



St. John's
Transportation
Commission

September 30

2021

MONTHLY FINANCIAL STATEMENTS

Issued: OCTOBER 21, 2021

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, 2021



| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|-----------------------------|--------------------|--------------------|-------------------|---------------------|---------------------|-------------------|
| REVENUE | | | | | | |
| SJMC Subsidy | \$1,278,480 | \$1,278,480 | \$0 | \$10,757,350 | \$10,757,350 | \$0 |
| Passenger Revenue | 373,207 | 323,860 | 49,347 | 2,022,408 | 1,943,850 | 78,558 |
| Low Income Pass Revenue | 153,692 | 164,500 | (10,808) | 1,405,907 | 1,501,500 | (95,593) |
| Mt. Pearl Revenue | 84,630 | 85,500 | (870) | 789,551 | 798,890 | (9,339) |
| Paradise Revenue | 22,427 | 22,120 | 307 | 212,295 | 207,300 | 4,995 |
| Charter Revenue | 195 | 7,000 | (6,805) | 1,853 | 35,700 | (33,847) |
| Transit Advertising Revenue | 25,650 | 22,250 | 3,400 | 128,125 | 170,250 | (42,125) |
| Community Bus Revenue | 5,646 | 0 | 5,646 | 49,252 | 0 | 49,252 |
| Other Income | 6,498 | 10,000 | (3,502) | 84,018 | 90,000 | (5,982) |
| TOTAL REVENUE | \$1,950,425 | \$1,913,710 | \$36,715 | \$15,450,759 | \$15,504,840 | (\$54,081) |
| OPERATIONS | | | | | | |
| Operators Salaries | \$564,264 | \$554,180 | (\$10,084) | \$4,184,992 | \$4,295,450 | \$110,458 |
| Salaries Operations | 119,320 | 124,100 | 4,780 | 949,444 | 980,560 | 31,116 |
| Diesel Fuel | 170,593 | 141,870 | (28,723) | 1,342,034 | 1,245,340 | (96,694) |
| Company Vehicles | 3,472 | 3,230 | (242) | 22,846 | 27,710 | 4,864 |
| Licenses | 4,900 | 4,900 | 0 | 51,479 | 51,400 | (79) |
| Communications Expense | 2,485 | 2,230 | (255) | 19,623 | 20,070 | 447 |
| Miscellaneous | 344 | 1,170 | 826 | 11,218 | 7,460 | (3,758) |
| Uniforms & Clothing | 5,679 | 5,720 | 41 | 52,601 | 52,680 | 79 |
| Advertising Expense | 2,276 | 3,570 | 1,294 | 32,725 | 39,980 | 7,255 |
| Bus Charter Expense | 147 | 4,220 | 4,073 | 1,172 | 20,670 | 19,498 |
| Transit Advertising Expense | 10,936 | 9,510 | (1,426) | 75,723 | 76,710 | 987 |
| Community Bus Expense | 10,430 | 0 | (10,430) | 82,025 | 0 | (82,025) |
| Promotions Expense | 3,034 | 5,980 | 2,946 | 22,017 | 53,820 | 31,803 |
| Registration & Membership | 1,551 | 330 | (1,221) | 18,300 | 21,660 | 3,360 |
| Schedules & Transfers | 1,639 | 650 | (989) | 13,993 | 12,050 | (1,943) |
| TOTAL OPERATIONS | \$901,070 | \$861,660 | (\$39,410) | \$6,880,192 | \$6,905,560 | \$25,368 |
| MAINTENANCE | | | | | | |
| Garage Salaries | \$231,415 | \$222,790 | (\$8,625) | \$1,766,160 | \$1,730,990 | (\$35,170) |
| Wash Salaries | 34,822 | 44,960 | 10,138 | 307,757 | 331,090 | 23,333 |
| Shop Tools & Equipment | 1,049 | 2,250 | 1,201 | 14,075 | 14,550 | 475 |
| Stock Parts | 94,428 | 56,250 | (38,178) | 618,339 | 541,250 | (77,089) |
| Garage Expense | 6,500 | 6,390 | (110) | 62,913 | 60,440 | (2,473) |
| Bus Lubricants | 20,885 | 12,870 | (8,015) | 91,159 | 83,710 | (7,449) |
| Tire Expense | 18,431 | 16,500 | (1,931) | 78,505 | 80,700 | 2,195 |
| Body Shop Supplies | (35) | 2,300 | 2,335 | 1,321 | 9,250 | 7,929 |
| Bus Wash | 2,062 | 1,230 | (832) | 9,744 | 10,050 | 306 |
| Building & Yards | 6,174 | 7,150 | 976 | 104,002 | 101,490 | (2,512) |
| Utilities | 16,498 | 19,600 | 3,102 | 240,250 | 292,300 | 52,050 |
| Maintenance Vehicles | 2,381 | 2,500 | 119 | 30,119 | 34,300 | 4,181 |

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (METROBUS)
SEPTEMBER, 2021



| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--|------------------|------------------|-------------------|--------------------|---------------------|-------------------|
| Bus Stop & Shelters | 3,873 | 5,400 | 1,527 | 31,038 | 27,900 | (3,138) |
| Janitorial & Sanitation | 3,508 | 3,550 | 42 | 32,467 | 31,950 | (517) |
| Farebox Repairs | 6,106 | 1,400 | (4,706) | 13,955 | 12,200 | (1,755) |
| Capital Out of Revenue | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL MAINTENANCE | \$448,097 | \$405,140 | (\$42,957) | \$3,401,804 | \$3,362,170 | (\$39,634) |
| FINANCE & ADMINISTRATION | | | | | | |
| Administration Salaries | \$85,724 | \$87,460 | \$1,736 | \$690,122 | \$684,840 | (\$5,282) |
| Employer's Payroll Tax | 23,099 | 21,810 | (1,289) | 166,966 | 164,510 | (2,456) |
| Sick Leave | 19,000 | 19,000 | 0 | 171,000 | 171,000 | 0 |
| Worker's Compensation | 14,592 | 13,490 | (1,102) | 117,196 | 114,820 | (2,376) |
| Employment Insurance | 18,245 | 17,740 | (505) | 164,530 | 168,560 | 4,030 |
| Group Insurance | 45,469 | 56,280 | 10,811 | 440,010 | 533,760 | 93,750 |
| Retiring Allowance Expense | 3,600 | 3,600 | 0 | 32,400 | 32,400 | 0 |
| CPP Expense | 46,075 | 49,450 | 3,375 | 385,648 | 394,300 | 8,652 |
| Pension Expense | 135,245 | 171,460 | 36,215 | 1,103,027 | 1,367,050 | 264,023 |
| Audit & Legal Fees | 2,000 | 2,000 | 0 | 26,656 | 26,200 | (456) |
| Telephone Expense | 2,810 | 2,810 | 0 | 22,612 | 23,490 | 878 |
| Computer Expense | 26,455 | 22,310 | (4,145) | 165,403 | 163,550 | (1,853) |
| Office Supplies Expense | 8,004 | 8,650 | 646 | 43,964 | 52,910 | 8,946 |
| Travel Expense | 0 | 1,500 | 1,500 | 0 | 10,880 | 10,880 |
| Training Expense | 1,174 | 1,000 | (174) | 23,538 | 32,000 | 8,462 |
| Fleet Insurance Expense | 34,999 | 34,370 | (629) | 306,991 | 301,330 | (5,661) |
| General Insurance Expense | 5,284 | 6,530 | 1,246 | 47,454 | 58,770 | 11,316 |
| Miscellaneous Expense | 9,237 | 6,110 | (3,127) | 40,454 | 37,090 | (3,364) |
| Capital Out of Revenue | 0 | 0 | 0 | 8,697 | 8,700 | 3 |
| TOTAL FINANCE & ADMIN. | \$481,012 | \$525,570 | \$44,558 | \$3,956,668 | \$4,346,160 | \$389,492 |
| Total Expenses | \$1,830,179 | \$1,792,370 | (\$37,809) | \$14,238,664 | \$14,613,890 | \$375,226 |
| NET BEFORE DEBT | \$120,246 | \$121,340 | (\$1,094) | \$1,212,095 | \$890,950 | \$321,145 |
| DEBT CHARGES | | | | | | |
| Loan Interest Expense | 4,254 | 6,740 | 2,486 | \$41,857 | \$52,550 | \$10,693 |
| Bank Loan Payment | 101,000 | 114,600 | 13,600 | 805,000 | 838,400 | 33,400 |
| TOTAL SURPLUS/(COST) OF SERVICE | \$14,992 | \$0 | \$14,992 | \$365,238 | \$0 | \$365,238 |

ST. JOHN'S TRANSPORTATION COMMISSION
STATEMENT OF REVENUE & EXPENDITURES (GOBUS)
SEPTEMBER, 2021



| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--|------------------|------------------|------------------|--------------------|---------------------|------------------|
| REVENUE | | | | | | |
| SJMC Subsidy | \$288,340 | \$288,340 | \$0 | \$2,582,830 | \$2,582,830 | \$0 |
| Passenger Revenue | 13,240 | 18,900 | (5,660) | 94,744 | 151,900 | (57,156) |
| Low Income Pass Revenue | 10,808 | 0 | 10,808 | 96,396 | 0 | 96,396 |
| Mount Pearl Admin | 6,025 | 6,240 | (215) | 61,356 | 59,300 | 2,056 |
| Government Grant | 7,875 | 7,900 | (25) | 70,875 | 71,100 | (225) |
| TOTAL REVENUE | \$326,288 | \$321,380 | \$4,908 | \$2,906,201 | \$2,865,130 | \$41,071 |
| EXPENSES | | | | | | |
| MVT Subsidy | \$279,328 | \$274,010 | (\$5,318) | \$2,098,815 | \$2,408,960 | \$310,145 |
| Administration Salaries | 15,865 | 13,370 | (2,495) | 109,651 | 104,190 | (5,461) |
| Employer's Payroll Tax | 318 | 270 | (48) | 2,201 | 2,070 | (131) |
| Worker's Compensation | 232 | 190 | (42) | 1,608 | 1,470 | (138) |
| Employment Insurance | 154 | 300 | 146 | 2,136 | 2,340 | 204 |
| Group Insurance | 380 | 240 | (140) | 2,933 | 1,830 | (1,103) |
| CPP Expense | 348 | 730 | 382 | 5,211 | 5,670 | 459 |
| Pension Expense | 936 | 800 | (136) | 6,992 | 6,230 | (762) |
| Professional Fees | 2,925 | 7,540 | 4,615 | 22,109 | 67,860 | 45,751 |
| Telephone Expense | 512 | 360 | (152) | 3,201 | 3,240 | 39 |
| Computer Expense | 4,557 | 3,850 | (707) | 111,982 | 80,980 | (31,002) |
| Office Supplies Expense | 89 | 250 | 161 | 2,179 | 2,250 | 71 |
| Promotions Expense | 121 | 310 | 189 | 1,069 | 2,790 | 1,721 |
| Travel Expense | 0 | 0 | 0 | 0 | 2,500 | 2,500 |
| Training Expense | 0 | 0 | 0 | 0 | 0 | 0 |
| Miscellaneous Expense | 5,875 | 2,920 | (2,955) | 38,548 | 24,090 | (14,458) |
| TOTAL EXPENSE | \$311,640 | \$305,140 | (\$6,500) | \$2,408,635 | \$2,716,470 | \$307,835 |
| NET BEFORE DEBT | \$14,648 | \$16,240 | (\$1,592) | \$497,566 | \$148,660 | \$348,906 |
| DEBT CHARGES | | | | | | |
| Loan Interest Expense | 192 | 240 | 48 | \$2,433 | \$2,660 | \$227 |
| Bank Loan Payment | 16,000 | 16,000 | 0 | 146,000 | 146,000 | 0 |
| TOTAL SURPLUS/(COST) OF SERVICE | (\$1,544) | \$0 | (\$1,544) | \$349,133 | \$0 | \$349,133 |

CONTRACTOR TRIPS INFORMATION

| | | | | | | |
|--------------------|--------------|--------------|-------------|---------------|---------------|---------------|
| BUS TRIPS | 6,020 | 5,472 | (548) | 47,842 | 48,136 | 294 |
| TAXI TRIPS * | 3,174 | 3,648 | 474 | 21,431 | 32,087 | 10,656 |
| TOTAL TRIPS | 9,194 | 9,120 | (74) | 69,273 | 80,223 | 10,950 |

* Budgeted Taxi trips forecasted at 40% of total trips.

ST. JOHN'S TRANSPORTATION COMMISSION
 MONTHLY RIDERSHIP STATISTICS
 FROM JANUARY 2015 to DECEMBER 2021



| Month | 2017 | Percentage change 2016/2017 | 2018 | Percentage change 2017/2018 | 2019 | Percentage change 2018/2019 | 2020 | Percentage change 2019/2020 | 2021 | Percentage change 2020/2021 | Percentage change 2019/2021 |
|--------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|--------------------------------|
| January | 245,991 | -1.52% | 252,948 | 2.83% | 271,038 | 7.15% | 228,072 | -15.85% ** | 163,498 | -28.31% | -39.68% |
| February | 212,883 | -13.72% | 226,887 | 6.58% | 245,122 | 8.04% | 293,617 | 19.78% ** | 107,644 | -63.34% | -56.09% |
| March | 269,695 | 1.95% | 255,246 | -5.36% | 284,308 | 11.39% | 200,818 | -29.37% | 120,403 | -40.04% | -57.65% |
| April | 217,414 | -8.74% | 234,164 | 7.70% | 253,668 | 8.33% | 62,868 | -75.22% | 153,926 | 144.84% | -39.32% |
| May | 239,758 | 1.35% | 234,195 | -2.32% | 262,952 | 12.28% | 73,659 | -71.99% | 179,561 | 143.77% | -31.71% |
| June | 230,028 | -3.26% | 231,941 | 0.83% | 252,025 | 8.66% | 108,719 | -56.86% | 190,113 | 74.87% | -24.57% |
| July | 217,931 | -2.68% | 237,102 | 8.80% | 256,666 | 8.25% | 141,670 | -44.80% | 192,650 | 35.99% | -24.94% |
| August | 228,138 | -2.92% | 247,044 | 8.29% | 265,350 | 7.41% | 149,188 | -43.78% | 206,098 | 38.15% | -22.33% |
| September | 268,151 | -3.01% | 281,581 | 5.01% | 315,538 | 12.06% | 159,966 | -49.30% | 244,651 | 52.94% | -22.47% |
| October | 275,603 | -0.42% | 299,274 | 8.59% | 326,677 | 9.16% | 180,519 | -44.74% | | | |
| November | 269,013 | -0.99% | 283,236 | 5.29% | 301,765 | 6.54% | 172,153 | -42.95% | | | |
| December | 205,510 | -1.04% | 216,184 | 5.19% | 242,702 | 12.27% | 166,556 | -31.37% | | | |
| Year-to-date | <u>2,129,989</u> | <u>25.47%</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> | <u>1,558,544</u> | <u>9.87%</u> | <u>-35.24%</u> |
| Total Year | <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>1,937,805</u> | | <u>1,558,544</u> | | |
| Weekdays | 189 | | 189 | | 188 | | 178 | | 188 | | |
| Saturdays | 38 | | 39 | | 39 | | 37 | | 39 | | |
| Sundays | 39 | | 38 | | 39 | | 37 | | 39 | | |
| No Service | 1 | | 1 | | 1 | | 16 | | 1 | | |
| Stats | 6 | | 6 | | 6 | | 6 | | 6 | | |
| | 273 | | 273 | | 273 | | 274 | | 273 | | |

** 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 2021



| Month | 2017 | Percentage change 2016/2017 | 2018 | Percentage change 2017/2018 | 2019 | Percentage change 2018/2019 | 2020 | Percentage change 2019/2020 | 2021 | Percentage change 2020/2021 | Percentage change 2019/2021 |
|--------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|------------------|--------------------------------|--------------------------------|
| January | 218,385 | -1.00% | 222,408 | 1.84% | 236,644 | 6.40% | 209,658 | -11.40% | 146,552 | -30.10% | -38.07% |
| February | 187,771 | -13.22% | 196,837 | 4.83% | 211,826 | 7.61% | 265,263 | 25.23% | 87,564 | -66.99% | -58.66% |
| March | 239,814 | 3.11% | 222,806 | -7.09% | 246,623 | 10.69% | 171,362 | -30.52% | 99,088 | -42.18% | -59.82% |
| April | 192,439 | -7.94% | 205,728 | 6.91% | 219,821 | 6.85% | 53,859 | -75.50% | 128,706 | 138.97% | -41.45% |
| May | 211,286 | 1.60% | 203,580 | -3.65% | 226,291 | 11.16% | 63,239 | -72.05% | 149,872 | 136.99% | -33.77% |
| June | 204,044 | -2.52% | 202,872 | -0.57% | 218,751 | 7.83% | 95,352 | -56.41% | 158,106 | 65.81% | -27.72% |
| July | 193,925 | -2.24% | 209,506 | 8.03% | 223,562 | 6.71% | 124,516 | -44.30% | 160,945 | 29.26% | -28.01% |
| August | 204,278 | -2.78% | 219,859 | 7.63% | 233,520 | 6.21% | 130,537 | -44.10% | 173,395 | 32.83% | -25.75% |
| September | 237,683 | -3.16% | 248,466 | 4.54% | 275,090 | 10.72% | 138,690 | -49.58% | 207,853 | 49.87% | -24.44% |
| October | 241,775 | -1.08% | 261,538 | 8.17% | 282,342 | 7.95% | 152,972 | -45.82% | | | |
| November | 236,279 | -1.19% | 247,460 | 4.73% | 260,755 | 5.37% | 144,602 | -44.54% | | | |
| December | 181,057 | -2.22% | 189,948 | 4.91% | 210,393 | 10.76% | 140,066 | -33.43% | | | |
| Year-to-date | <u>1,889,625</u> | 26.46% | <u>1,932,062</u> | 2.25% | <u>2,092,128</u> | 8.28% | <u>1,252,476</u> | -40.13% | <u>1,312,081</u> | 4.76% | -37.28% |
| Total Year | <u>2,548,736</u> | -2.66% | <u>2,631,008</u> | 3.23% | <u>2,845,618</u> | 8.16% | <u>1,690,116</u> | | <u>1,312,081</u> | | |

ST. JOHN'S TRANSPORTATION COMMISSION
MOUNT PEARL SUMMARY REPORT
SEPTEMBER, 2021



| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YTD BUDGET | VARIANCE |
|------------------------------------|------------------|---------------------|------------------|------------------|------------------|-------------------|
| REVENUES | | | | | | |
| Passenger Revenue | \$20,744 | \$17,719 | \$3,025 | \$164,681 | \$138,583 | \$26,098 |
| City of Mount Pearl Billing | 84,630 | 85,500 | (870) | 789,551 | 798,890 | (9,339) |
| Total Revenue | \$105,374 | \$103,219 | \$2,155 | \$954,232 | \$937,473 | \$16,759 |
| *Less Variable Expenses | | | | | | |
| Operating Expenses | \$52,006 | \$48,632 | (\$3,374) | \$419,332 | \$405,835 | (\$13,497) |
| Maintenance Expenses | 24,890 | 21,197 | (3,693) | 187,228 | 174,216 | (13,012) |
| Finance & Admin. Expenses | 18,327 | 20,638 | 2,311 | 166,276 | 170,594 | 4,318 |
| Total Expenses | \$95,223 | \$90,467 | (\$4,756) | \$772,836 | \$750,645 | (\$22,191) |
| Total Overhead Contribution | \$10,151 | \$12,752 | (\$2,601) | \$181,396 | \$186,828 | (\$5,432) |
| Mount Pearl Kilometers | 15,053.4 | 14,749.7 | 303.7 | 136,318.8 | 133,966.9 | 2,351.8 |
| Cost per Kilometer | \$7.00 | \$7.00 | | \$7.00 | \$7.00 | |
| Riders Per Hour^ - Route 21 | 19.8 | | | | | |
| Riders Per Hour^ - Route 22 | 14.2 | | | | | |

^ Riders per hour average:

| | Route 21 | Route 22 |
|------------------|-------------|-------------|
| 2015 | 20.5 | 17.5 |
| 2016 | 20.6 | 16.6 |
| 2017 | 19.6 | 15.7 |
| 2018 | 18.7 | 15.1 |
| 2019 | 20.1 | 17.6 |
| 2020 | 13.5 | 10.6 |
| 2021 | 15.9 | 11.9 |
| 2015-2021 | 18.5 | 14.8 |

*Based on actual/budget kilometers and cost per kilometer

ST. JOHN'S TRANSPORTATION COMMISSION
 PARADISE SUMMARY REPORT
 SEPTEMBER, 2021



| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YTD BUDGET | VARIANCE |
|------------------------------------|-----------------|---------------------|----------------|------------------|------------------|------------------|
| REVENUES | | | | | | |
| Passenger Revenue | \$1,133 | \$1,376 | (\$243) | \$8,941 | \$7,975 | \$966 |
| Town of Paradise Billing | 22,427 | 22,120 | 307 | 212,295 | 207,300 | 4,995 |
| Total Revenue | \$23,560 | \$23,496 | \$64 | \$221,236 | \$215,275 | \$5,961 |
| *Less Variable Expenses | | | | | | |
| Operating Expenses | \$11,628 | \$11,073 | (\$555) | \$98,537 | \$93,176 | (\$5,361) |
| Maintenance Expenses | 5,565 | 4,827 | (738) | 43,933 | 39,996 | (3,937) |
| Finance & Admin. Expenses | 4,098 | 4,699 | 601 | 39,087 | 39,163 | 76 |
| Total Expenses | \$21,291 | \$20,599 | (\$692) | \$181,557 | \$172,335 | (\$9,222) |
| Total Overhead Contribution | \$2,269 | \$2,897 | (\$628) | \$39,679 | \$42,940 | (\$3,261) |
| Paradise Kilometers | 3,365.7 | 3,358.5 | 7.2 | 31,605.1 | 30,763.4 | 841.7 |
| Cost per Kilometer | \$7.00 | \$7.00 | | \$7.00 | \$7.00 | |
| Riders Per Hour* | 5.9 | | | | | |
| * Riders per hour average: | | | | | | |
| 2016 (Jun-Dec) | 7.2 | | | | | |
| 2017 | 7.7 | | | | | |
| 2018 | 7.2 | | | | | |
| 2019 | 6.9 | | | | | |
| 2020 | 4.0 | | | | | |
| 2021 | 4.7 | | | | | |
| 2016-2021 | 6.3 | | | | | |

*Based on actual/budget kilometers and cost per kilometer

ST. JOHN'S TRANSPORTATION COMMISSION
 CHARTER FINANCIAL STATEMENTS
 SEPTEMBER, 2021



| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|--------------------------------|--------------|---------------------|------------------|----------------|------------------------|-------------------|
| REVENUES | | | | | | |
| Charter Revenue | \$195 | \$7,000 | (\$6,805) | \$1,853 | \$35,700 | (\$33,847) |
| Total Revenue | \$195 | \$7,000 | (\$6,805) | \$1,853 | \$35,700 | (\$33,847) |
| EXPENSES | | | | | | |
| Operators Salary Expense | \$97 | \$2,190 | \$2,093 | \$716 | \$11,170 | \$10,454 |
| Operation's Salaries Expense | 0 | 300 | 300 | 10 | 1,500 | 1,490 |
| Diesel Fuel Expense | 21 | 300 | 279 | 235 | 1,490 | 1,255 |
| Maintenance Expenses * | 29 | 1,130 | 1,101 | 211 | 5,760 | 5,549 |
| 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 |
| Total Expenses | \$147 | \$4,220 | \$4,073 | \$1,172 | \$20,570 | \$19,398 |
| PROFIT / (LOSS) | \$48 | \$2,780 | (\$2,732) | \$681 | \$15,130 | (\$14,449) |

* 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, 2021



| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|------------------------------------|-----------------|------------------|------------------|------------------|---------------------|-------------------|
| REVENUES | | | | | | |
| Metrobus Transit Advertising | \$23,400 | \$20,000 | \$3,400 | \$107,875 | \$150,000 | (\$42,125) |
| Total Revenues | \$23,400 | \$20,000 | \$3,400 | \$107,875 | \$150,000 | (\$42,125) |
| EXPENSES | | | | | | |
| Salaries | \$4,890 | \$4,890 | \$0 | \$38,148 | \$38,130 | (\$18) |
| Sales Commission | 2,453 | 2,110 | (343) | 11,940 | 15,990 | 4,050 |
| Sign Production | 547 | 580 | 33 | 4,179 | 5,220 | 1,041 |
| Promotion | 0 | 0 | 0 | 87 | 0 | (87) |
| Vehicle | 485 | 370 | (115) | 4,365 | 3,330 | (1,035) |
| Telephone | 52 | 80 | 28 | 542 | 720 | 178 |
| Advertising | 880 | 300 | (580) | 6,685 | 2,700 | (3,985) |
| Sign Installations | 1,269 | 630 | (639) | 6,537 | 5,670 | (867) |
| Entertainment | 0 | 190 | 190 | 0 | 1,710 | 1,710 |
| Advertising Software | 360 | 360 | 0 | 3,240 | 3,240 | 0 |
| Total Expenses | \$10,936 | \$9,510 | (\$1,426) | \$75,723 | \$76,710 | \$987 |
| PROFIT / (LOSS) | \$12,464 | \$10,490 | \$1,974 | \$32,152 | \$73,290 | (\$41,138) |
| Contra Transit Advertising Revenue | \$2,250 | \$2,250 | \$0 | \$20,250 | \$20,250 | \$0 |
| TOTAL PROFIT / (LOSS) | \$14,714 | \$12,740 | \$1,974 | \$52,402 | \$93,540 | (\$41,138) |

6

| | ACTUAL | SEPTEMBER BUDGET | VARIANCE | ACTUAL | YEAR TO DATE BUDGET | VARIANCE |
|------------------------|------------------|------------------|-------------------|-------------------|---------------------|-------------------|
| Community Bus | | | | | | |
| Fares | \$1,246 | \$0 | \$1,246 | \$10,652 | \$0 | \$10,652 |
| Government Grant | 4,400 | 0 | 4,400 | 38,600 | 0 | 38,600 |
| Total Revenues | \$5,646 | \$0 | \$5,646 | \$49,252 | \$0 | \$49,252 |
| EXPENSES | | | | | | |
| Operators Salaries | \$5,716 | \$0 | (\$5,716) | \$50,407 | \$0 | (\$50,407) |
| Operations Salaries | 0 | 0 | 0 | 0 | 0 | 0 |
| Benefits | 637 | 0 | (637) | 5,615 | 0 | (5,615) |
| Diesel / Gas | 1,540 | 0 | (1,540) | 13,813 | 0 | (13,813) |
| Maintenance Expenses | 1,142 | 0 | (1,142) | 10,186 | 0 | (10,186) |
| Other | 1,395 | 0 | (1,395) | 2,004 | 0 | (2,004) |
| Total Expenses | \$10,430 | \$0 | (\$10,430) | \$82,025 | \$0 | (\$82,025) |
| Capital Debt Payment | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| PROFIT / (LOSS) | (\$4,784) | \$0 | (\$4,784) | (\$32,773) | \$0 | (\$32,773) |
| West # 1 (Mon) X 3 | 77 | | | 1,218 | | |
| East # 1 (Tue) X 4 | 102 | | | 710 | | |
| West # 2 (Wed) X 5 | 182 | | | 1,186 | | |
| East # 2 (Thu) X 5 | 123 | | | 892 | | |
| Bidgoods (Fri) X 4 | 145 | | | 1,326 | | |
| | 629 | | | 5,332 | | |

Riders Per Hour* 4.1

* 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 | 3.9 |
| 2014-2021 | 4.8 |

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

| | |
|-------------------|-----|
| Magnet Latch | 26 |
| Batteries | 289 |
| Shaft for bus | 294 |
| Circulator pump | 327 |
| DEF line & labour | 514 |
| Tires | 369 |
| Other | 185 |

Total Other 2,004

ST. JOHN'S TRANSPORTATION COMMISSION
 KEY PERFORMANCE INDICATORS
 SEPTEMBER, 2021



| KEY PERFORMANCE INDICATORS | 9 MTH | 9 MTH | 9 MTH | TOTAL | TOTAL | TOTAL | TOTAL |
|--|-------|-------|-------|-------|-------|-------|-------|
| | 2021 | 2020 | 2019 | 2020 | 2019 | 2018 | 2017 |
| PASSENGERS PER HOUR | 16.12 | 15.64 | 23.74 | 15.51 | 24.21 | 22.08 | 21.47 |
| ENERGY EFFIC. (Diesel / Rev Hours) | 13.88 | 11.22 | 14.24 | 11.14 | 14.36 | 14.49 | 12.12 |
| FINANCIAL PERFORMANCE (Op Rev / Op Cost) | 25.1% | 22.6% | 31.7% | 22.8% | 32.7% | 31.2% | 33% |
| MAINTENANCE EFFIC. (Bus Maint / Rev Hours) | 30.36 | 30.75 | 27.11 | 30.43 | 26.68 | 25.59 | 25.06 |
| AVERAGE FARE (Low Income Pass incl.) | 2.20 | 2.14 | 1.88 | 2.20 | 1.87 | 1.92 | 1.95 |
| OPERATING REVENUE / HOUR | 36.78 | 34.25 | 45.74 | 34.86 | 46.40 | 43.80 | 43.47 |
| TOTAL COST PER RIDER | 9.68 | 10.35 | 6.54 | 10.59 | 6.44 | 6.97 | 6.99 |

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ST. JOHN'S TRANSPORTATION COMMISSION
 KEY PERFORMANCE INDICATORS
 SEPTEMBER, 2021



| KEY PERFORMANCE INDICATORS | 9 MTH | | 9 MTH | % of | 9 MTH | % of | TOTAL | % of | TOTAL | % of | TOTAL | % of | TOTAL | |
|----------------------------|---------------|------------|---------------|------------|----------------|------------|---------------|------------|----------------|------------|----------------|------------|----------------|-------|
| | 2021 | Paid Trips | 2020 | Paid Trips | 2019 | Paid Trips | 2020 | Paid Trips | 2019 | Paid Trips | 2018 | Paid Trips | 2017 | |
| BUS TRIPS | 47,842 | 66.3% | 36,023 | 61.1% | 73,125 | 60.9% | 52,523 | 61.6% | 98,012 | 60.5% | 89,970 | 60.5% | 72,581 | 56.1% |
| TAXI TRIPS | 21,431 | 29.7% | 20,489 | 34.7% | 42,569 | 35.4% | 29,196 | 34.3% | 58,085 | 35.8% | 51,870 | 34.9% | 49,297 | 38.1% |
| TOTAL TRIPS | 69,273 | | 56,512 | | 115,694 | | 81,719 | | 156,097 | | 141,840 | | 121,878 | |
| NO SHOWS | 2,855 | 4.0% | 2,463 | 4.2% | 4,404 | 3.7% | 3,516 | 4.1% | 5,985 | 3.7% | 6,832 | 4.6% | 7,474 | 5.8% |
| TOTAL PAID TRIPS | 72,128 | | 58,975 | | 120,098 | | 85,235 | | 162,082 | | 148,672 | | 129,352 | |
| CANCELLATIONS | 34,168 | 47.4% | 61,360 | 104.0% | 50,287 | 41.9% | 71,522 | 83.9% | 70,239 | 43.3% | 57,627 | 38.8% | 24,825 | 19.2% |
| GOBUS rides on METROBUS | 14,553 | 20.2% | 9,599 | 16.3% | 17,695 | 14.7% | 12,618 | 14.8% | 23,976 | 14.8% | 19,346 | 13.0% | 14,264 | 11.0% |

REVENUES

| | | <u>2021</u> | <u>2019</u> | <u>Variance</u> |
|-------------------|-------------------------------------|------------------|------------------|--------------------|
| PASSENGER REVENUE | | | | |
| \$49,347 | Cash Revenue | \$91,786 | \$171,574 | (\$79,788) |
| | 10-Ride Passes | \$101,430 | \$121,135 | (\$19,705) |
| | Monthly Passes | \$171,914 | \$299,878 | (\$127,964) |
| | Other (double-rides, Go-Cards, etc) | \$6,115 | \$8,591 | (\$2,476) |
| | M-Card fees | \$8,880 | \$9,874 | (\$994) |
| | Credits / Discounts / Allocations | (\$3,151) | (\$6,656) | \$3,505 |
| | Commission Paid | (\$3,768) | (\$4,181) | \$413 |
| | Total Revenue | \$373,207 | \$600,215 | (\$227,008) |

☆☆ **Government of NL declared a public health emergency related to COVID-19 on March 18, 2020.**

☆☆ Cash revenue down 46% from 2019 while cash ridership down 42%.

☆☆ 10-Ride pass revenue was down 16% from 2019. 10-Ride riders were down 19% & sales were down 16%.

☆☆ Monthly pass revenue was down 43% from 2019. Monthly riders were down 51% & sales were down 43%.

NOTE: LIFT ridership and revenue not included in monthly pass comparative data for 2019.

☆☆ Ridership of 244,651 was 22% lower than 2019 (315,538) and 5% lower than budget (259,235).

NOTE: There were 21 week days in 2021 and 20 in 2019..

☆☆ Avg fare (incl. LIFT) of \$2.15 compared to \$1.90 in 2019 and \$1.88 budget.

☆☆ Rides per pass ratio was 20.9 (LIFT passes incl.) compared to 16.9 in 2020, and 45.2 in 2019.

☆☆ Revenue source percentages with historical comparison:

| | Cash | 10R | Mth | LIFT |
|------|-------|-------|-------|-------|
| 2021 | 18.9% | 16.3% | 32.1% | 32.6% |
| 2020 | 31.4% | 17.8% | 50.1% | 0.8% |
| 2019 | 26.8% | 16.8% | 56.4% | 0.0% |
| 2018 | 30.0% | 16.8% | 53.2% | 0.0% |
| 2017 | 31.8% | 17.1% | 51.2% | 0.0% |
| 2016 | 33.5% | 16.2% | 50.3% | 0.0% |

LOW INCOME PASS REVENUE (10,808) ☆☆ Month 12 of program - 5,206 active cards at end of month - 67,024 rides this month.
 ☆☆ Variance is due to % of revenue being allocated to GoBus service for their active %.

CHARTER REVENUE (6,805) ☆☆ Only 1 billable hour vs 40 budgeted.
 (See Charter statement for more information).

TRANSIT ADVERTISING REVENUE \$3,400 ☆☆ Sales booked for the month were higher than budget for the first time since the pandemic.
 (See Transit Advertising statement for more information).

COMMUNITY BUS REVENUE \$5,646 ☆☆ Service not budgeted due to lack of committed Government funding. Funding was received in April - \$50,000 for the full year.
 (See Community Bus statement for more information).

OTHER INCOME (\$3,502) ☆☆ Miscellaneous receipts, bank interest, and ITC's lower than budget.

OPERATIONS DEPT

| | | |
|----------------------------------|--|---|
| OPERATORS SALARIES (\$10,084) | <ul style="list-style-type: none"> ☆ More operator hours at lower pay scale than budgeted. ☆ Fall schedule start Sep 6 - 1 week with 8 less shifts. ☆ Employee working call centre on RTW. ☆ Vacation weeks higher than budget (41 vs 30). ☆ Overtime, union bus., & temp time (net of docked time) higher than budget. | <ul style="list-style-type: none"> \$5,261 \$10,394 (\$4,655) (\$12,992) (\$7,850) <u><u>(\$9,842)</u></u> |
|----------------------------------|--|---|

| | | |
|--------------------------------|--|--|
| OPERATIONS SALARIES \$4,780 | <ul style="list-style-type: none"> ☆ Overtime & Stat pay less than budget. ☆ Three positions (Ops Mgr, Senior Supervisor, Supervisor) all filled currently at lower rates than budget due to salary scale. | <ul style="list-style-type: none"> \$620 \$3,950 <u><u>\$4,570</u></u> |
|--------------------------------|--|--|

| | | |
|-----------------------------------|--|---|
| DIESEL FUEL EXPENSE (\$28,723) | <ul style="list-style-type: none"> ☆ Budgeted Usage: 146,258 litres @ \$0.9700 /L ☆ Actual Usage: 144,939 litres @ \$1.1770 /L | <ul style="list-style-type: none"> \$141,870 (\$170,593) <u><u>(\$28,723)</u></u> |
| | <ul style="list-style-type: none"> ☆ Volume Variance: (146,258 - 144,939) @ \$0.97 /L ☆ Price Variance: 144,939 @ (\$0.97 - \$1.177) | <ul style="list-style-type: none"> \$1,279 (\$30,002) <u><u>(\$28,723)</u></u> |
| | <ul style="list-style-type: none"> ☆ Actual burn was 58.4 L / 100KM vs budget of 58.0 L / 100KM. ☆ Actual total KM was 250,781 vs budget of 252,165. | |

| | | |
|----------------------------|---|--|
| CHARTER EXPENSE \$4,073 | <ul style="list-style-type: none"> ☆ Only 1 billable hour in September vs 40 budgeted. (See Charter statement for more information). | |
|----------------------------|---|--|

| | | |
|-----------------------------------|--|--|
| COMMUNITY BUS EXPENSE \$10,430 | <ul style="list-style-type: none"> ☆ Community bus route not budgeted as status was unavailable at budget time. (See Community Bus statement for more information). | |
|-----------------------------------|--|--|

| | | |
|-------------------------------|---|---|
| PROMOTIONS EXPENSE \$2,946 | <ul style="list-style-type: none"> ☆ Air Miles earned in the month much lower than budgeted. | <ul style="list-style-type: none"> \$34.90 |
|-------------------------------|---|---|

MAINTENANCE DEPT

| | | |
|------------------------------|---|--|
| GARAGE SALARIES (\$8,625) | <ul style="list-style-type: none"> ☆ Mechanic short for the month. ☆ Overlap new electrician with retiring electrician for 1 week. ☆ Overtime & stat pay higher than budget - work to prep buses for return to full service. ☆ Foreman at lower pay rate due to retirement. ☆ Two mechanic apprentice at lower pay rate. | <ul style="list-style-type: none"> \$7,756 (\$1,551) (\$16,731) \$880 \$1,552 <u><u>(\$8,094)</u></u> |
|------------------------------|---|--|

| | | |
|---------------------------|---|--|
| WASH SALARIES \$10,138 | <ul style="list-style-type: none"> ☆ One wash utility employee on unpaid leave. ☆ Two extra COVID cleaners vs 3 budget. | <ul style="list-style-type: none"> \$5,232 \$4,710 <u><u>\$9,942</u></u> |
|---------------------------|---|--|

| | | | |
|---------------------|---|--|--------------------------|
| STOCK PARTS EXPENSE | ☆ Unbudgeted transmission rebuild for 1525. | | (\$17,624) |
| (\$38,178) | ☆ Turbocharger for 1205. | | (\$5,175) |
| | ☆ Air compressor, etc for 1201. | | (\$4,968) |
| | ☆ Inventory parts and other costs higher than budget. | | (\$10,411) |
| | | | <u><u>(\$38,178)</u></u> |

| | | | |
|------------------------|--|--|--|
| BUS LUBRICANTS EXPENSE | ☆ Transmission fluid purchase higher than budget. Hope to offset in subsequent months. | | |
| (\$8,015) | | | |

| | | | |
|--------------------|-------------------------------------|--|--|
| BODY SHOP SUPPLIES | ☆ Supplies used less than budgeted. | | |
| \$2,335 | | | |

| | | | |
|-------------------|-------------------------------|--------|-----------------------|
| UTILITIES EXPENSE | ☆ Messenger Drive electricity | BUDGET | \$18,100 |
| \$3,102 | ☆ Messenger Drive electricity | ACTUAL | (\$15,529) |
| | ☆ Messenger Drive water | BUDGET | \$1,500 |
| | ☆ Messenger Drive water | ACTUAL | (\$969) |
| | | | <u><u>\$3,102</u></u> |

☆ Current billing had 111,900 kWh & 560 kVA & while last year had 116,400 kWh & 633 kVA
 ☆ Budget is a 3 yr rolling average - September consisting of 2017-2018-2019.

| | | | |
|-----------------|-----------------------------------|--|--|
| FAREBOX REPAIRS | ☆ Validator repairs not budgeted. | | |
| (\$4,706) | | | |

FINANCE & HUMAN RESOURCES

| | | | |
|-------------------------|--|--|--|
| GROUP INSURANCE EXPENSE | ☆ December 2020 renewal was finalized with an overall decrease in premiums, but we had budgeted an 8% increase based on early feedback from Mercer on potential increases. | | |
| \$10,811 | | | |

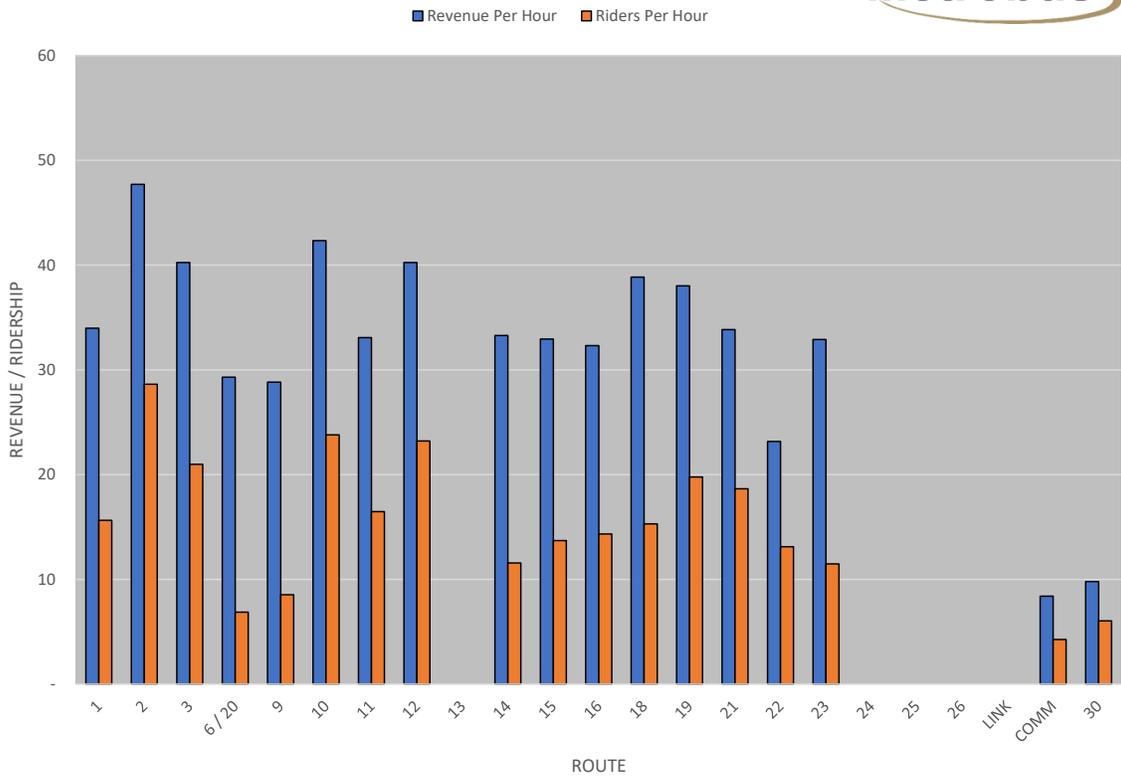
| | | | |
|-------------|--|--|--|
| CPP EXPENSE | ☆ Contributions ceilings met for some employees earlier than budgeted. | | |
| \$3,375 | | | |

| | | | |
|-----------------|---|--|------------------------|
| PENSION EXPENSE | ☆ More DC union members than budgeted. | | \$13,935 |
| \$36,215 | ☆ Special pension payment required is less than budget. | | \$22,280 |
| | | | <u><u>\$36,215</u></u> |

| | | | |
|------------------|--|--|-------------------------|
| COMPUTER EXPENSE | ☆ Costs associated with Account-Based system not budgeted. | | (\$1,503) |
| (\$4,145) | ☆ Other miscellaneous expenses higher than budget. | | (\$2,642) |
| | | | <u><u>(\$4,145)</u></u> |

| | | | |
|-----------------------|---------------------------------|--|--|
| MISCELLANEOUS EXPENSE | ☆ Retirement function expenses. | | |
| (\$3,127) | | | |

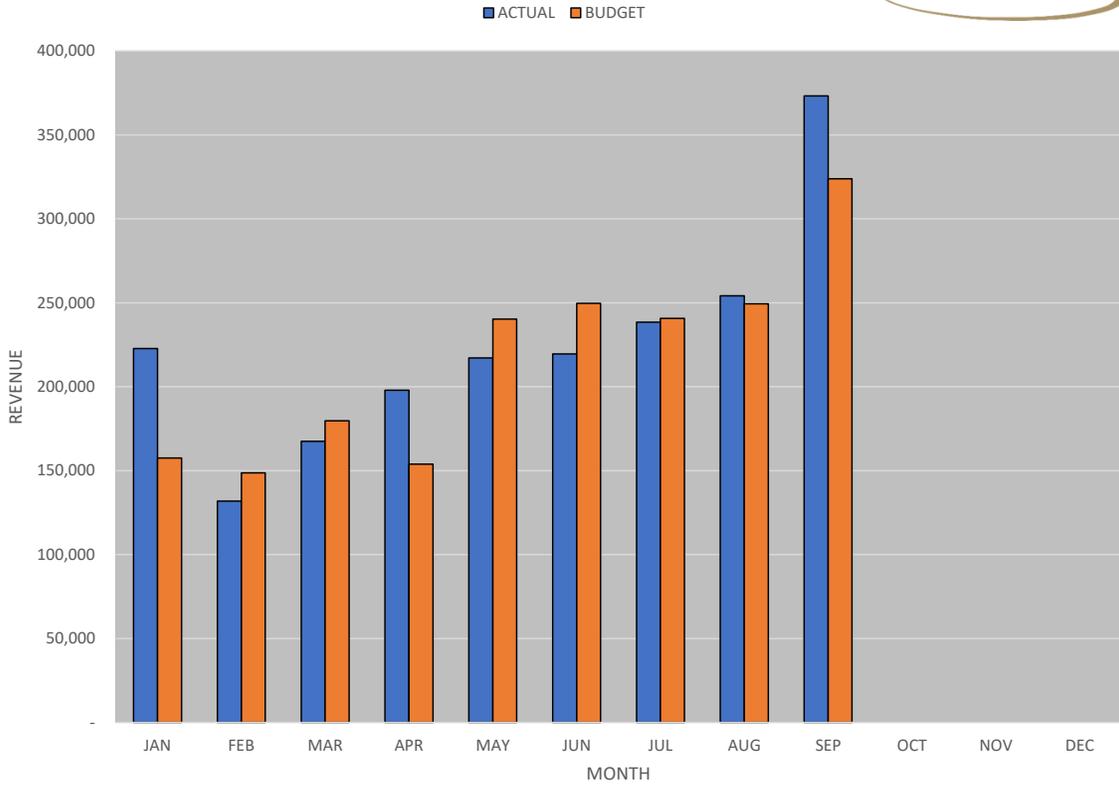
REVENUE & RIDERSHIP PER HOUR



RIDERSHIP REPORT



REVENUE REPORT



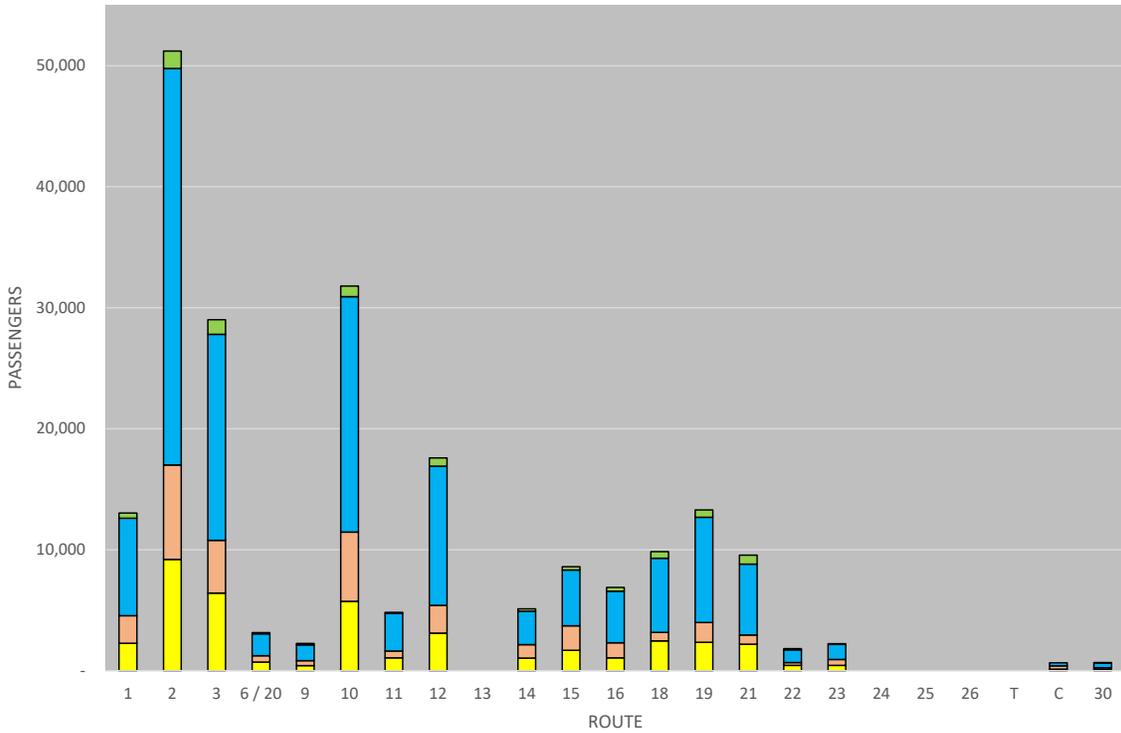
EXPENSE REPORT



TOTAL PASSENGERS BY ROUTE



■ Cash
 ■ 10-Ride
 ■ Monthly
 ■ Cash Transfers



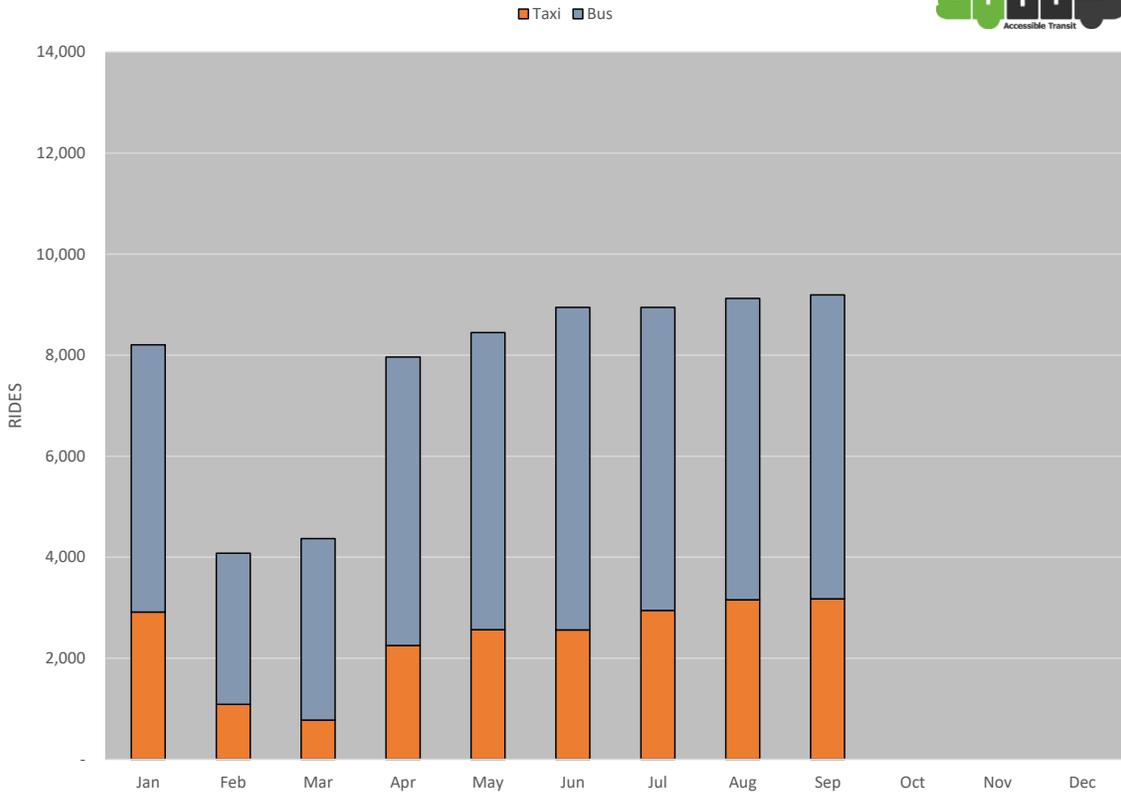
| ROUTE | REVENUE HOURS | DIRECT BILLING | REVENUE | COST | RC RATIOS | |
|-------|------------------|---------------------|---------------------|-----------------------|-------------|-------------|
| | | | | | MONTHLY | YTD |
| 1 | 997.22 | | \$44,876.50 | \$171,947.65 | 0.26 | 0.21 |
| 2 | 1,829.31 | | \$101,430.34 | \$315,422.44 | 0.32 | 0.28 |
| 3 | 1,387.67 | | \$59,791.29 | \$239,271.78 | 0.25 | 0.23 |
| 6 | 425.00 | | \$13,277.44 | \$73,281.48 | 0.18 | 0.18 |
| 9 | 250.32 | | \$9,293.29 | \$43,161.93 | 0.22 | 0.18 |
| 10 | 1,423.44 | | \$83,619.65 | \$245,439.49 | 0.34 | 0.25 |
| 11 | 281.32 | | \$10,996.87 | \$48,507.16 | 0.23 | 0.20 |
| 12 | 707.05 | | \$33,304.68 | \$121,914.51 | 0.27 | 0.23 |
| 14 | 407.50 | | \$18,015.28 | \$70,264.00 | 0.26 | 0.20 |
| 15 | 699.22 | | \$34,133.69 | \$120,564.41 | 0.28 | 0.20 |
| 16 | 440.92 | | \$20,860.14 | \$76,026.51 | 0.27 | 0.20 |
| 18 | 590.89 | | \$25,530.61 | \$101,885.39 | 0.25 | 0.24 |
| 19 | 719.93 | | \$30,153.92 | \$124,135.37 | 0.24 | 0.22 |
| 21 | 456.51 | \$61,540.14 | \$17,226.66 | \$78,714.65 | 0.22 | 0.21 |
| 22 | 131.25 | \$23,089.99 | \$3,517.01 | \$22,631.04 | 0.16 | 0.15 |
| 23 | 173.50 | | \$6,724.84 | \$29,916.08 | 0.22 | 0.20 |
| 28 | 152.60 | \$4,400.00 | \$1,246.20 | \$10,430.00 | 0.12 | 0.13 |
| 30 | 106.93 | \$22,427.36 | \$1,132.54 | \$18,437.62 | 0.06 | 0.06 |
| | 11,252.58 | \$111,457.49 | \$517,974.61 | \$1,924,366.25 | 0.27 | 0.23 |

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

\$172.43

| | |
|----------------|-------------|
| Total Expenses | \$1,830,179 |
| Debt Interest | \$4,254 |
| Debt Payment | \$101,000 |

BUS RIDES / TAXI RIDES



GOBUS RIDERS USING METROBUS

