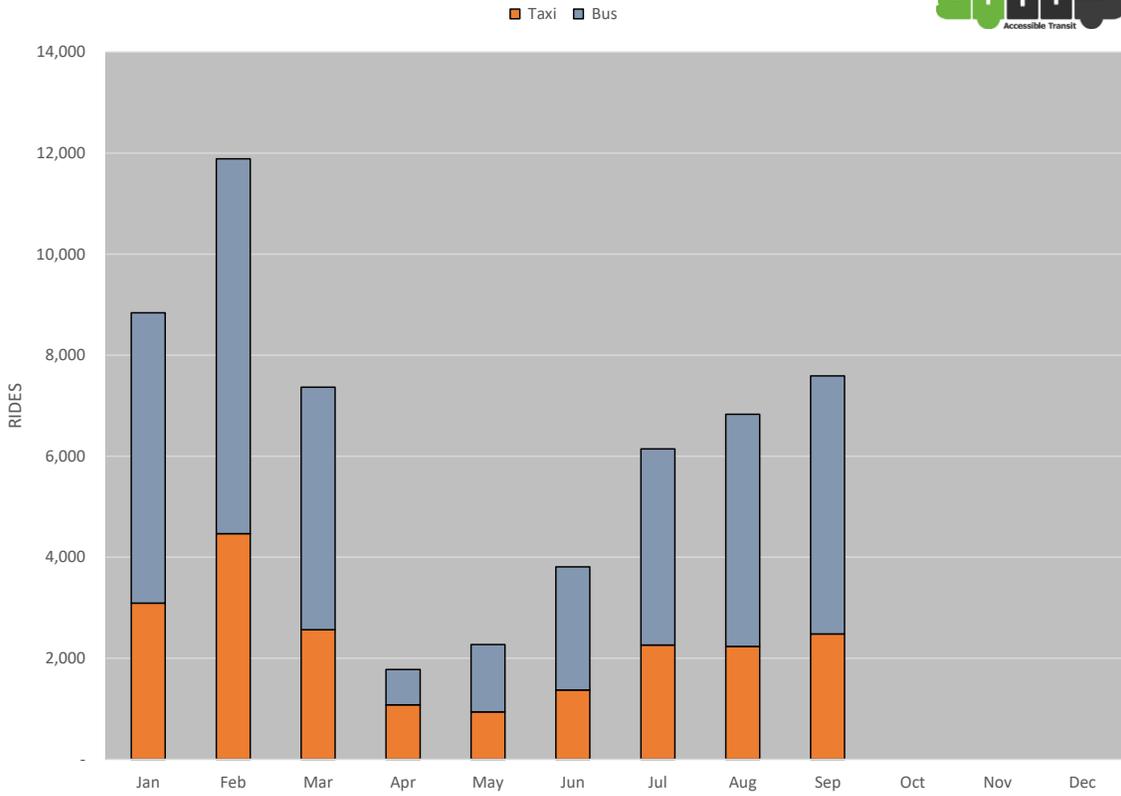
ROUTE	REVENUE HOURS	DIRECT BILLING	REVENUE	COST	RC RATIOS	
					MONTHLY	YTD
1	921.25		\$38,777.95	\$147,658.87	0.26	0.23
2	1,758.75		\$105,616.00	\$281,894.21	0.37	0.27
3	1,372.22		\$68,185.64	\$219,940.79	0.31	0.20
6	431.50		\$17,193.99	\$69,161.25	0.25	0.09
9	250.32		\$8,895.26	\$40,121.54	0.22	0.11
10	1,392.53		\$69,858.83	\$223,196.10	0.31	0.27
11	286.27		\$12,405.64	\$45,883.64	0.27	0.15
12	620.61		\$31,086.69	\$99,471.99	0.31	0.24
13	0.00		\$0.00	\$0.00		0.22
14	416.85		\$16,879.73	\$66,813.13	0.25	0.14
15	631.11		\$24,711.40	\$101,154.94	0.24	0.19
16	445.42		\$17,906.47	\$71,392.36	0.25	0.15
18	500.10		\$30,755.29	\$80,156.53	0.38	0.19
19	641.61		\$31,123.77	\$102,837.89	0.30	0.21
21	464.18	\$66,717.27	\$11,396.25	\$74,399.23	0.15	0.13
22	130.61	\$24,413.62	\$2,490.72	\$20,934.30	0.12	0.11
23	181.00		\$7,539.23	\$29,010.86	0.26	0.14
24	0.00		\$0.00	\$0.00		0.16
25	0.00		\$0.00	\$0.00		0.13
26	0.00		\$0.00	\$0.00		0.31
27	0.00		\$0.00	\$0.00		0.00
28	152.52	\$7,150.00	\$1,192.25	\$10,242.00	0.12	0.10
30	106.93	\$23,088.43	\$825.51	\$17,138.85	0.05	0.03
	<b>10,703.78</b>	<b>\$121,369.32</b>	<b>\$496,840.61</b>	<b>\$1,701,408.50</b>	<b>0.29</b>	<b>0.20</b>

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

\$160.28

Total Expenses	\$1,590,705
Debt Interest	\$5,391
Debt Payment	\$97,000

### BUS RIDES / TAXI RIDES



### GOBUS RIDERS USING METROBUS

