



HAMPTON ROADS
TRANSIT

OCTOBER FY 2017 FINANCIAL REPORT

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KEY PERFORMANCE INDICATOR (KPI's) OVERVIEW

Average Fare Per Rider	Farebox revenue realized on a per trip basis, calculated by dividing farebox revenue by ridership.	$\$5,453,802 / 5,033,181 = \1.08
Average Fare Per GoPass365 Rider	Per trip GoPass365 revenue calculated by dividing GoPass365 revenue by GoPass365 ridership.	$\$297,924 / 269,239 = \1.11
Average Cost Per Rider	The cost to provide transit service on a per rider basis, computed by dividing operating expenses by total ridership.	$\$30,268,925 / 5,033,181 = \6.01
Local Investment Per Rider	Locality funds provided for transit service on a per rider basis, computed by dividing local subsidy by total ridership.	$\$11,582,268 / 5,033,181 = \2.30
Farebox Recovery Ratio	The portion of operating expenses that are offset by fares paid by the rider, computed by dividing the fare revenue by total operating expenses.	$\$5,453,802 / \$30,268,925 = 18\%$

FISCAL YEAR-TO-DATE RESULTS

KPI	Target	Actual	Variance
Average Fare per Rider	\$1.00	\$1.08	\$0.08
Average Fare per GoPass365 Rider	\$1.00	\$1.11	\$0.11
Average Cost per Rider	\$6.14	\$6.01	\$0.13
Local Investment per Rider	\$2.64	\$2.30	\$0.34
Farebox Recovery Ratio	20%	18%	-2%

Average fare per rider is better than budget by 8.4%, and average fare per GoPass365 rider is better than budget by 10.7%.

Local investment per rider is under budget by 12.8%, and average cost per rider is under budget by 2.1%.

The cost recovery ratio is total farebox revenue divided by operating expense and is currently under target by 2.6%.

OPERATING FINANCIAL STATEMENTS

OCTOBER FY17

Monthly				FISCAL YEAR 2017 Dollars in Thousands		Year to Date			
Current Year						Current Year			
Budget	Actual	Variance				Budget	Actual	Variance	
\$ 1,684.3	\$ 1,390.8	\$ (293.5)	-17.4%	Passenger Revenue	\$ 6,744.9	\$ 5,702.2	\$ (1,042.8)	-15.5%	
110.4	79.0	(31.5)	-28.5%	Advertising Revenue	441.7	372.2	(69.4)	-15.7%	
182.7	179.1	(3.6)	-2.0%	Other Transportation Revenue	720.0	716.4	(3.6)	-0.5%	
5.0	6.5	1.5	30.0%	Other Non-Transportation Revenue	20.0	55.2	35.2	176.0%	
\$ 1,982.4	\$ 1,655.4	\$ (327.1)	-16.5%	TOTAL REVENUE	\$ 7,926.6	\$ 6,846.0	\$ (1,080.6)	-13.6%	
\$ 5,013.0	\$ 5,323.4	\$ (310.3)	-6.2%	Personnel Services	\$ 20,732.0	\$ 21,092.3	\$ (360.3)	-1.7%	
760.0	585.4	174.6	23.0%	Services	3,210.9	2,323.2	887.7	27.6%	
925.7	841.5	84.3	9.1%	Materials & Supplies	3,776.2	3,767.6	8.5	0.2%	
80.4	82.9	(2.6)	-3.2%	Utilities	386.2	402.9	(16.7)	-4.3%	
414.7	338.8	75.9	18.3%	Casualties & Liabilities	1,658.9	1,410.8	248.1	15.0%	
704.3	725.2	(20.9)	-3.0%	Purchased Transportation	2,817.2	2,830.1	(12.9)	-0.5%	
318.5	392.2	(73.7)	-23.2%	Other Miscellaneous Expenses	1,028.3	955.2	73.1	7.1%	
\$ 8,216.5	\$ 8,289.4	\$ (72.8)	-0.9%	TOTAL EXPENSE	\$ 33,609.7	\$ 32,782.1	\$ 827.5	2.5%	
\$ 6,234.1	\$ 6,634.0	\$ (399.9)	-6.4%	SUBSIDY	\$ 25,683.1	\$ 25,936.1	\$ (253.0)	-1.0%	

For the month of October, operating revenues and expenses vary with projections by 16.5% and 0.9%, respectively.

Fiscal year-to-date operating revenues fall below expectations by 13.6%; however, operating expenses are under budget by 2.5%.

OPERATING FINANCIALS (cont.)

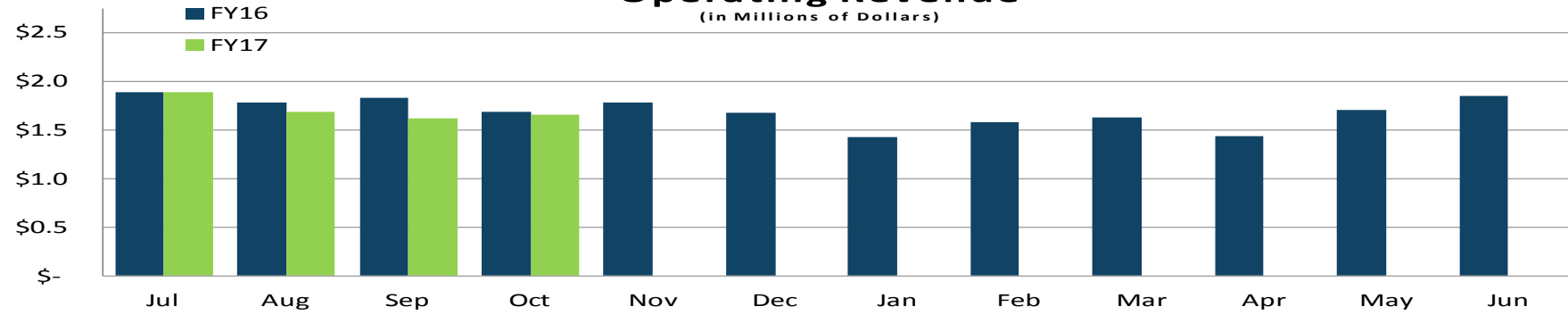
OCTOBER FY17

MONTHLY RESULTS			
Oct-FY17		Variance FY17	
Budget	Actual	\$	%
\$ 1,982.4	\$ 1,655.4	\$ (327.1)	-16.5%
\$ 8,216.5	\$ 8,289.4	\$ (72.8)	-0.9%
\$ 6,234.1	\$ 6,634.0	\$ (399.9)	-6.4%
20%	18%		

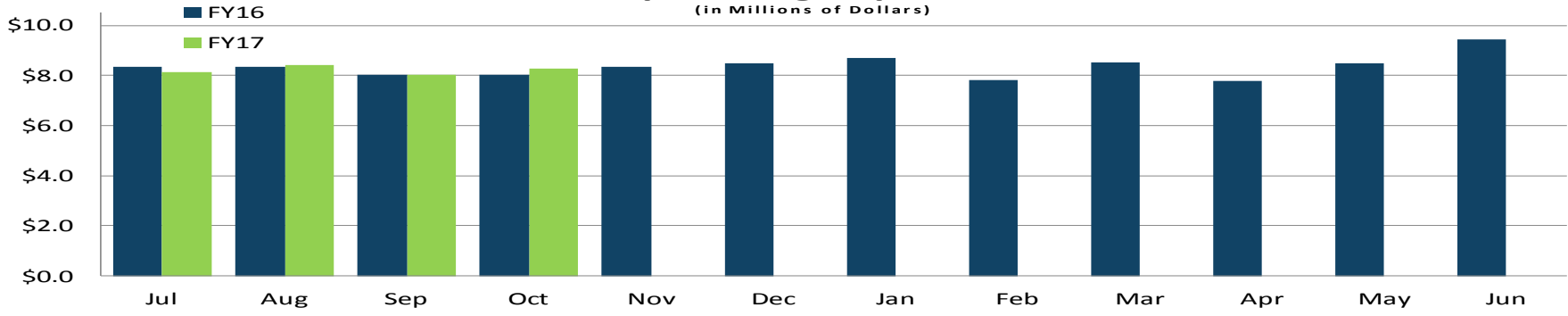
FISCAL YEAR 2017
Dollars in Thousands
REVENUE
EXPENSE
SUBSIDY
FAREBOX RECOVERY

YEAR-TO-DATE RESULTS			
FY17		Variance FY17	
Budget	Actual	\$	%
\$ 7,926.6	\$ 6,846.0	\$ (1,080.6)	-13.6%
\$ 33,609.7	\$ 32,782.1	\$ 827.5	2.5%
\$ 25,683.1	\$ 25,936.1	\$ (253.0)	-1.0%
20%	18%		

Operating Revenue
(in Millions of Dollars)



Operating Expenses
(in Millions of Dollars)



RIDERSHIP STATS

OCTOBER FY17

MONTHLY RESULTS				YEAR TO DATE RESULTS		
October FY17				FY17		
Target	Actual	Variance	MODE	Target	Actual	Variance
1,180,100	1,104,796	(75,304)	BUS TRANSIT	4,720,398	4,467,764	(252,634)
118,502	117,784	(718)	LRT	474,008	466,737	(7,271)
23,959	17,596	(6,363)	FERRY	95,837	98,680	2,843
27,443	31,205	3,762	PARATRANSIT	109,773	123,420	13,647
1,350,004	1,271,381	(78,623)	SYSTEM TOTAL	5,400,015	5,156,601	(243,414)

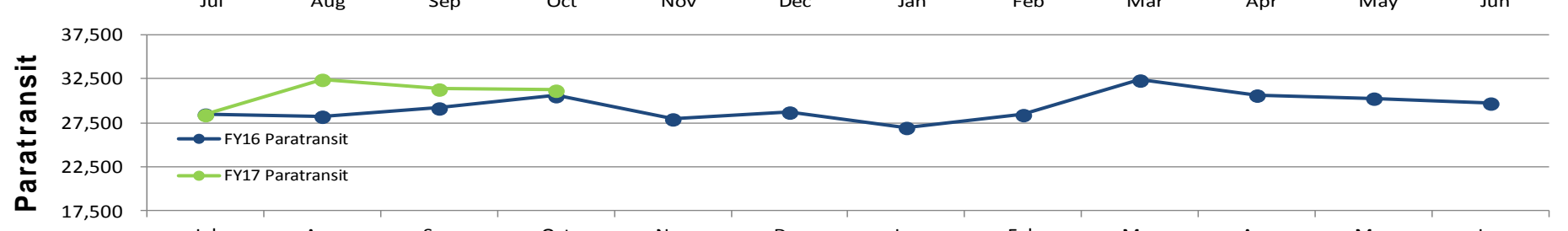
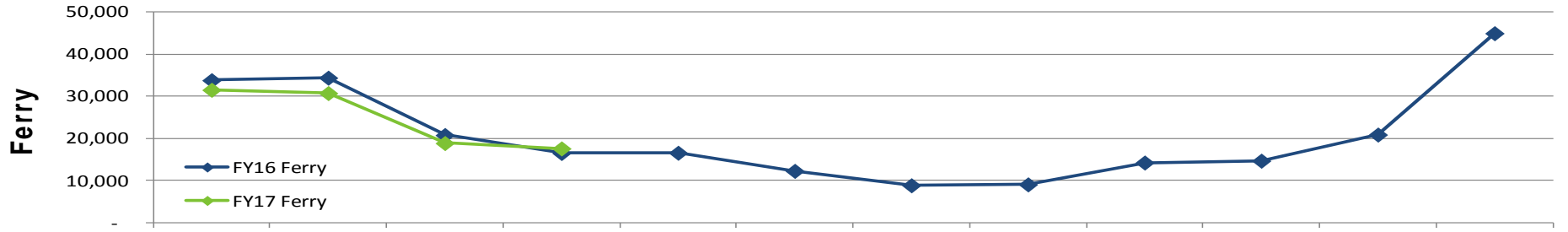
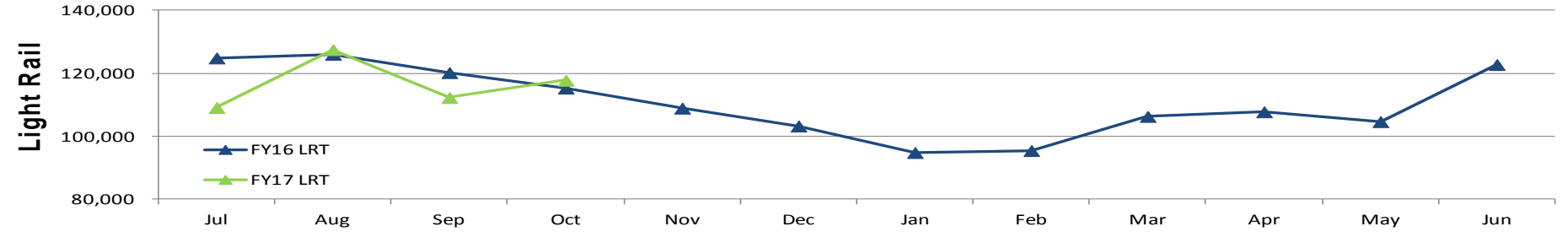
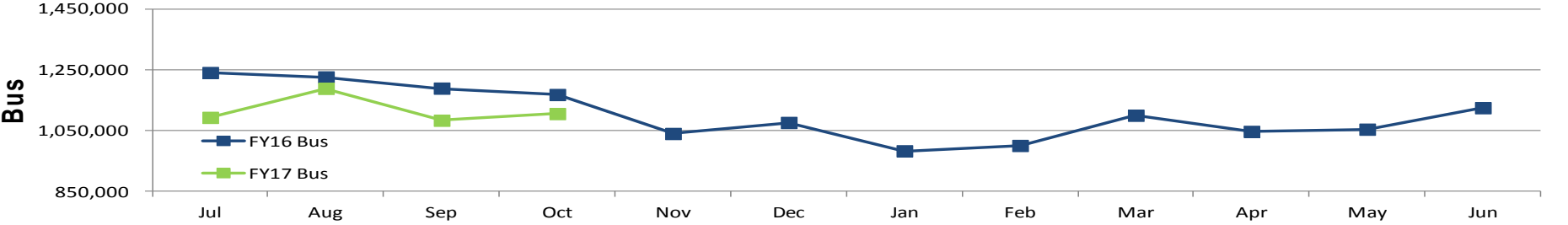
For the month of October, ridership came in 6.2% under target. October ridership this year is 4.7% lower, overall, than last year but 11.1% higher for paratransit.

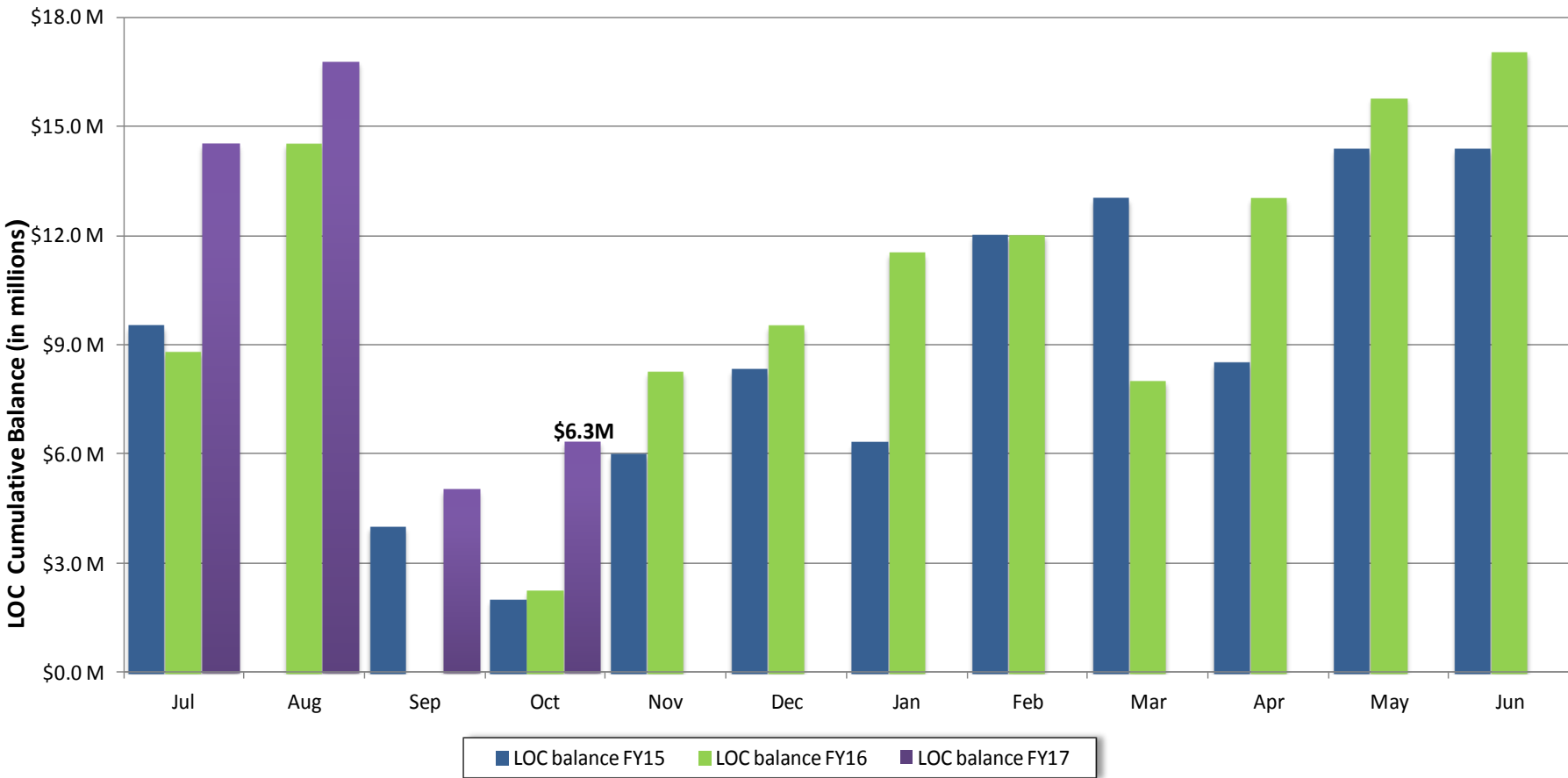
MONTHLY RESULTS				YEAR TO DATE RESULTS		
Oct-FY16	Oct-FY17			FY16	FY17	
Actual	Actual	Variance	MODE	Actual	Actual	Variance
1,167,459	1,104,796	(62,663)	BUS TRANSIT	4,820,994	4,467,764	(353,230)
115,293	117,784	2,491	LRT	486,413	466,737	(19,676)
16,515	17,596	1,081	FERRY	105,426	98,680	(6,746)
30,587	31,205	618	PARATRANSIT	116,511	123,420	6,909
1,329,854	1,271,381	(58,473)	SYSTEM TOTAL	5,529,344	5,156,601	(372,743)

October 2016 ridership is 4.6% below target. Ridership this time last year was 7.2% higher, overall.

RIDERSHIP GRAPHS

OCTOBER FY17





The line of credit balance as of October 31st is \$6.3M.

PROCUREMENTS BETWEEN \$50K-\$100K OCTOBER FY17

No procurement activity for October, 2016