



Meeting of the Transportation District Commission of Hampton Roads

Thursday, April 28, 2022, at 509 E. 18th Street, Norfolk, VA – In Person

A meeting of the Transportation District Commission of Hampton Roads will be held on Thursday, April 28, 2022, at 1:00 p.m. at 509 E. 18th Street, Norfolk, VA – In Person.

The meeting is open to the public and in accordance with the Board's operating procedures and in compliance with the Virginia Freedom of Information Act, there will be an opportunity for public comment at the beginning of the meeting.

The agenda and supporting materials are included in this package for your review.



Meeting of the Transportation District Commission of Hampton Roads

Thursday, April 28, 2022, • 1:00 p.m.
509 E. 18th Street, Norfolk, VA

AGENDA

1. Call to Order & Roll Call
2. Public Comments
3. Approval of March 24, 2022, Meeting Minutes
4. President's Monthly Report - William Harrell
 - A. Board Updates
5. Committee Reports
 - A. Audit & Budget Review Committee - Commissioner Gray/
Conner Burns, Chief Financial Officer
 - March 2022 Financial Reports
 - B. Management/Financial Advisory Committee – Commissioner Jackson/
Conner Burns, Chief Financial Officer
 - C. Operations & Oversight Committee - Commissioner Fuller/
Sonya Luther, Director of Procurement
 - **Contract No: 21-00162 Mobile Devices Services (Renewal)**

Recommending Commission Approval: Award of a contract to T-Mobile USA, Inc. to provide mobile devices, and voice and data wireless services in the not-to-exceed amount of \$838,441.40 over five (5) years.

- **Contract No. 22-00173 Revenue Vehicle Video Recording Equipment**

Recommending Commission Approval: Award of a sole source Contract to Luminator Technology Group to provide revenue vehicle video recording equipment. The cumulative amount of all Task Orders issued under this Contract will not exceed \$4,800,000.00 over the five-year period.

- D. Planning/New Starts Development Committee – Commissioner Ross-Hammond/
Ray Amoruso, Chief Planning & Development Officer
 - E. External/Legislative Advisory Committee - Commissioner Kanoyton/
Gene Cavazos, Director of Marketing and Communications
 - F. Smart Cities & Innovation Committee – Commissioner McClellan/
Michael Price, Chief Information/Technology Officer
 - G. Paratransit Advisory Subcommittee – Chair Brian Trickler/
Keith Johnson, Paratransit Services Contract
Administrator
 - H. Transit Ridership Advisory Sub-Committee – Ms. Denise Johnson, Chair/
Rodney Davis, Director of Customer Relations
6. Old and New Business
 7. Comments by Commission Members
 8. Closed Session (as necessary)
 9. Adjournment

The next meeting will be held on Thursday, May 26, 2022, 3400 Victoria Boulevard, Hampton, VA 23661 – In Person



Meeting Minutes of the Transportation District Commission of Hampton Roads

Wednesday March 24, 2022, • 1:00 p.m. Norfolk, VA, and Hybrid (Zoom) Meeting

Call to Order.

A quorum was attained, and Vice-Chair Rouse called the meeting to order at 1:02 p.m.

Commissioners in attendance:

Vice-Chair Rouse, Virginia Beach
Commissioner Gray, Hampton
Commissioner Fuller, Chesapeake
Alt. Commissioner Sorey, Chesapeake
Commissioner DeBruhl, DRPT (Zoom)
Commissioner Kanoyton, Hampton
Commissioner Woodbury, Newport News
Commissioner Bullock, Newport News
Commissioner Houston, Norfolk
Alt. Commissioner Jackson, Portsmouth
Commissioner Ross-Hammond, Virginia Beach
Commissioner Simonds (Delegate)

Hampton Roads Transit Staff in attendance:

Ray Amoruso, Chief Planning and Development
Debbie Ball, Director of Finance (Zoom)
Michele Bacon-Goode, Contract Administrator (Zoom)
Keisha Branch, Director of the Office of Program & Project Excellence
Amy Braziel, Director of Contracted Services and Operational Analytics
Conner Burns, Chief Financial Officer
David Burton, General Counsel, Williams Mullen
Emily Cass, Traffic Program Manager
Gene Cavazos, Director of Marketing & Communications
Christina Condon, Grants Program Analyst (Zoom)
Juanita Davis, Budget Analysis III (Zoom)
Rodney Davis, Director of Customer Relations
Sheri Dixon, Director of Revenue Services (Zoom)
Jennifer Dove, Civil Rights and Grants Coordinator (Zoom)
Angela Glass, Director of Budget & Financial Analysis
Brenda Green, Executive Administrative Assistant
Omar Gordon, Interim Director Maintenance and Rail
William Harrell, President and CEO
Tom Holden, Media Relations Specialist (Zoom)
Ashley Johnson, Capital Improvement Analyst III (Zoom)
Keith Johnson, Paratransit Services Contract Administrator (Zoom)

Shane Kelly, Manager Security & Emergency Preparedness
Robert Lee, RTS Program Manager
Sonya Luther, Director of Procurement
Tracy Moore, Director of Transportation
Shanti Mullen, Manager of Internal Audit (Zoom)
Stephanie Napier, Facility Asset Inventory Assistant
Sibyl Pappas, Chief Engineering & Facilities Officer
Noelle Pinkard, Organizational Advancement Officer (Zoom)
John Powell, Telecommunications Specialist
Theresa Petrowicz, Contract Specialist
Michael Perez, Operations Project & Contract Administrator
Michael Price, Chief Information Officer/CTO
Luis Ramos, Sr. Executive Administrator/Commission Secretary
Randy Robinson, Operational Facilities Technician
Shleaker Rodgers, Quality Assurance Auditor (Zoom)
Dawn Sciortino, Chief Safety Officer
Don Shea, Warranty Administrator (Zoom)
Ben Simms, Director of Transportation (Bus & Rail)
Brian Smith, Deputy CEO
Adrian Tate, Finance Manager (Zoom)
Alex Touzov, Director of Technology Services
Robert Travers, Corporate Counsel
Fevrier Valmond, Deputy Director of Procurement (Zoom)
James Wall, Director of Maintenance (Zoom)
Kim Wolcott, Chief of Human Resources

Others in attendance via phone/(Zoom):

Paul Atkinson, Vice Chair of Paratransit Advisory Committee
Judith Brown, Co-Chair, League of Women Voters, In-Person
Rob Case, HRTPO
Alt. Commissioner Brian DeProfio, City of Hampton, In-Person
Andrew Ennis, Transit Rail Safety & Emergency Management Administrator, DRPT
Jeff Hathaway, Creative VA
Angela Hopkins, City of Newport News
Demetrius Johnson, Citizen
Denise Johnson, Chair, Transit Riders Advisory Committee, In-Person
Lauren Magnotto, DRPT
Clara Massaquoi, Citizen
Sheila McAllister, City of Newport News
John Stevenson, City of Norfolk
Janice Taylor, League of Women Voters, In-Person
Brian Tricker, Chair of Paratransit Advisory Committee
Alt. Commissioner Constantinos Velissarios, City of Newport News
Linda Wheeler, Verizon
Diane Wishart, City of Norfolk

The TDCHR meeting package was distributed electronically to all Commissioners in advance of the meeting. The meeting package consisted of:

- Agenda
- Meeting Minutes
- President's Report Presentation
- Social Media Analytics
- Financial Reports
- Committee Reports

Public Comments

There were no public Comments.

Approval of February 24, 2022, Meeting Minutes

A motion to approve the February 24, 2022, minutes was made by Commissioner Woodbury and properly seconded by Commissioner Fuller. A roll call vote resulted as follows:

Ayes: Commissioner Rouse, Gray, Fuller, Sorey, DeBruhl, Kanoyton, Woodbury, Bullock, Jackson, Ross-Hammond, and Simonds

Nays: None

Abstain: None

President's Monthly Report

Mr. William Harrell welcomed everyone to the meeting.

Mr. Harrell introduced Mr. Robert Crum, Executive Director of Hampton Roads Transportation Planning Organization and Hampton Roads Planning District Commission.

Mr. Crum provided an update on the Hampton Roads Regional Transit Advisory Panel (RTAP) and upcoming transportation advocating opportunities to include building upon the success of the recent Hampton Roads Regional Transit Advocacy Day in Richmond.

The RTAP spent time at the Virginia General Assembly and were introduced on the House and Senate floors.

RTAP members, Mr. Bob McKenna, President and CEO of the Virginia Peninsula Chamber of Commerce, and Mr. Jason Inge, Transportation Mobility Manager of Senior Services of Southeastern Virginia, shared the importance of transit to businesses and the community.

It was shared that the RTAP was created to be advocates and, are available to speak on behalf of transportation.

Mr. Crum and the RTAP were recognized and presented with a certificate of appreciation for their efforts on behalf of the Commission.

There was discussion regarding the impact of the allocation of additional resources on ridership.

Mr. Harrell reflected on the upcoming RTS service expansion and HRT's commitments to the public to provide a core network of high frequency bus service.

On behalf of the ELAC and the TDCHR Board, Commissioner Kanoyton presented Dr. Judith Brown and Ms. Janice Taylor with certificates of appreciation of their respective dedication to and support of transit in Hampton Roads, including advocacy with the General Assembly.

Mr. Harrell stated that the American Rescue Plan, which provided funding to HRT, was not a federal allotment. Rather the ARR funding was the result of a competitive application process. HRT was one of thirty-five (35) agencies in the nation and the only agency in the Commonwealth of Virginia to receive such funding. Mr. Harrell thanked staff for their work on the application.

The funding will support labor stability, core operational funding and stabilization of farebox shortfalls.

Mr. Harrell stated that HRT has been an industry leader with regards to fiscal responsibility.

Dr. Brian Smith provided a presentational update regarding HRT's current subsidized fare programs and potential expansion of same.

Mr. Conner Burns shared information on passenger revenue from FY2018 to date and then provided revenue projections through FY2029. Mr. Burns provided a preliminary analysis of the financial impact of the implementation of any system-wide free fare arrangement.

Mr. Harrell reiterated that HRT's goal is to keep fares as low as possible, expand and leverage partnerships, leverage new fare systems, develop new fare free promotions, and seek grant funding that can support such efforts.

Mr. Ray Amoruso shared information regarding TRIP funding received by HRT through the Virginia Department of Rail and Public Transportation.

Ms. Sibyl Pappas shared the current RTS amenity program for shelter installations and a new "Am I Clean" smartphone app created for shelter cleaning. Ms. Pappas shared the upcoming Earth Day events, including a free fare day on April 22, 2022.

Ms. Pappas stated that individuals can sign up to adopt bus stops.

There was discussion regarding free rides and passenger revenues and ridership.

There was discussion regarding future funding opportunities that can be sought through the TRIP program related to subsidized fares for those most in need.

Mr. Harrell mentioned an upcoming Board survey.

Mr. Harrell also shared information regarding Operator Appreciation Day.

Audit & Budget Review Committee

The Audit and Budget Review Committee did not meet in March.

Mr. Conner Burns presented the February 2022 Financial Report as enclosed in the meeting package.

Management and Financial Advisory Committee (MFAC)

Alternate Commissioner Carl Jackson stated that the committee met earlier in the week.

Mr. Jackson stated that financial reports were presented to the Committee.

Mr. Jackson provided an update on the Strategic Allocation Agreement being approved by HRT's partner cities.

The committee finalized the promotional fare days to include Election Day, Transit Equity Day and Earth Day.

Operations and Oversight Committee

Commissioner Fuller stated that the Operations and Oversight Committee met on March 10, 2022.

Commissioner Fuller called on Ms. Sonya Luther to present the contracts for approval.

Ms. Luther presented Contract No: 21-00167 Hydraulic Equipment Maintenance, Inspection, and Repair Services (Renewal) Award of a contract to Hydraulic Service Company, Inc. to perform scheduled and unscheduled maintenance, inspections, and emergency repair services for hydraulic vehicle lifts, brake testing equipment, and related systems in the not-to-exceed amount of \$738,987 over a five-year period.

Ms. Luther also presented Purchase Order No.: PO 0007100 Rugged Laptops and Components Purchase, to be awarded of a contract to Dell Technology to furnish rugged laptops and associated component for HRT in the total amount of \$153,678.54.

Ms. Luther stated that this comes as a motion from the Operations and Oversight Committee to approve **Contract No: 21-00167 Hydraulic Equipment Maintenance, Inspection, and Repair Services (Renewal) and Purchase Order 0007100 Rugged Laptops and Components**, which was properly seconded by Commissioner Simonds. A roll call vote resulted as follows:

Ayes: Commissioner Rouse, Gray, Fuller, Sorey, DeBruhl, Kanoyton, Woodbury, Bullock, Houston, Jackson, Ross-Hammond, and Simonds

Nays: None

Abstain: None

The next Operations and Oversight Committee will be held Thursday, April 14, 2022.

Planning and New Starts Committee

Commissioner Ross-Hammond stated the Committee did not meet in the month of March.

External/Legislative Advisory Committee

Commissioner Kanoyton stated that the committee met on March 16th.

Commissioner Kanoyton stated that Ms. Noelle Pinkard provided an update on the State and Federal legislative items, including the FY22 THUD bill.

Commissioner Kanoyton provided updates on available grants and noted that as part of the recent federal appropriations bill HRT is the recipient of \$5 million Community Funding Project Funding to support the replacement of the Parks Avenue facility in Virginia Beach.

There are plans to start preparing for the next General Assembly.

There were updates from marketing and communications to include recruitment of operators and mechanics and DPRT's new program-Rediscover Your Ride.

The Diversity Procurement Fair will be held in June.

Smart City and Innovation Committee

Smart City and innovation Committee did not meet in the month of March.

Paratransit Advisory Sub-Committee (PAC)

Due to technical issues, Mr. Brian Ticker wasn't able to report to the Board.

Transit Ridership Advisory Sub-Committee

Ms. Denise Johnson presented the TRAC report to the Board as included in the minutes for reference.

Commissioner Ross Hammond stated that she appreciated the Operator Appreciation Day and stated that she enjoyed the positive experience.

Closed Session:

Commissioner Woodbury made a motion to convene into closed session related to matters requiring the protection of the privacy of individuals in personal matters not related to public business, as

authorized by paragraph 4 of Virginia Code Section 2.2-3711(A) and properly seconded by Commissioner Simonds. A roll call vote resulted as follows:

Ayes: Commissioner Rouse, Gray, Fuller, Sorey, DeBruhl, Kanoyton, Woodbury, Bullock, Houston, Jackson, Ross-Hammond, and Simonds

Nays: None

Abstain: None

The Chair entertained a motion of certification that the Commissioners of the Transportation District Commission of Hampton Roads hereby certifies that, to the best of each member's knowledge:

- (i) only public business matters lawfully exempted from open meeting requirements under the Virginia Freedom of Information Act law were discussed in the closed meeting to which this certification resolution applies, and
- (ii) only such public business matters as were identified in the motion convening the closed session meeting were heard, discussed, or considered in the closed meeting just concluded.

The motion was made by Commissioner Woodbury and properly seconded by Commissioner Fuller. A roll call vote resulted as follows:

Ayes: Commissioner Rouse, Gray, Fuller, Sorey, DeBruhl, Kanoyton, Woodbury, Bullock, Houston, Jackson, Ross-Hammond, and Simonds

Nays: None

Abstain: None

Adjournment

With no further business to conduct, the meeting adjourned at 3:05 p.m.

TRANSPORTATION DISTRICT COMMISSION OF HAMPTON ROADS

**Aaron Rouse
Vice-Chair**

ATTEST:

**Luis Ramos
Commission Secretary
March 24, 2022**



HAMPTON ROADS
TRANSIT

TDCHR Board Meeting March 24, 2022

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President's Report

- Regional Transit Advisory Panel (RTAP)
 - Robert Crum, Director, Hampton Roads Transportation Planning Organization
 - Key Stakeholders
 - Dr. Judith Brown, League of Women Voters
 - Janice Taylor, League of Women Voters



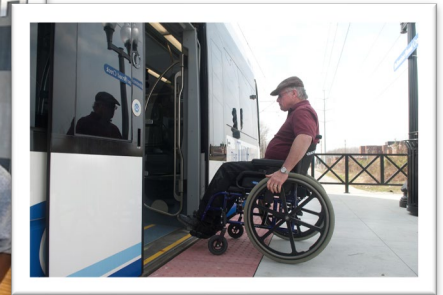
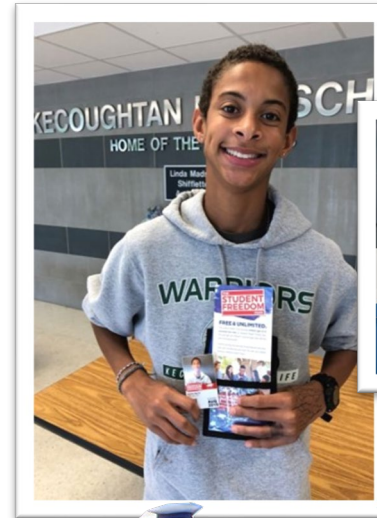
HAMPTON ROADS
TRANSIT

Subsidized Fare Programs March 2022

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HRT Programs

- Student Freedom Pass – **Free**
- Paratransit – **Free** on fixed-route services
- Reduced Fare ID Cards – **50% Discount**
 - Seniors (65 years or older)
- Special Programs
 - Promotional Days – **Free**
 - GoPass365 – **Free** or subsidized or Employees of Partner Organizations
 - Partnership with Hampton Roads Community Action Partners (HRCAP)
 - Vaccination Transportation Access Program (closed)
 - Federal Transportation Incentive Program “TIP” Program -- **\$265/month (Navy Base Circulator and all other HRT services)**



Expanding Subsidized Fare Programs

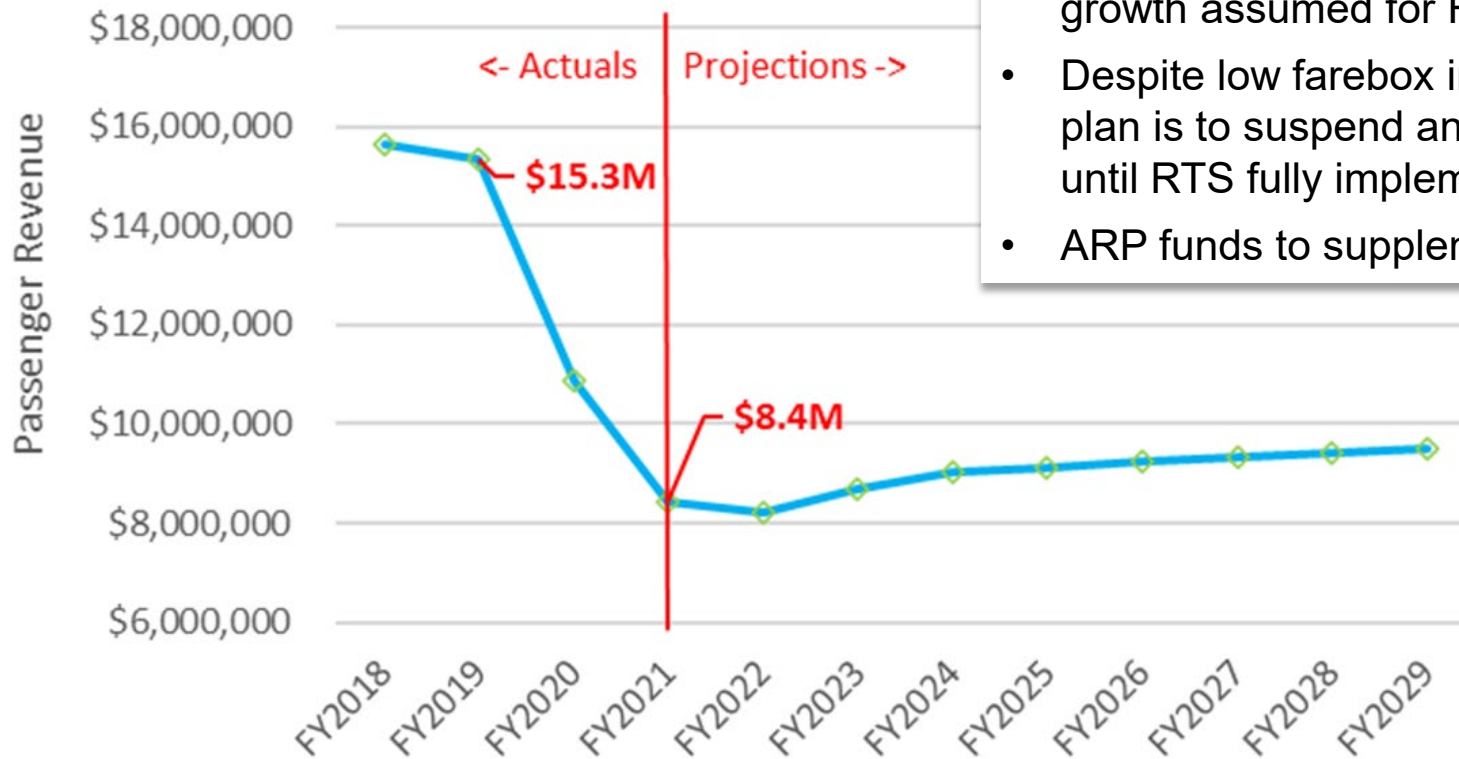


- Economic benefits to Customers, especially low-income riders
- Promote new Ridership
- Reduce fare system costs
- Reduce Operators/Patron interactions and fare disputes
- Support regional mobility and local/regional economies

Expanding Subsidized Fare Programs

- Operating Revenue losses with no replacement
- Elimination of valued Partnerships (GoPass 365)
- Risk of future service cuts
- Increased paratransit demand and costs
- Increase of safety/other challenges for Operators and Customers
- Reduced on-time performance (crowding, more stopping)
- Increased cleaning and capital maintenance and repairs
- Vehicle and system capacity could be exceeded

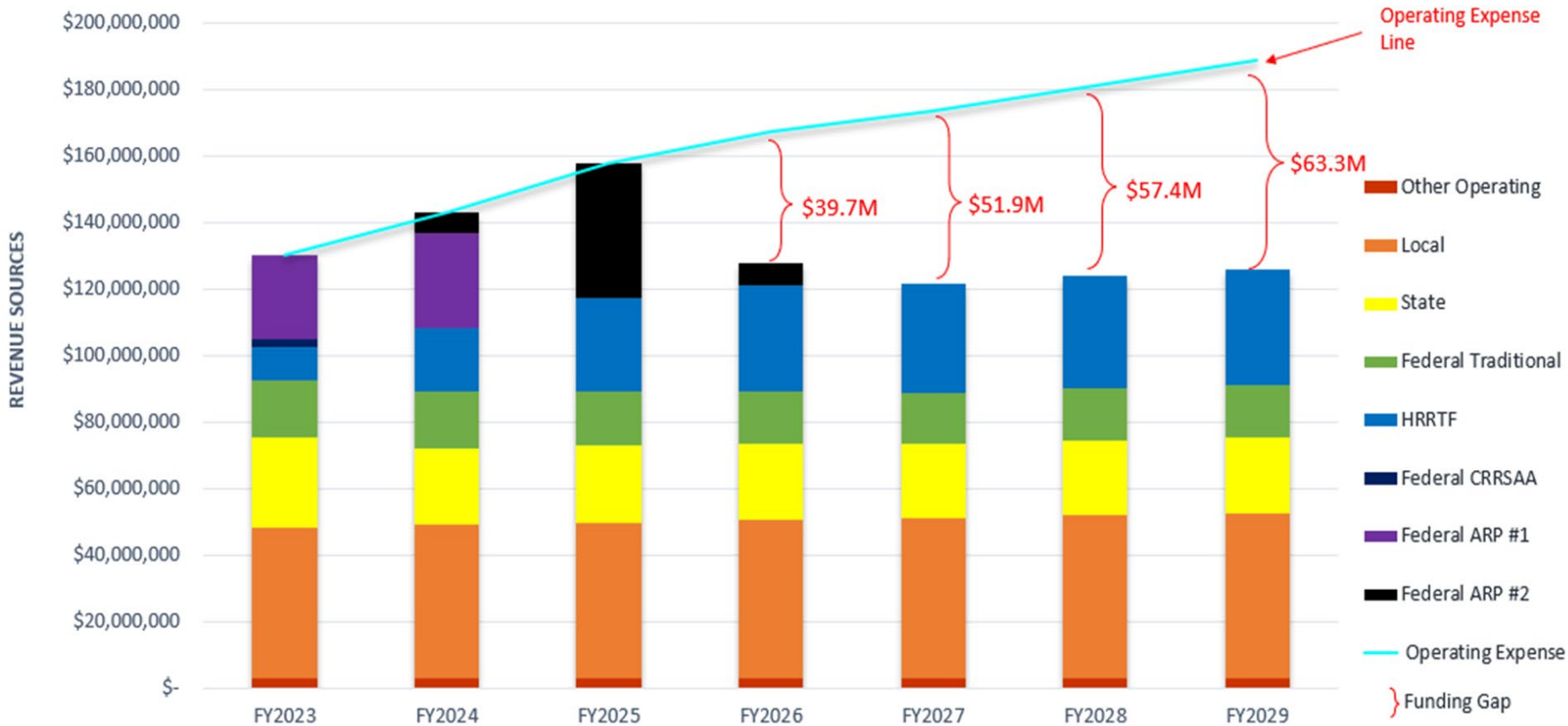
Passenger Revenue (FY18-FY29)



- \$8.7M budgeted for FY23 and modest growth assumed for FY24-29
- Despite low farebox income, current plan is to suspend any fare increases until RTS fully implemented
- ARP funds to supplement

Preliminary Financial Review (Assuming System-wide Free Fare)

Revenue Sources for O&M Expenses



Going Forward

Vision

A progressive mobility agency that promotes prosperity across Hampton Roads through collaboration and teamwork.

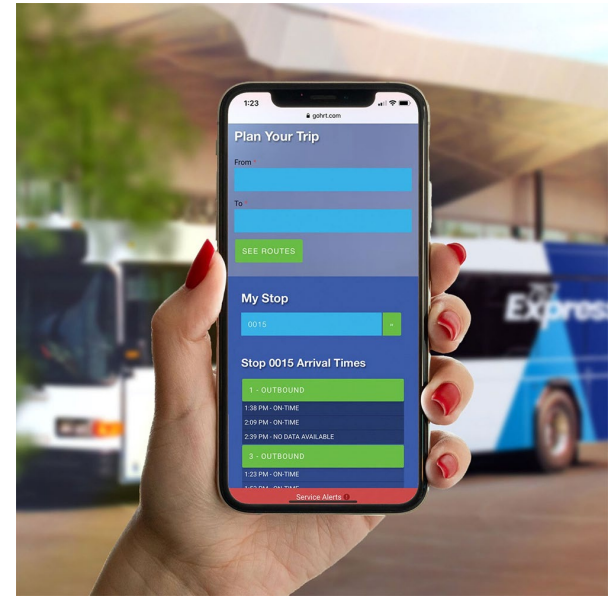
- Keep fares low as possible
- Expand and Leverage Partnerships (GoPass 365, HRCAP, etc.)
- Leverage new fare systems (potential fare-capping and other creative strategies)
- Develop new Fare Free Promotions
- Seek “TRIP” funding (DRPT’s Transit Ridership Incentive Program)

RTS Amenity Program – Installations

| City | Amenities through March 15, 2022 | | | |
|----------------|----------------------------------|--------------|-------------------|------------|
| | Shelters | Solar Lights | Bench / Trash Can | Total |
| Chesapeake | 5 | 16 | 0 | 21 |
| Hampton | 20 | 18 | 0 | 38 |
| Newport News | 0 | 22 | 0 | 22 |
| Norfolk | 19 | 58 | 0 | 77 |
| Portsmouth | 20 | 6 | 0 | 26 |
| Virginia Beach | 11 | 38 | 0 | 49 |
| Total | 75 | 158 | 0 | 233 |

President's Report

- 2022 HRT Board Survey

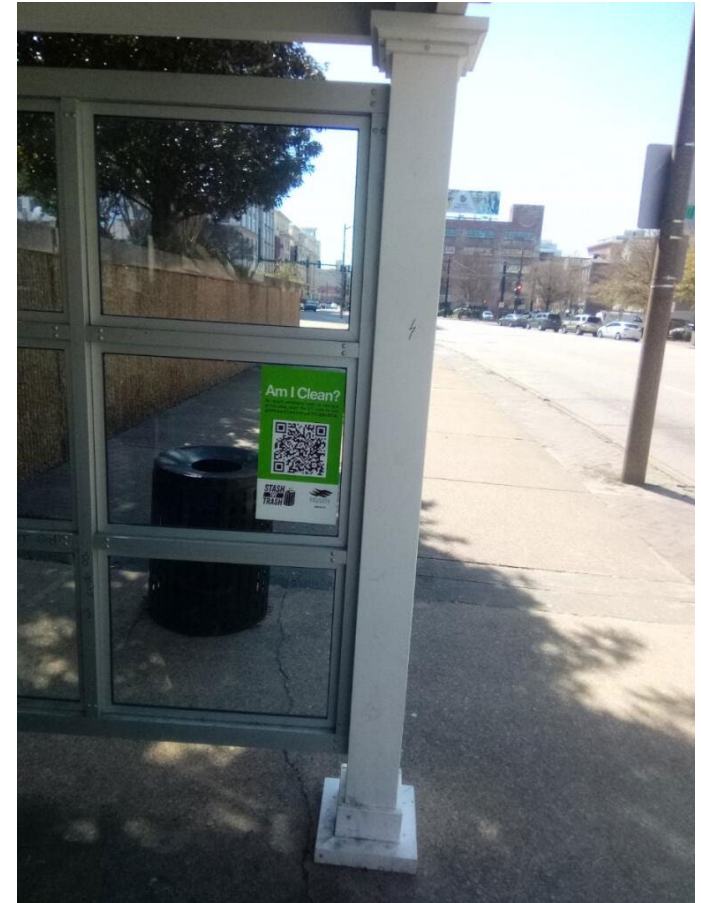


Operator Appreciation Day



President's Report

Earth Day 2022 – Fare Free!





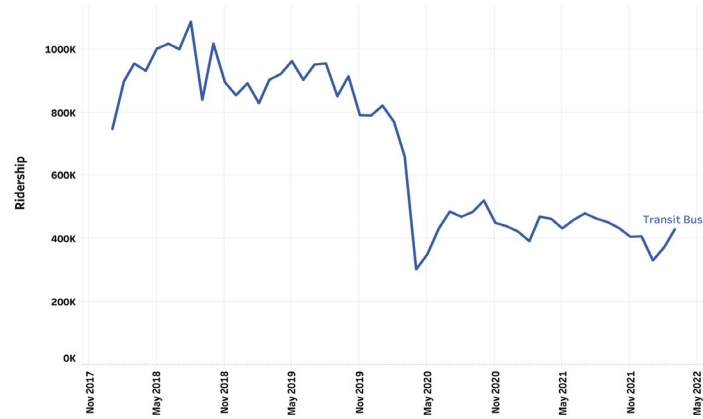
HAMPTON ROADS
TRANSIT

TDCHR Board Meeting April 28, 2022

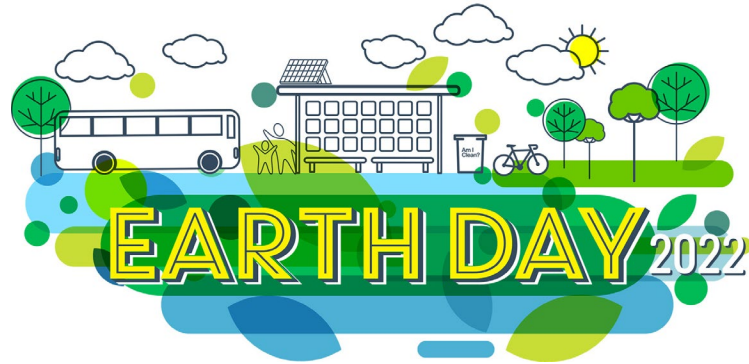
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President's Report

- Key Performance Indicators



- Earth Day Celebration



Earth Day Celebration



NO FARE
ON
EARTH DAY

HAMPTON ROADS TRANSIT

The central graphic features the text 'NO FARE ON EARTH DAY' in large, stylized letters. 'NO FARE' is in yellow with a black outline, and 'ON' is in small black letters. 'EARTH DAY' is in green with a black outline. Below the text is a colorful illustration of a sustainable community. It includes a white bus, a house with solar panels, a person walking, a bicycle, a trash can labeled 'Anti-Cleaner', trees, clouds, and a sun. The background has green and blue circular patterns. At the bottom, the Hampton Roads Transit logo and name are visible.

Elaine Luria Press Conference



Thursday, April 21, 2022 - Rep. Elaine Luria (D-Va) today presented us with a \$5 million Community Project Funding check.



A VISIT WITH THE YOUNG WOMEN FROM BUTTERFLY VILLAGE

The success of our region is achieved through collaboration and teamwork. From every corner of our economy, the key to the region's success is often found in lending support to one another, and that in turn helps us achieve our common goals of prosperity and stronger communities.

For Hampton Roads Transit, teamwork is essential, and it means more than focusing on schedules, run times and grant applications. It also means lending support outside the transit world to those who may not work here today but one day may sit in the agency's executive department.

That's one reason why I so enjoyed my time recently with the young women from Butterfly Village. This STEM-focused non-profit's goals are to increase awareness and exposure to STEM-related careers, to aid students in developing skills, and to maximize their performance in math and science. In this way, it aims to develop a community of learners and improve self-efficacy – exactly what we need in our communities.

Fortunately for us, we have plenty of examples of women in leadership positions who exemplify the possibilities found in STEM-based careers. I requested that some of our women leaders – Sibyl Pappas and Kim Wolcott among them – join us on a visit of our light rail facilities.



students participate in four cycles with each cycle being eight weeks, she said. Barnes works for the Department of Labor and teaches at Tidewater Community College in the Human Services and Student Development Department.

The group met at the Harbor Park light rail station and took a quick ride along the alignment before stopping off at the Norfolk Tide Facility where they got a first-hand look at the real-world possibilities that come from a STEM-based education.

Few operations at HRT evoke STEM as easily as light rail operations. From the electrical nature of the system to the advanced engineering in train and traffic control management, The Tide has it all and showing young women they also can work here is an important step in their education.

Who knows? We might be able to eventually hire some of these young women.

Katina Barnes, the executive director of Butterfly Village, said the program focuses on middle and high school girls. Academy

The academy is an enhancement to what STEM students are receiving in schools, she said. What keeps it apart is that not only does it focus on the same concepts that are taught in school, but it also introduces girls to STEM professionals - and not just doctors or computer technicians but people like Pappas and Wolcott.

The village concept insists that the girls participate in a hands-on activity which explains why they chose the Tide facility. Previously, the group has visited the Berry Art Museum to see how art is intertwined in that organization, NASA's National Institute of Aerospace, and even the CUSP Dental Boutique in Virginia Beach.

It was a great pleasure to share with the women the possibilities here at HRT. One day, we may very well see some of them helping develop and run the region's premier transit agency.



Sincerely,



William E. Harrell
President and CEO
Hampton Roads Transit





Performance Summary

Quarterly Reporting Schedule: January, April, July, October

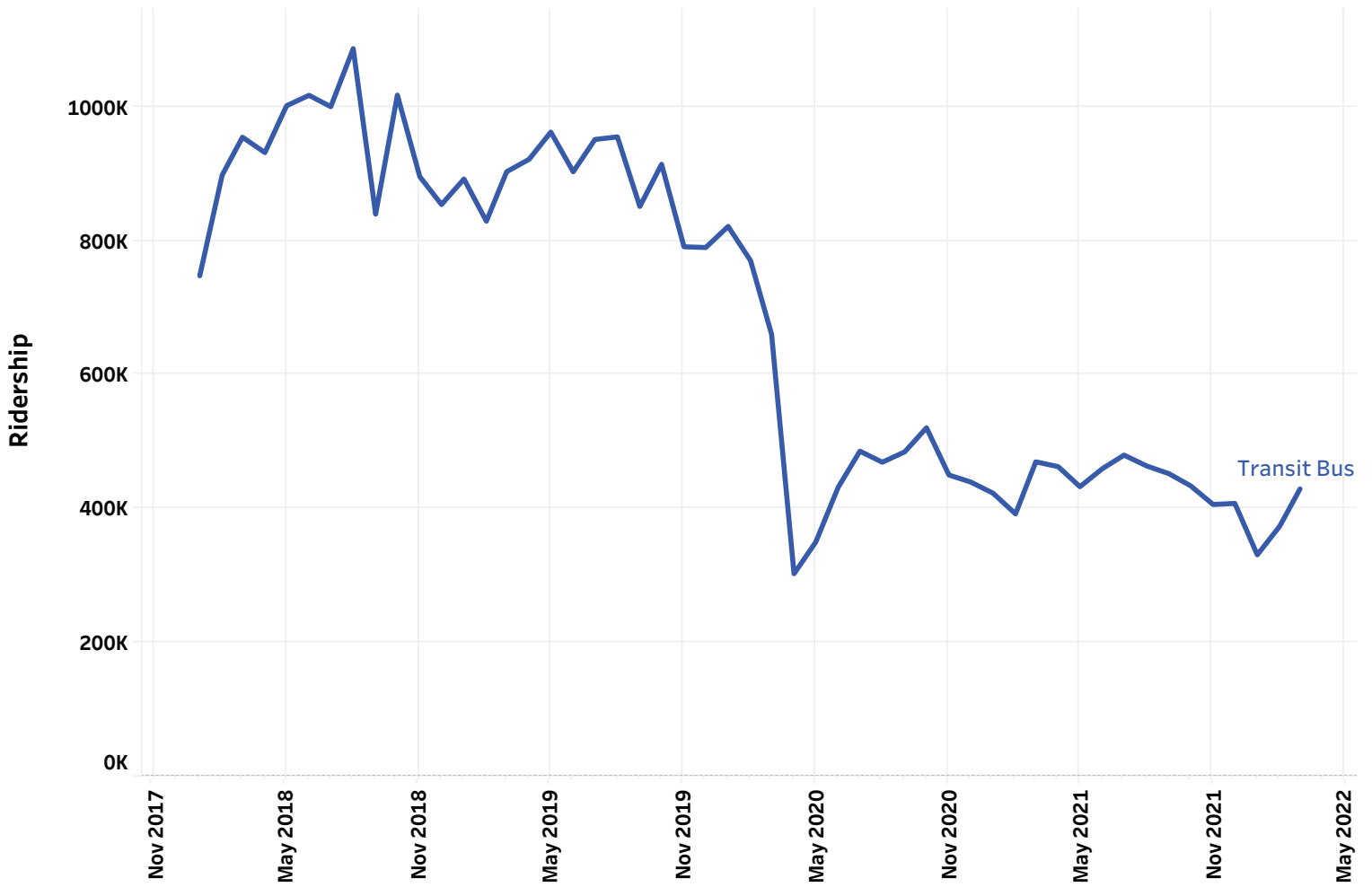
RIDERSHIP – ALL MODES

*Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.

| | | Total | Ferry | Light Rail | Paratransit | Transit Bus |
|------|-----------|-----------|--------|------------|-------------|-------------|
| 2022 | March | 530,665 | 11,866 | 58,886 | 30,429 | 429,484 |
| | February | 456,624 | 7,568 | 49,977 | 25,159 | 373,920 |
| | January | 400,282 | 4,989 | 42,384 | 21,784 | 331,125 |
| 2021 | December | 497,141 | 9,479 | 54,016 | 25,774 | 407,872 |
| | November | 496,161 | 9,587 | 54,580 | 25,734 | 406,260 |
| | October | 539,642 | 16,273 | 62,887 | 26,436 | 434,046 |
| | September | 560,991 | 21,019 | 61,788 | 25,965 | 452,219 |
| | August | 568,045 | 22,023 | 56,728 | 25,442 | 463,852 |
| | July | 593,689 | 30,928 | 58,375 | 24,430 | 479,956 |
| | June | 558,424 | 22,480 | 51,570 | 24,616 | 459,758 |
| | May | 524,800 | 20,650 | 47,226 | 24,095 | 432,829 |
| | April | 549,003 | 15,519 | 46,888 | 23,905 | 462,691 |
| | March | 551,402 | 11,441 | 46,767 | 23,319 | 469,875 |
| | February | 456,245 | 4,840 | 39,991 | 19,164 | 392,250 |
| | January | 487,997 | 5,470 | 39,857 | 19,590 | 423,080 |
| 2020 | December | 505,421 | 6,111 | 38,431 | 21,081 | 439,798 |
| | November | 524,625 | 9,127 | 44,684 | 20,538 | 450,276 |
| | October | 605,009 | 11,916 | 49,220 | 23,179 | 520,694 |
| | September | 570,255 | 14,342 | 49,735 | 21,327 | 484,851 |
| | August | 549,047 | 14,838 | 44,384 | 20,483 | 469,342 |
| | July | 569,121 | 15,084 | 46,506 | 21,750 | 485,781 |
| | June | 510,384 | 14,055 | 42,159 | 22,206 | 431,964 |
| | May | 405,716 | 8,331 | 29,464 | 17,778 | 350,143 |
| | April | 346,757 | 3,579 | 25,617 | 14,667 | 302,894 |
| | March | 772,868 | 8,688 | 79,342 | 24,747 | 660,091 |
| | February | 906,490 | 9,672 | 96,596 | 30,190 | 770,032 |
| | January | 970,867 | 12,320 | 104,168 | 33,184 | 821,195 |
| 2019 | December | 930,297 | 13,003 | 96,592 | 30,989 | 789,713 |
| | November | 938,263 | 14,201 | 101,651 | 31,546 | 790,865 |
| | October | 1,093,122 | 21,049 | 123,047 | 35,051 | 913,975 |
| | September | 1,020,779 | 25,409 | 113,730 | 30,648 | 850,992 |
| | August | 1,143,078 | 35,786 | 119,334 | 33,161 | 954,797 |
| | July | 1,137,540 | 42,245 | 112,302 | 31,986 | 951,007 |
| | June | 1,091,424 | 46,332 | 112,132 | 30,164 | 902,796 |
| | May | 1,143,728 | 33,208 | 114,917 | 33,652 | 961,951 |
| | April | 1,097,987 | 22,960 | 121,162 | 32,474 | 921,391 |
| | March | 1,065,254 | 16,882 | 112,539 | 32,992 | 902,841 |
| | February | 973,193 | 10,257 | 104,346 | 29,603 | 828,987 |
| | January | 1,062,569 | 31,296 | 107,385 | 31,926 | 891,962 |

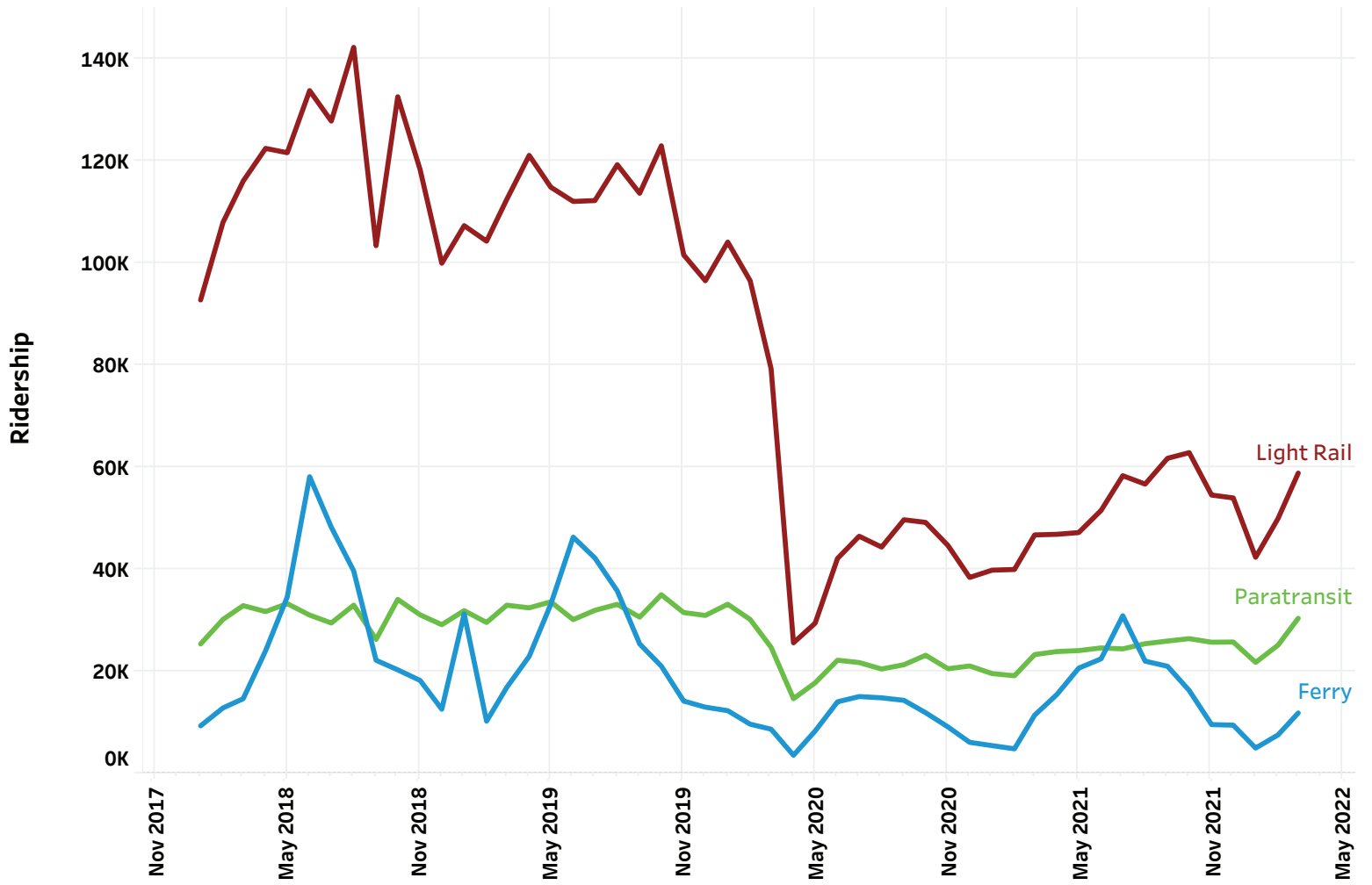
RIDERSHIP – BUS

*Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.



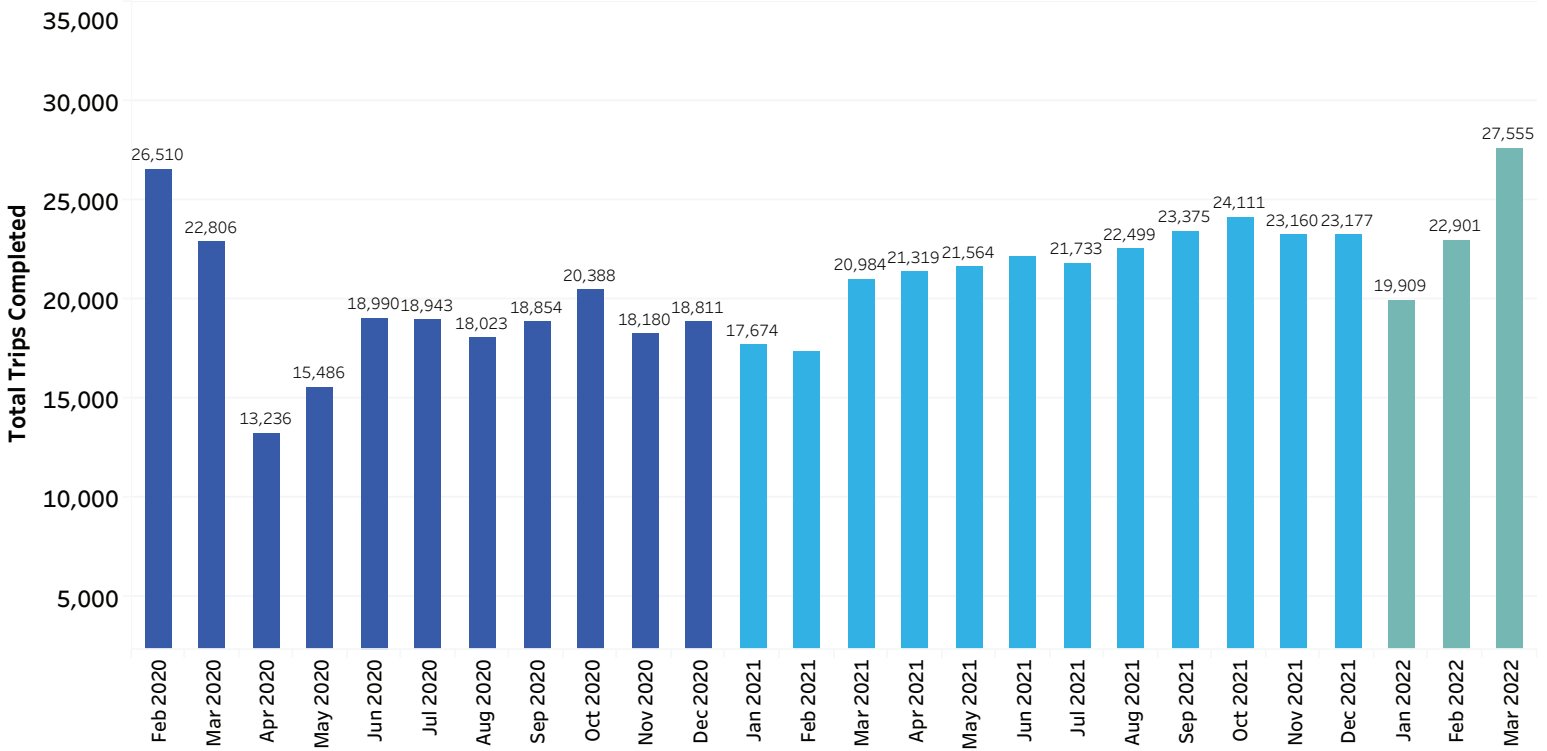
RIDERSHIP – LIGHT RAIL, FERRY, PARATRANSIT

*Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.



PARATRANSIT TOTAL TRIPS

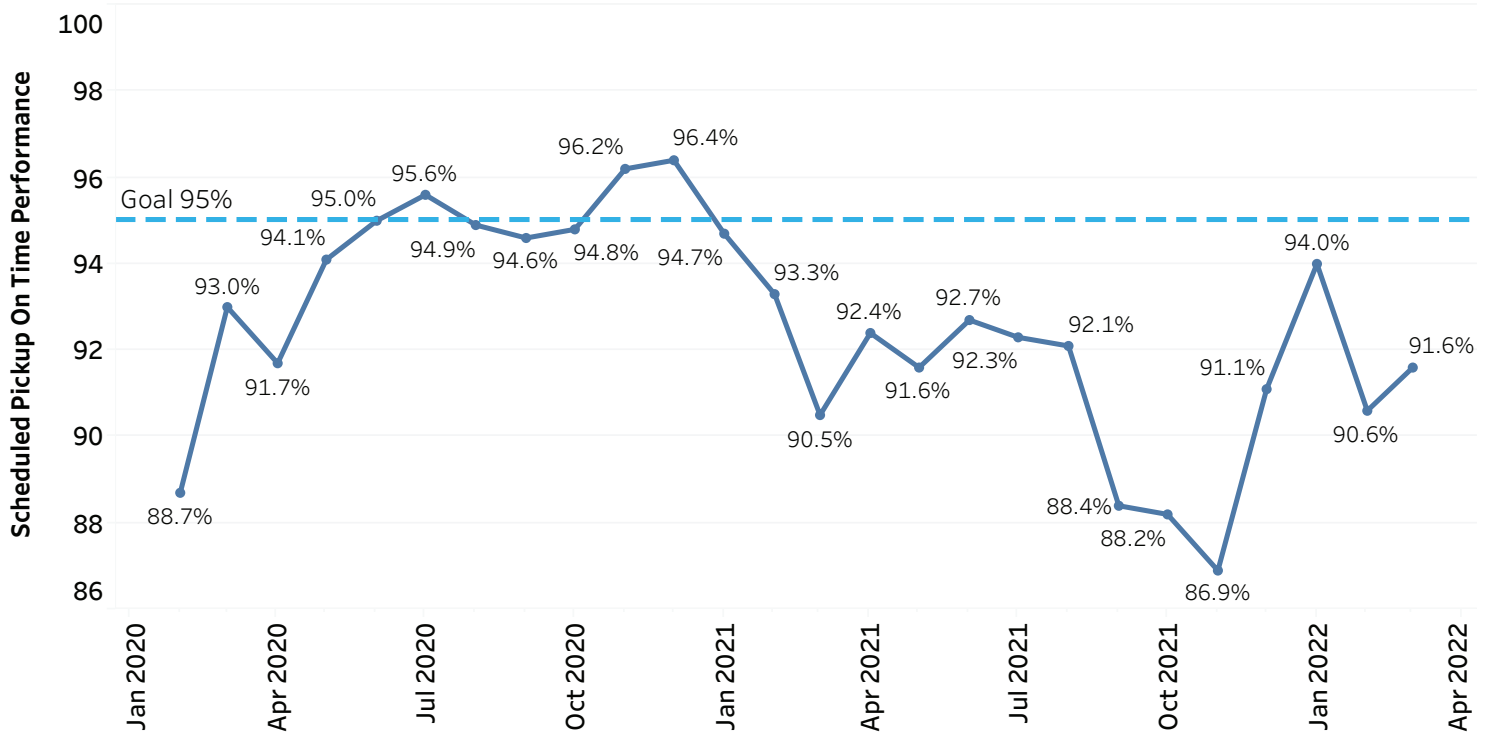
*Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.



PARATRANSIT PICK-UP ON TIME PERFORMANCE

*Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.

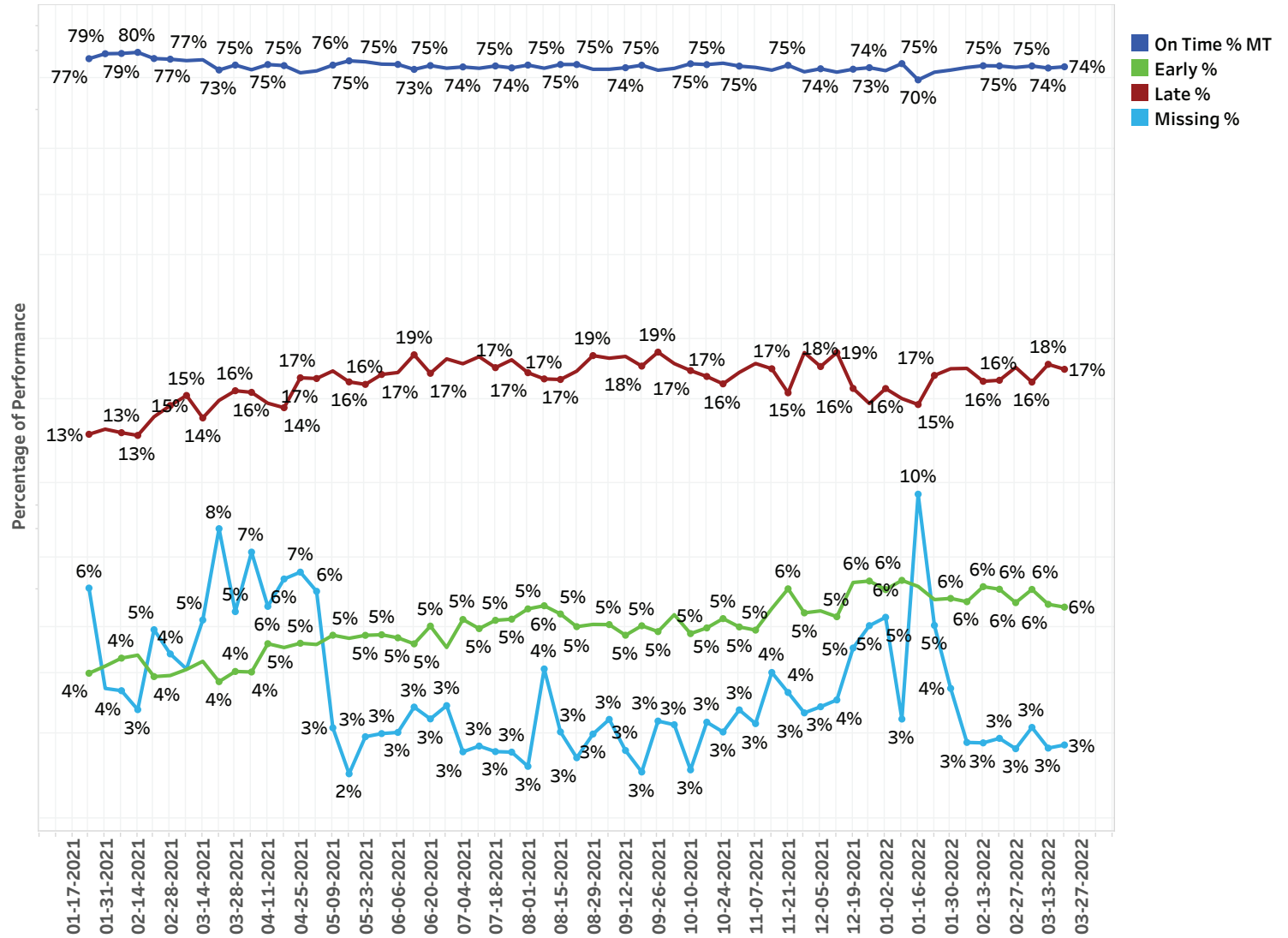
Paratransit Pickup On Time Performance



BUS ON-TIME PERFORMANCE

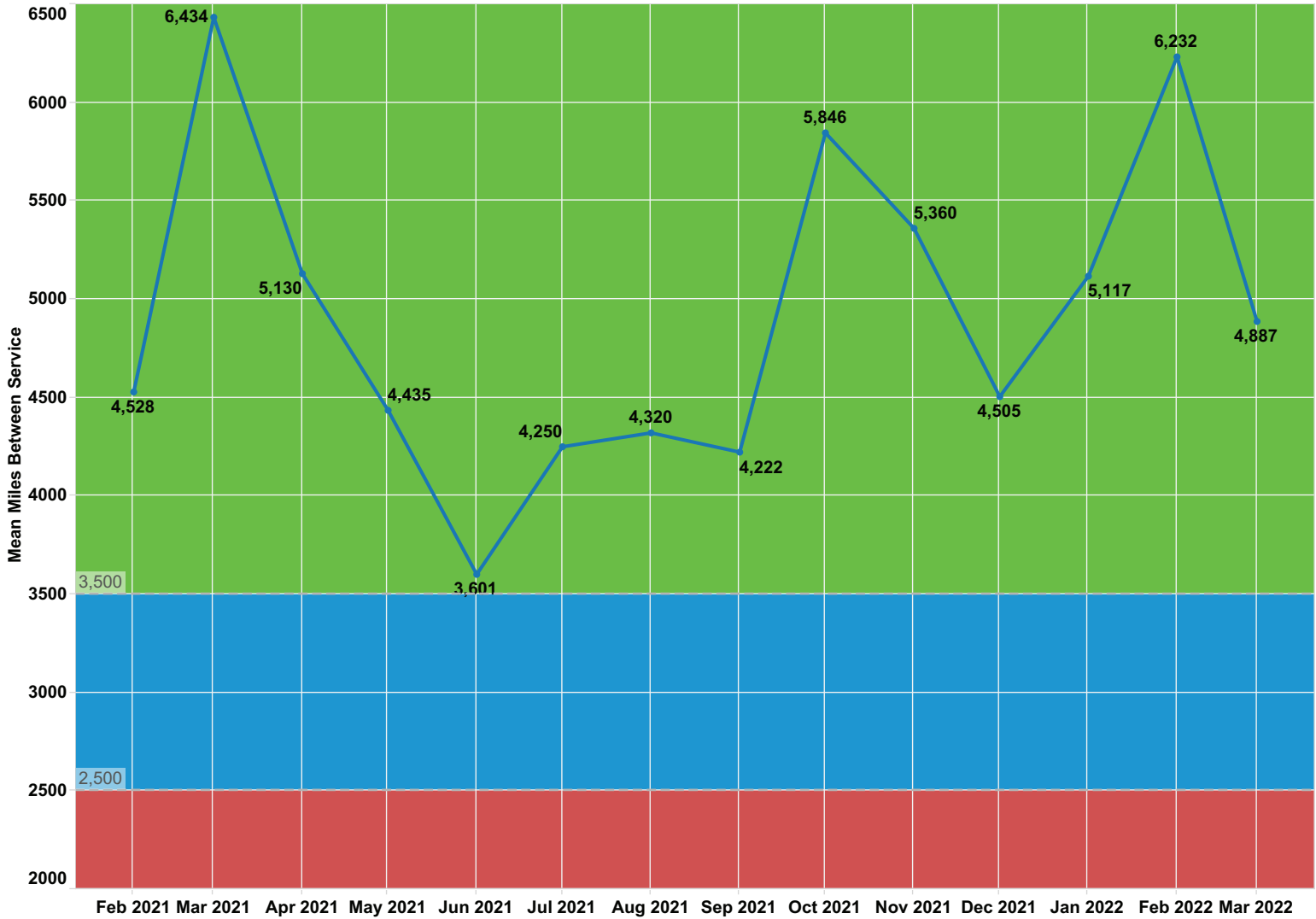
*Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.

Bus Performance Summary



MEAN DISTANCE BETWEEN SERVICE INTERRUPTIONS

*Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.

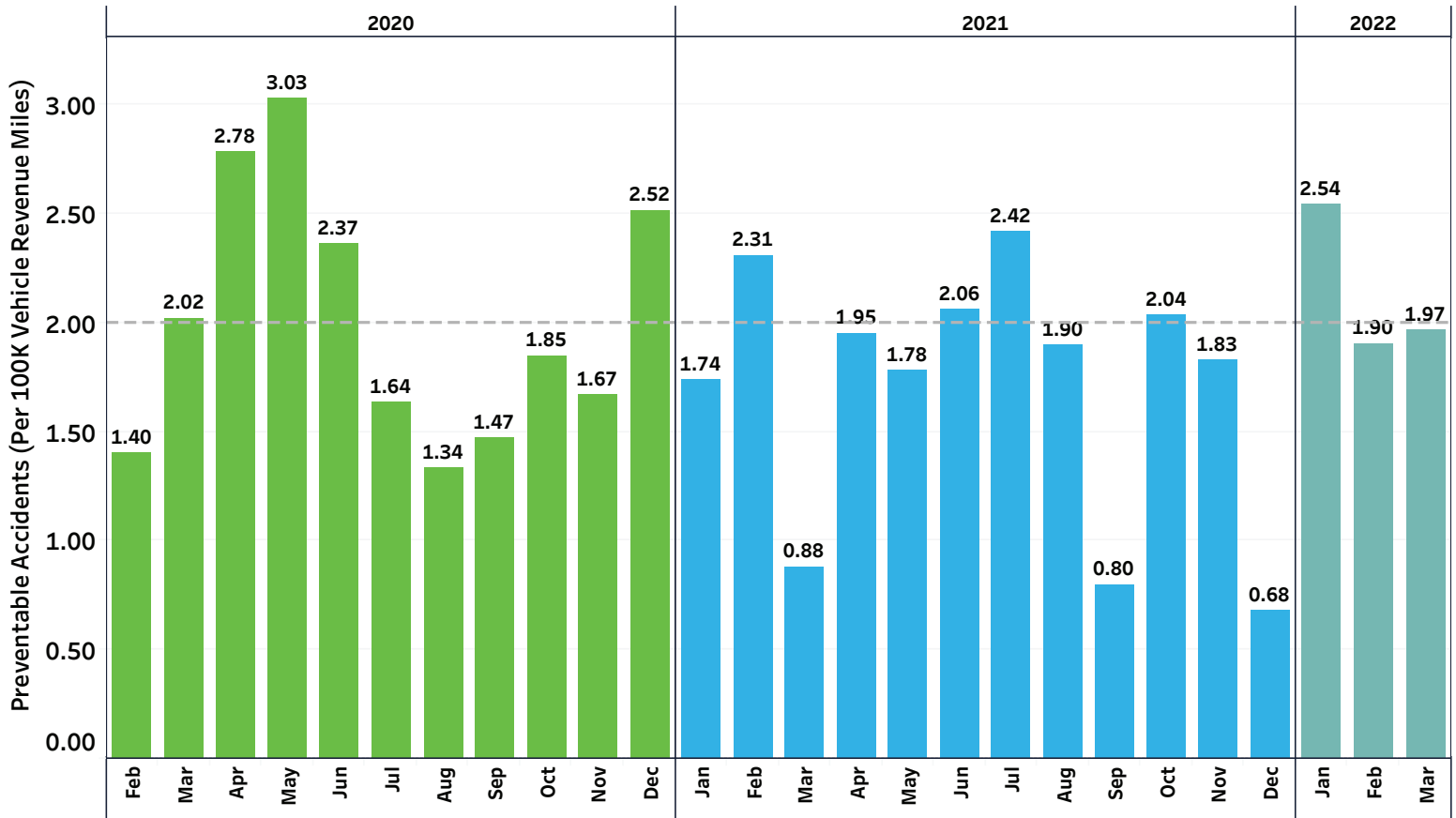


< 2,500 Miles Between Service Interruptions: Not Optimal
 > 2,500 and < 3,500 Miles Between Service Interruptions: Less Than Optimal
 > 3,500 Miles Between Service Interruptions: Optimal



BUS PREVENTABLE ACCIDENTS – LAST 2 FULL YEARS

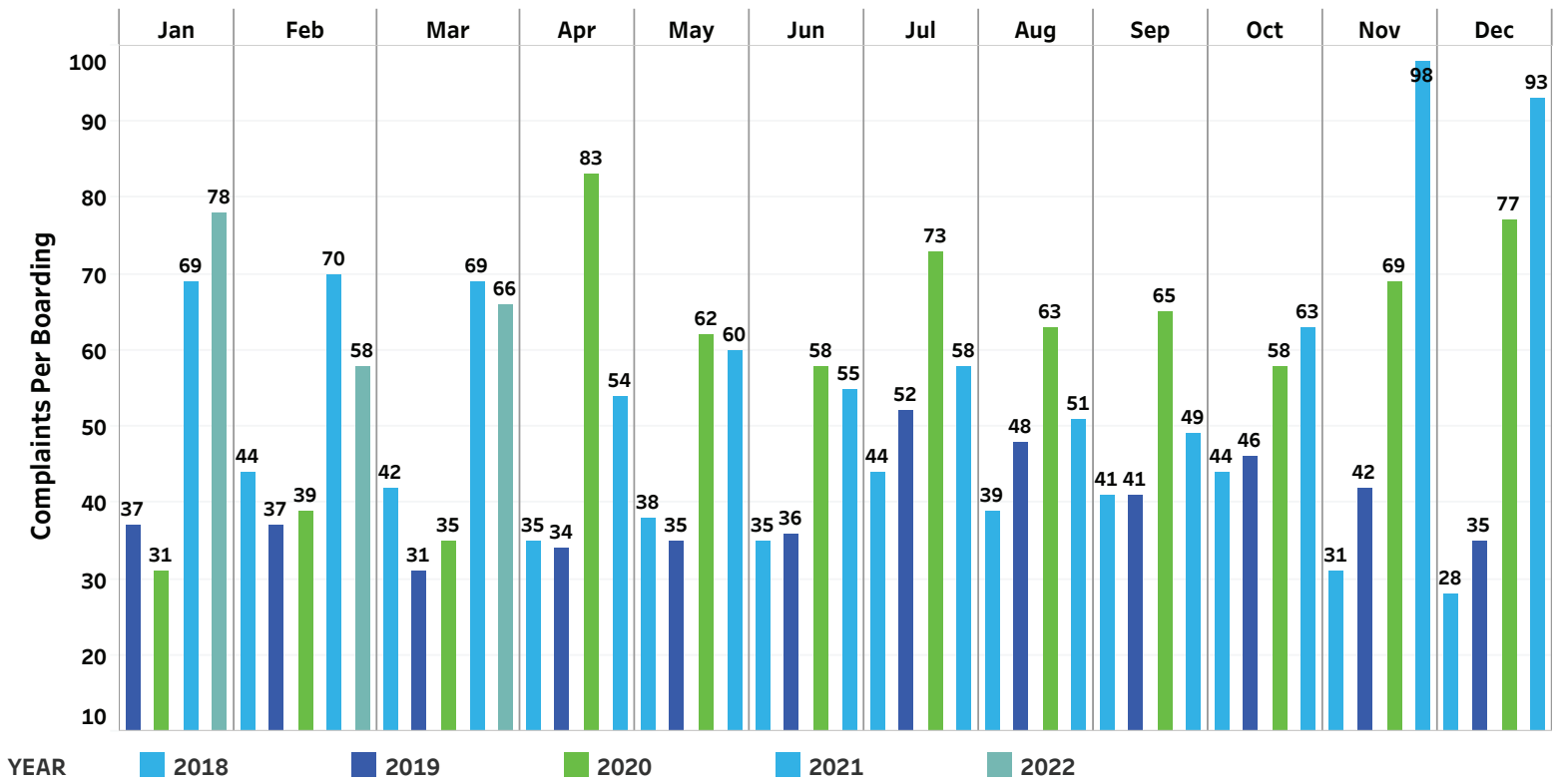
*Note: target line represents 2 preventable accidents per 100k vehicle revenue miles.



* Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.



COMPLAINTS PER 100K BOARDINGS FOR LAST 24 MONTHS



* Data reflects the impacts of the COVID-19 pandemic on Hampton Roads Transit.



MASK COMPLIANCE COMPLAINTS (CAFS) JANUARY 2021 – MARCH 2022

| 2021 | | | | | | | | | | | | | | 2022 | | |
|-----------|-----|-----|-----|-------|-----|------|------|-----|-----|-----|-----|-----|----------|------|-----|-----|
| | Jan | Feb | Mar | April | May | June | July | Aug | Sep | Oct | Nov | Dec | CY Total | Jan | Feb | Mar |
| Mask CAFs | 5 | 15 | 13 | 5 | 3 | 11 | 9 | 9 | 5 | 3 | 3 | 2 | 83 | 3 | 2 | 5 |

MASK COMPLIANCE INCIDENTS JANUARY 2021 – MARCH 2022

| 2021 | | | | | | | | | | | | | | 2022 | | |
|---------------------------|------|-------|-------|-------|------|-------|-------|------|-------|-------|------|------|----------|------|-------|-------|
| | Jan | Feb | Mar | April | May | June | July | Aug | Sep | Oct | Nov | Dec | CY Total | Jan | Feb | Mar |
| Mask Compliance Incidents | 3(2) | 13(1) | 13(5) | 10(4) | 5(4) | 10(3) | 11(6) | 4(2) | 21(6) | 11(6) | 8(2) | 8(3) | 117(44) | 5(1) | 19(1) | 13(1) |

NOTE: () Police, security or supervisor intervention was required

TSA REPORTABLE INCIDENTS JANUARY 2021 – MARCH 2022

| 2021 | | | | | | | | | | | | | | 2022 | | |
|----------------|-----|-----|-----|-------|-----|------|------|-----|------|-----|-----|-----|----------|------|-----|-----|
| | Jan | Feb | Mar | April | May | June | July | Aug | Sept | Oct | Nov | Dec | CY Total | Jan | Feb | Mar |
| TSA Reportable | 0 | 0 | 5 | 4 | 4 | 0 | 1 | 1 | 6 | 2 | 0 | 0 | 23 | 1 | 1 | 3 |





HAMPTON ROADS
TRANSIT

Draft Financial Statement

MARCH 2022
FISCAL YEAR 2022
FINANCIAL REPORT

gohrt.com

OPERATING FINANCIAL STATEMENTS

March 2022

| FISCAL YEAR 2022 Dollars in Thousands | Annual | | Month to Date | | | Year to Date | | | | |
|--|---------------------|-------------------|-------------------|------------------|----------------|--------------------|--------------------|---------------------|----------------|--|
| | Budget | Budget | Actual | Variance | | Budget | Actual | Variance | | |
| Operating Revenue | | | | | | | | | | |
| Passenger Revenue | \$ 8,442.0 | \$ 703.5 | \$ 672.0 | \$ (31.5) | (4.5) % | \$ 6,331.5 | \$ 6,098.6 | \$ (232.9) | (3.7) % | |
| Advertising Revenue | 1,075.0 | 89.6 | 117.9 | 28.3 | 31.6 % | 806.3 | 856.3 | 50.1 | 6.2 % | |
| Other Transportation Revenue | 2,335.0 | 194.6 | 203.5 | 9.0 | 4.6 % | 1,751.2 | 1,821.3 | 70.1 | 4.0 % | |
| Non-Transportation Revenue | 60.0 | 5.0 | 16.5 | 11.5 | 230.4 % | 45.0 | 59.6 | 14.6 | 32.5 % | |
| Total Operating Revenue | 11,912.0 | 992.7 | 1,009.9 | 17.3 | 1.7 % | 8,934.0 | 8,835.9 | (98.1) | (1.1) % | |
| Non-Operating Revenue | | | | | | | | | | |
| Federal Funding (5307/5337) | 22,053.7 | 1,837.8 | (116.1) | (1,953.9) | (106.3) % | 16,540.3 | 14,648.4 | (1,891.9) | (11.4) % | |
| HRRTF Funding | 5,730.1 | 477.5 | 322.0 | (155.5) | (32.6) % | 4,297.6 | 2,636.0 | (1,661.6) | (38.7) % | |
| State Funding | 21,438.3 | 1,786.5 | 3,805.0 | 2,018.4 | 113.0 % | 16,078.8 | 18,030.5 | 1,951.8 | 12.1 % | |
| Local Funding | 44,696.1 | 3,724.7 | 3,724.7 | - | - % | 33,522.1 | 33,522.1 | (0.0) | (0.0) % | |
| Total Non-Operating Revenue | 93,918.3 | 7,826.5 | 7,735.6 | (91.0) | (1.2) % | 70,438.7 | 68,837.1 | (1,601.6) | (2.3) % | |
| TOTAL REVENUE | \$ 105,830.2 | \$ 8,819.2 | \$ 8,745.5 | \$ (73.7) | | \$ 79,372.7 | \$ 77,672.9 | \$ (1,699.7) | | |
| TOTAL EXPENSE | | | | | | | | | | |
| Personnel Services | \$ 67,772.7 | \$ 5,664.8 | \$ 6,091.0 | \$ (426.2) | (7.5) % | \$ 50,844.7 | \$ 50,095.0 | \$ 749.7 | 1.5 % | |
| Contract Services | 13,558.3 | 1,164.7 | 639.6 | 525.1 | 45.1 % | 9,933.9 | 7,462.2 | 2,471.7 | 24.9 % | |
| Materials & Supplies | 5,459.5 | 454.8 | 446.7 | 8.1 | 1.8 % | 4,076.2 | 3,564.7 | 511.5 | 12.5 % | |
| Gas & Diesel | 3,984.7 | 332.1 | 326.5 | 5.5 | 1.7 % | 2,988.5 | 3,114.6 | (126.1) | (4.2) % | |
| Contractor's Fuel Usage | 597.3 | 49.8 | 45.2 | 4.5 | 9.1 % | 448.0 | 384.8 | 63.1 | 14.1 % | |
| Utilities | 1,098.8 | 72.1 | 89.8 | (17.7) | (24.6) % | 882.6 | 833.5 | 49.1 | 5.6 % | |
| Casualties & Liabilities | 3,794.4 | 316.5 | 348.4 | (31.9) | (10.1) % | 2,844.7 | 3,144.6 | (299.9) | (10.5) % | |
| Purchased Transportation | 7,955.7 | 617.1 | 544.1 | 73.0 | 11.8 % | 6,154.3 | 4,788.7 | 1,365.5 | 22.2 % | |
| Other Miscellaneous Expenses | 1,608.8 | 147.3 | 137.5 | 9.8 | 6.7 % | 1,199.9 | 998.6 | 201.3 | 16.8 % | |
| TOTAL EXPENSE | \$ 105,830.2 | \$ 8,819.2 | \$ 8,668.9 | \$ 150.3 | | \$ 79,372.7 | \$ 74,386.7 | \$ 4,985.9 | | |
| SURPLUS (DEFICIT) | | | \$ 76.6 | | | | \$ 3,286.2 | | | |

Line of Credit balance as of March 31, 2022, is \$0
 CRRSSA balance available through March 31, 2022, expenses: \$7,770,694

OPERATING FINANCIAL STATEMENTS

March 2022

MAX, PCS, 15-MINUTE INCREMENT

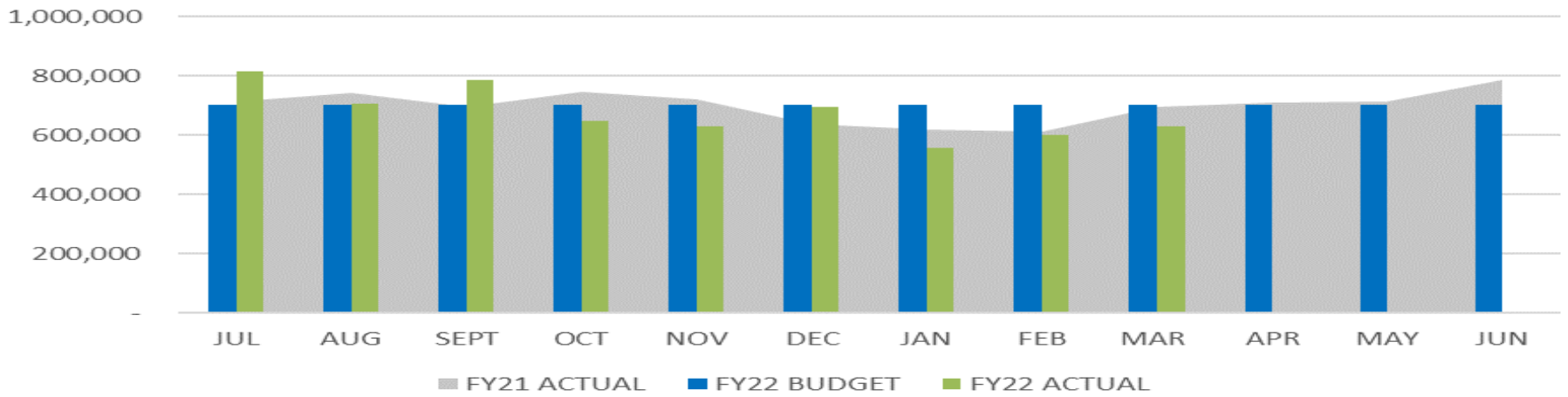
| FISCAL YEAR 2022 | Annual | | Month to Date | | | Year to Date | | | | |
|--------------------------|-------------------|-----------------|-----------------|-------------------|----------|-------------------|-------------------|---------------------|----------|--|
| | Budget | Budget | Actual | Variance | | Budget | Actual | Variance | | |
| Dollars in Thousands | | | | | | | | | | |
| Operating Revenue | | | | | | | | | | |
| Passenger Revenue | \$ 611.1 | \$ 50.9 | \$ 41.4 | \$ (9.5) | (18.7) % | \$ 458.4 | \$ 298.8 | \$ (159.5) | (34.8) % | |
| RTS Program | 5,730.1 | 477.5 | 322.0 | (155.5) | (32.6) % | 4,297.6 | 2,636.0 | (1,661.6) | (38.7) % | |
| TOTAL REVENUE | \$ 6,341.3 | \$ 528.4 | \$ 363.5 | \$ (165.0) | | \$ 4,756.0 | \$ 2,934.8 | \$ (1,821.0) | | |
| Personnel Services | \$ 4,811.0 | \$ 400.9 | \$ 289.8 | \$ 111.1 | 27.7 % | \$ 3,608.2 | \$ 2,258.4 | \$ 1,349.8 | 37.4 % | |
| Contract Services | 644.0 | 53.7 | 23.9 | 29.8 | 55.5 % | 483.0 | 259.0 | 224.1 | 46.4 % | |
| Materials & Supplies | 699.4 | 58.3 | 37.5 | 20.8 | 35.6 % | 524.6 | 312.8 | 211.7 | 40.4 % | |
| Utilities | 48.7 | 4.1 | 2.2 | 1.9 | 46.3 % | 36.5 | 18.6 | 17.9 | 49.1 % | |
| Casualties & Liabilities | 138.2 | 11.5 | 10.2 | 1.4 | 11.8 % | 103.6 | 86.1 | 17.5 | 16.9 % | |
| TOTAL EXPENSE | \$ 6,341.3 | \$ 528.4 | \$ 363.5 | \$ 165.0 | | \$ 4,756.0 | \$ 2,934.8 | \$ 1,821.0 | | |
| SURPLUS (DEFICIT) | | | \$ - | | | | \$ - | | | |

Non-Operating COVID Revenue and Expenses Mar 2022

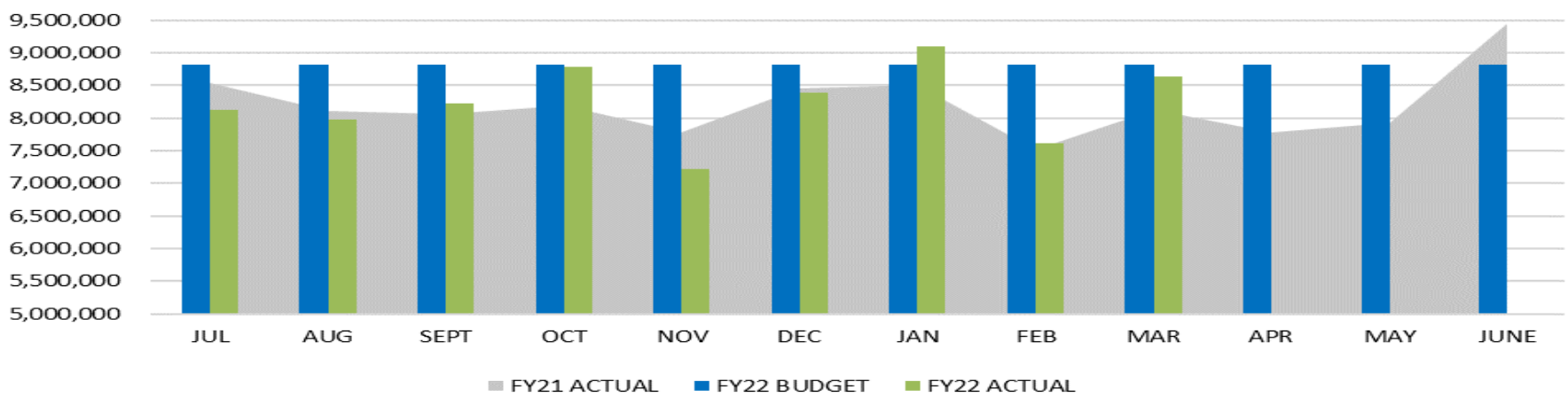
Dollars in Thousands

| | Month to Date | Year to Date |
|------------------------------------|-----------------|-------------------|
| Federal Funding (5307/5337) | \$ 116.1 | \$ 1,709.2 |
| Total Non-Operating Revenue | \$ 116.1 | \$ 1,709.2 |
| Personnel Services | \$ (0.3) | \$ 455.9 |
| Contract Services | 53.4 | 976.2 |
| Materials & Supplies | - | 21.7 |
| Other Miscellaneous Expenses | 63.0 | 255.5 |
| Total Non-Operating Expense | \$ 116.1 | \$ 1,709.2 |
| SURPLUS (DEFICIT) | \$ - | \$ - |

Farebox Revenue



Total Expenses



OPERATING CROSSWALK

March 2022

| YEAR-TO-DATE | | | | | |
|--|--------------------|--------------------|------------------------|------------------------|---------------------|
| FISCAL YEAR 2022 (Dollars in Thousands) | BUDGET | ACTUAL LOCALITY | ACTUAL NON-LOCALITY | ACTUAL CONSOLIDATED | VARIANCE + / (-) |
| REVENUE | | | | | |
| Passenger Revenue | \$ 6,331.5 | \$ 5,687.9 | \$ 410.7 | \$ 6,098.6 | \$ (232.9) |
| Advertising Revenue | \$ 806.3 | \$ 804.2 | \$ 52.2 | \$ 856.4 | \$ 50.1 |
| Other Transportation Revenue | \$ 1,751.2 | \$ - | \$ 1,821.3 | \$ 1,821.3 | \$ 70.1 |
| Non-Transportation Revenue | \$ 45.0 | \$ 37.5 | \$ 22.0 | \$ 59.5 | \$ 14.5 |
| Federal Funding (PM 5307/5337) | \$ 16,540.3 | \$ 14,648.5 | \$ - | \$ 14,648.5 | \$ (1,891.8) |
| HRRTF ¹ | \$ 4,297.6 | \$ - | \$ 2,636.0 | \$ 2,636.0 | \$ (1,661.6) |
| State Funding | \$ 16,078.7 | \$ 18,030.5 | \$ - | \$ 18,030.5 | \$ 1,951.8 |
| Local Funding | \$ 33,522.1 | \$ 33,522.1 | \$ - | \$ 33,522.1 | \$ - |
| TOTAL REVENUE: | \$ 79,372.7 | \$ 72,730.7 | \$ 4,942.2 | \$ 77,672.9 | \$ (1,699.8) |
| EXPENSE | | | | | |
| Personnel Services | \$ 50,844.6 | \$ 46,807.8 | \$ 3,287.2 | \$ 50,095.0 | \$ 749.6 |
| Services | \$ 9,933.9 | \$ 6,972.5 | \$ 489.7 | \$ 7,462.2 | \$ 2,471.7 |
| Materials & Supplies | \$ 7,512.7 | \$ 6,600.3 | \$ 463.7 | \$ 7,064.0 | \$ 448.7 |
| Utilities | \$ 882.6 | \$ 778.9 | \$ 54.7 | \$ 833.6 | \$ 49.0 |
| Casualties & Liabilities | \$ 2,844.7 | \$ 2,938.3 | \$ 206.3 | \$ 3,144.6 | \$ (299.9) |
| Purchased Transportation | \$ 6,154.3 | \$ 4,474.5 | \$ 314.2 | \$ 4,788.7 | \$ 1,365.6 |
| Other Miscellaneous Expenses | \$ 1,199.9 | \$ 933.1 | \$ 65.5 | \$ 998.6 | \$ 201.3 |
| TOTAL EXPENSE: | \$ 79,372.7 | \$ 69,505.4 | \$ 4,881.3 | \$ 74,386.7 | \$ 4,986.0 |
| BUDGET STATUS TO DATE²: | \$ - | \$ 3,225.3 | \$ 60.9 | \$ 3,286.2 | \$ 3,286.2 |

1. Hampton Roads Regional Transit Funding for MAX, PCS and 15-minute increment.
 2. Includes estimated year-to-date Locality Service Reliability Plan credit.

Draft Financial Statement

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | TOTAL LOCALITY | | | |
|--|------------------|--------------|-------------|-------------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 44,696.1 | \$ 33,522.1 | \$ 33,522.1 | \$ - |
| Plus: Local Farebox | \$ 7,676.7 | \$ 5,757.5 | \$ 5,687.9 | \$ (69.6) |
| Locality Share - Sub-Total: | \$ 52,372.8 | \$ 39,279.6 | \$ 39,210.0 | \$ (69.6) |
| Plus: Federal Aid | \$ 22,053.7 | \$ 16,540.3 | \$ 14,648.5 | \$ (1,891.8) |
| State Aid | \$ 21,438.3 | \$ 16,078.8 | \$ 18,030.5 | \$ 1,951.7 |
| Total Revenue Contribution: | \$ 95,864.8 | \$ 71,898.7 | \$ 71,889.0 | \$ (9.7) |
| Operating Expenses: | \$ 95,864.8 | \$ 71,898.7 | \$ 68,663.7 | \$ (3,235.0) |
| Locality Budget Status to Date¹: | | | | \$ 3,225.3 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 8.0% | 8.3% |
| Farebox % of Budgeted Expense: | | 7.9% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | CHESAPEAKE | | | |
|--|------------------|--------------|------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 2,684.3 | \$ 2,013.2 | \$ 2,013.2 | \$ - |
| Plus: Local Farebox | \$ 415.9 | \$ 311.9 | \$ 286.7 | \$ (25.2) |
| Locality Share - Sub-Total: | \$ 3,100.2 | \$ 2,325.1 | \$ 2,299.9 | \$ (25.2) |
| Plus: Federal Aid | \$ 1,552.6 | \$ 1,164.5 | \$ 1,354.8 | \$ 190.3 |
| State Aid | \$ 1,304.2 | \$ 978.2 | \$ 1,156.5 | \$ 178.3 |
| Total Revenue Contribution: | \$ 5,957.0 | \$ 4,467.8 | \$ 4,811.2 | \$ 343.4 |
| Operating Expenses: | \$ 5,957.0 | \$ 4,467.8 | \$ 4,484.3 | \$ 16.5 |
| Locality Budget Status to Date¹: | | | | \$ 326.9 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 7.0% | 6.4% |
| Farebox % of Budgeted Expense: | | 6.4% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | HAMPTON | | | |
|--|------------------|--------------|------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 4,648.3 | \$ 3,486.2 | \$ 3,486.2 | \$ - |
| Plus: Local Farebox | \$ 814.9 | \$ 611.2 | \$ 523.0 | \$ (88.2) |
| Locality Share - Sub-Total: | \$ 5,463.2 | \$ 4,097.4 | \$ 4,009.2 | \$ (88.2) |
| Plus: Federal Aid | \$ 2,512.4 | \$ 1,884.3 | \$ 1,515.0 | \$ (369.3) |
| State Aid | \$ 2,276.7 | \$ 1,707.5 | \$ 1,810.0 | \$ 102.5 |
| Total Revenue Contribution: | \$ 10,252.3 | \$ 7,689.2 | \$ 7,334.2 | \$ (355.0) |
| Operating Expenses: | \$ 10,252.3 | \$ 7,689.2 | \$ 6,944.6 | \$ (744.6) |
| Locality Budget Status to Date¹: | | | | \$ 389.6 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 7.9% | 7.5% |
| Farebox % of Budgeted Expense: | | 6.8% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | NEWPORT NEWS | | | |
|--|------------------|--------------|-------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 7,374.4 | \$ 5,530.8 | \$ 5,530.8 | \$ - |
| Plus: Local Farebox | \$ 1,468.5 | \$ 1,101.4 | \$ 883.7 | \$ (217.7) |
| Locality Share - Sub-Total: | \$ 8,842.9 | \$ 6,632.2 | \$ 6,414.5 | \$ (217.7) |
| Plus: Federal Aid | \$ 3,790.0 | \$ 2,842.5 | \$ 2,139.3 | \$ (703.2) |
| State Aid | \$ 3,639.9 | \$ 2,729.9 | \$ 2,853.1 | \$ 123.2 |
| Total Revenue Contribution: | \$ 16,272.8 | \$ 12,204.6 | \$ 11,406.9 | \$ (797.7) |
| Operating Expenses: | \$ 16,272.8 | \$ 12,204.6 | \$ 10,871.7 | \$ (1,332.9) |
| Locality Budget Status to Date¹: | | | | \$ 535.2 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 9.0% | 8.1% |
| Farebox % of Budgeted Expense: | | 7.2% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | NORFOLK | | | |
|--|------------------|--------------|-------------|-------------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 19,408.4 | \$ 14,556.3 | \$ 14,556.3 | \$ - |
| Plus: Local Farebox | \$ 3,320.4 | \$ 2,490.3 | \$ 2,637.7 | \$ 147.4 |
| Locality Share - Sub-Total: | \$ 22,728.8 | \$ 17,046.6 | \$ 17,194.0 | \$ 147.4 |
| Plus: Federal Aid | \$ 8,592.8 | \$ 6,444.6 | \$ 5,062.2 | \$ (1,382.4) |
| State Aid | \$ 9,110.2 | \$ 6,832.7 | \$ 7,611.4 | \$ 778.7 |
| Total Revenue Contribution: | \$ 40,431.8 | \$ 30,323.9 | \$ 29,867.6 | \$ (456.3) |
| Operating Expenses: | \$ 40,431.8 | \$ 30,323.9 | \$ 28,786.0 | \$ (1,537.9) |
| Locality Budget Status to Date¹: | | | | \$ 1,081.6 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 8.2% | 9.2% |
| Farebox % of Budgeted Expense: | | 8.7% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | PORTSMOUTH | | | |
|--|------------------|--------------|------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 2,834.9 | \$ 2,126.2 | \$ 2,126.2 | \$ - |
| Plus: Local Farebox | \$ 514.3 | \$ 385.7 | \$ 373.0 | \$ (12.7) |
| Locality Share - Sub-Total: | \$ 3,349.2 | \$ 2,511.9 | \$ 2,499.2 | \$ (12.7) |
| Plus: Federal Aid | \$ 1,684.1 | \$ 1,263.1 | \$ 1,352.8 | \$ 89.7 |
| State Aid | \$ 1,415.5 | \$ 1,061.6 | \$ 1,243.1 | \$ 181.5 |
| Total Revenue Contribution: | \$ 6,448.8 | \$ 4,836.6 | \$ 5,095.1 | \$ 258.5 |
| Operating Expenses: | \$ 6,448.8 | \$ 4,836.6 | \$ 4,810.4 | \$ (26.2) |
| Locality Budget Status to Date¹: | | | | \$ 284.7 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 8.0% | 7.8% |
| Farebox % of Budgeted Expense: | | 7.7% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | VIRGINIA BEACH | | | |
|--|------------------|--------------|-------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 7,745.8 | \$ 5,809.4 | \$ 5,809.4 | \$ - |
| Plus: Local Farebox | \$ 1,142.7 | \$ 857.0 | \$ 983.8 | \$ 126.8 |
| Locality Share - Sub-Total: | \$ 8,888.5 | \$ 6,666.4 | \$ 6,793.2 | \$ 126.8 |
| Plus: Federal Aid | \$ 3,921.8 | \$ 2,941.3 | \$ 3,224.4 | \$ 283.1 |
| State Aid | \$ 3,691.8 | \$ 2,768.9 | \$ 3,356.4 | \$ 587.5 |
| Total Revenue Contribution: | \$ 16,502.1 | \$ 12,376.6 | \$ 13,374.0 | \$ 997.4 |
| Operating Expenses: | \$ 16,502.1 | \$ 12,376.6 | \$ 12,766.7 | \$ 390.1 |
| Locality Budget Status to Date¹: | | | | \$ 607.3 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 6.9% | 7.7% |
| Farebox % of Budgeted Expense: | | 7.9% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.



HAMPTON ROADS
TRANSIT

Draft Financial Statement

MARCH 2022
FISCAL YEAR 2022
FINANCIAL REPORT

gohrt.com

OPERATING FINANCIAL STATEMENTS

March 2022

| FISCAL YEAR 2022 Dollars in Thousands | Annual | | Month to Date | | | Year to Date | | | | |
|--|---------------------|-------------------|-------------------|------------------|----------------|--------------------|--------------------|---------------------|----------------|--|
| | Budget | Budget | Actual | Variance | | Budget | Actual | Variance | | |
| Operating Revenue | | | | | | | | | | |
| Passenger Revenue | \$ 8,442.0 | \$ 703.5 | \$ 672.0 | \$ (31.5) | (4.5) % | \$ 6,331.5 | \$ 6,098.6 | \$ (232.9) | (3.7) % | |
| Advertising Revenue | 1,075.0 | 89.6 | 117.9 | 28.3 | 31.6 % | 806.3 | 856.3 | 50.1 | 6.2 % | |
| Other Transportation Revenue | 2,335.0 | 194.6 | 203.5 | 9.0 | 4.6 % | 1,751.2 | 1,821.3 | 70.1 | 4.0 % | |
| Non-Transportation Revenue | 60.0 | 5.0 | 16.5 | 11.5 | 230.4 % | 45.0 | 59.6 | 14.6 | 32.5 % | |
| Total Operating Revenue | 11,912.0 | 992.7 | 1,009.9 | 17.3 | 1.7 % | 8,934.0 | 8,835.9 | (98.1) | (1.1) % | |
| Non-Operating Revenue | | | | | | | | | | |
| Federal Funding (5307/5337) | 22,053.7 | 1,837.8 | (116.1) | (1,953.9) | (106.3) % | 16,540.3 | 14,648.4 | (1,891.9) | (11.4) % | |
| HRRTF Funding | 5,730.1 | 477.5 | 322.0 | (155.5) | (32.6) % | 4,297.6 | 2,636.0 | (1,661.6) | (38.7) % | |
| State Funding | 21,438.3 | 1,786.5 | 3,805.0 | 2,018.4 | 113.0 % | 16,078.8 | 18,030.5 | 1,951.8 | 12.1 % | |
| Local Funding | 44,696.1 | 3,724.7 | 3,724.7 | - | - % | 33,522.1 | 33,522.1 | (0.0) | (0.0) % | |
| Total Non-Operating Revenue | 93,918.3 | 7,826.5 | 7,735.6 | (91.0) | (1.2) % | 70,438.7 | 68,837.1 | (1,601.6) | (2.3) % | |
| TOTAL REVENUE | \$ 105,830.2 | \$ 8,819.2 | \$ 8,745.5 | \$ (73.7) | | \$ 79,372.7 | \$ 77,672.9 | \$ (1,699.7) | | |
| TOTAL EXPENSE | | | | | | | | | | |
| Personnel Services | \$ 67,772.7 | \$ 5,664.8 | \$ 6,091.0 | \$ (426.2) | (7.5) % | \$ 50,844.7 | \$ 50,095.0 | \$ 749.7 | 1.5 % | |
| Contract Services | 13,558.3 | 1,164.7 | 639.6 | 525.1 | 45.1 % | 9,933.9 | 7,462.2 | 2,471.7 | 24.9 % | |
| Materials & Supplies | 5,459.5 | 454.8 | 446.7 | 8.1 | 1.8 % | 4,076.2 | 3,564.7 | 511.5 | 12.5 % | |
| Gas & Diesel | 3,984.7 | 332.1 | 326.5 | 5.5 | 1.7 % | 2,988.5 | 3,114.6 | (126.1) | (4.2) % | |
| Contractor's Fuel Usage | 597.3 | 49.8 | 45.2 | 4.5 | 9.1 % | 448.0 | 384.8 | 63.1 | 14.1 % | |
| Utilities | 1,098.8 | 72.1 | 89.8 | (17.7) | (24.6) % | 882.6 | 833.5 | 49.1 | 5.6 % | |
| Casualties & Liabilities | 3,794.4 | 316.5 | 348.4 | (31.9) | (10.1) % | 2,844.7 | 3,144.6 | (299.9) | (10.5) % | |
| Purchased Transportation | 7,955.7 | 617.1 | 544.1 | 73.0 | 11.8 % | 6,154.3 | 4,788.7 | 1,365.5 | 22.2 % | |
| Other Miscellaneous Expenses | 1,608.8 | 147.3 | 137.5 | 9.8 | 6.7 % | 1,199.9 | 998.6 | 201.3 | 16.8 % | |
| TOTAL EXPENSE | \$ 105,830.2 | \$ 8,819.2 | \$ 8,668.9 | \$ 150.3 | | \$ 79,372.7 | \$ 74,386.7 | \$ 4,985.9 | | |
| SURPLUS (DEFICIT) | | | \$ 76.6 | | | | \$ 3,286.2 | | | |

Line of Credit balance as of March 31, 2022, is \$0

CARES Act balance available through March 31, 2022, expenses: \$ 0

CRRSSA balance available through March 31, 2022, expenses: \$7,770,694

OPERATING FINANCIAL STATEMENTS

March 2022

MAX, PCS, 15-MINUTE INCREMENT

| FISCAL YEAR 2022 | Annual | | Month to Date | | | Year to Date | | | |
|--------------------------|-------------------|-----------------|-----------------|-------------------|----------|-------------------|-------------------|---------------------|----------|
| | Budget | Budget | Actual | Variance | | Budget | Actual | Variance | |
| Dollars in Thousands | | | | | | | | | |
| Operating Revenue | | | | | | | | | |
| Passenger Revenue | \$ 611.1 | \$ 50.9 | \$ 41.4 | \$ (9.5) | (18.7) % | \$ 458.4 | \$ 298.8 | \$ (159.5) | (34.8) % |
| RTS Program | 5,730.1 | 477.5 | 322.0 | (155.5) | (32.6) % | 4,297.6 | 2,636.0 | (1,661.6) | (38.7) % |
| TOTAL REVENUE | \$ 6,341.3 | \$ 528.4 | \$ 363.5 | \$ (165.0) | | \$ 4,756.0 | \$ 2,934.8 | \$ (1,821.0) | |
| Personnel Services | \$ 4,811.0 | \$ 400.9 | \$ 289.8 | \$ 111.1 | 27.7 % | \$ 3,608.2 | \$ 2,258.4 | \$ 1,349.8 | 37.4 % |
| Contract Services | 644.0 | 53.7 | 23.9 | 29.8 | 55.5 % | 483.0 | 259.0 | 224.1 | 46.4 % |
| Materials & Supplies | 699.4 | 58.3 | 37.5 | 20.8 | 35.6 % | 524.6 | 312.8 | 211.7 | 40.4 % |
| Utilities | 48.7 | 4.1 | 2.2 | 1.9 | 46.3 % | 36.5 | 18.6 | 17.9 | 49.1 % |
| Casualties & Liabilities | 138.2 | 11.5 | 10.2 | 1.4 | 11.8 % | 103.6 | 86.1 | 17.5 | 16.9 % |
| TOTAL EXPENSE | \$ 6,341.3 | \$ 528.4 | \$ 363.5 | \$ 165.0 | | \$ 4,756.0 | \$ 2,934.8 | \$ 1,821.0 | |
| SURPLUS (DEFICIT) | | | \$ - | | | | \$ - | | |

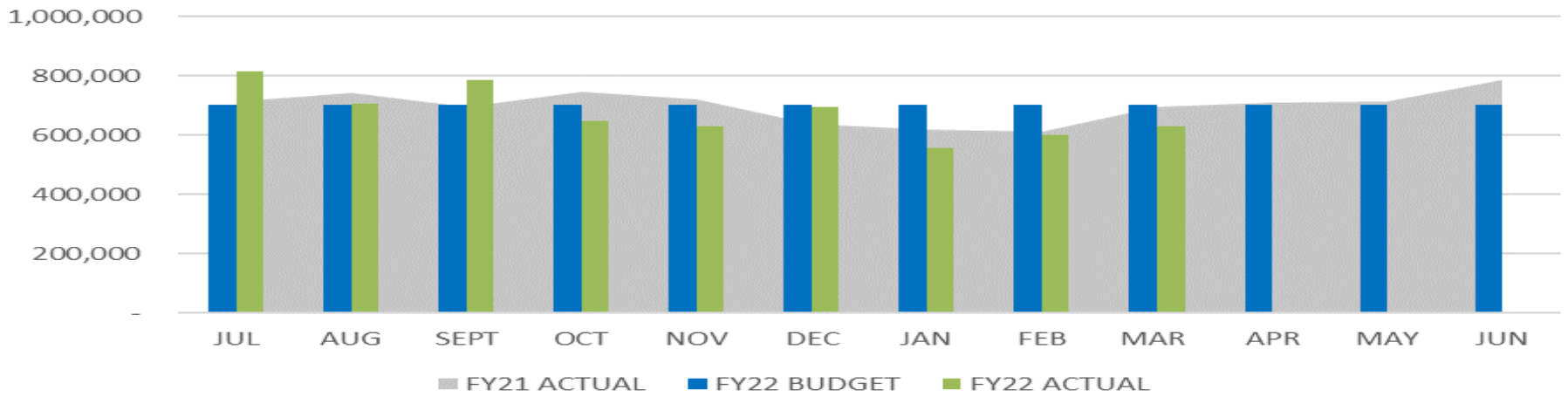
Non-Operating COVID Revenue and Expenses Mar 2022

Dollars in Thousands

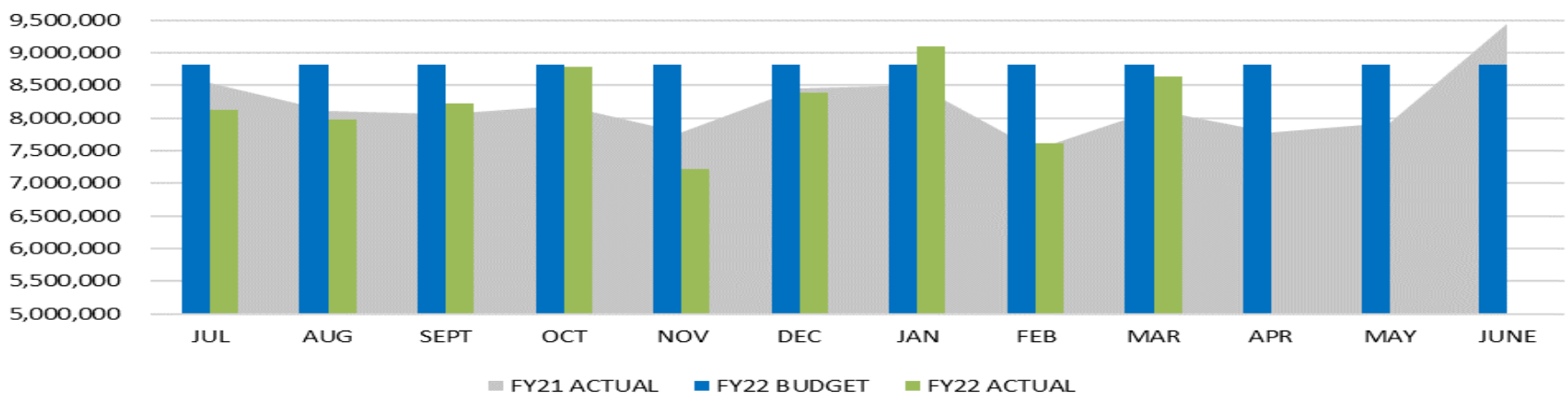
| | Month to Date | Year to Date |
|------------------------------------|-----------------|-------------------|
| Federal Funding (5307/5337) | \$ 116.1 | \$ 1,709.2 |
| Total Non-Operating Revenue | \$ 116.1 | \$ 1,709.2 |

| | | |
|------------------------------------|-----------------|-------------------|
| Personnel Services | \$ (0.3) | \$ 455.9 |
| Contract Services | 53.4 | 976.2 |
| Materials & Supplies | - | 21.7 |
| Other Miscellaneous Expenses | 63.0 | 255.5 |
| Total Non-Operating Expense | \$ 116.1 | \$ 1,709.2 |
| SURPLUS (DEFICIT) | \$ - | \$ - |

Farebox Revenue



Total Expenses



OPERATING CROSSWALK

March 2022

| YEAR-TO-DATE | | | | | |
|--|--------------------|--------------------|------------------------|------------------------|---------------------|
| FISCAL YEAR 2022 (Dollars in Thousands) | BUDGET | ACTUAL LOCALITY | ACTUAL NON-LOCALITY | ACTUAL CONSOLIDATED | VARIANCE + / (-) |
| REVENUE | | | | | |
| Passenger Revenue | \$ 6,331.5 | \$ 5,687.9 | \$ 410.7 | \$ 6,098.6 | \$ (232.9) |
| Advertising Revenue | \$ 806.3 | \$ 804.2 | \$ 52.2 | \$ 856.4 | \$ 50.1 |
| Other Transportation Revenue | \$ 1,751.2 | \$ - | \$ 1,821.3 | \$ 1,821.3 | \$ 70.1 |
| Non-Transportation Revenue | \$ 45.0 | \$ 37.5 | \$ 22.0 | \$ 59.5 | \$ 14.5 |
| Federal Funding (PM 5307/5337) | \$ 16,540.3 | \$ 14,648.5 | \$ - | \$ 14,648.5 | \$ (1,891.8) |
| HRRTF ¹ | \$ 4,297.6 | \$ - | \$ 2,636.0 | \$ 2,636.0 | \$ (1,661.6) |
| State Funding | \$ 16,078.7 | \$ 18,030.5 | \$ - | \$ 18,030.5 | \$ 1,951.8 |
| Local Funding | \$ 33,522.1 | \$ 33,522.1 | \$ - | \$ 33,522.1 | \$ - |
| TOTAL REVENUE: | \$ 79,372.7 | \$ 72,730.7 | \$ 4,942.2 | \$ 77,672.9 | \$ (1,699.8) |
| EXPENSE | | | | | |
| Personnel Services | \$ 50,844.6 | \$ 46,807.8 | \$ 3,287.2 | \$ 50,095.0 | \$ 749.6 |
| Services | \$ 9,933.9 | \$ 6,972.5 | \$ 489.7 | \$ 7,462.2 | \$ 2,471.7 |
| Materials & Supplies | \$ 7,512.7 | \$ 6,600.3 | \$ 463.7 | \$ 7,064.0 | \$ 448.7 |
| Utilities | \$ 882.6 | \$ 778.9 | \$ 54.7 | \$ 833.6 | \$ 49.0 |
| Casualties & Liabilities | \$ 2,844.7 | \$ 2,938.3 | \$ 206.3 | \$ 3,144.6 | \$ (299.9) |
| Purchased Transportation | \$ 6,154.3 | \$ 4,474.5 | \$ 314.2 | \$ 4,788.7 | \$ 1,365.6 |
| Other Miscellaneous Expenses | \$ 1,199.9 | \$ 933.1 | \$ 65.5 | \$ 998.6 | \$ 201.3 |
| TOTAL EXPENSE: | \$ 79,372.7 | \$ 69,505.4 | \$ 4,881.3 | \$ 74,386.7 | \$ 4,986.0 |
| BUDGET STATUS TO DATE²: | \$ - | \$ 3,225.3 | \$ 60.9 | \$ 3,286.2 | \$ 3,286.2 |

1. Hampton Roads Regional Transit Funding for MAX, PCS and 15-minute increment.
 2. Includes estimated year-to-date Locality Service Reliability Plan credit.

Draft Financial Statement

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | TOTAL LOCALITY | | | |
|--|------------------|--------------|-------------|-------------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 44,696.1 | \$ 33,522.1 | \$ 33,522.1 | \$ - |
| Plus: Local Farebox | \$ 7,676.7 | \$ 5,757.5 | \$ 5,687.9 | \$ (69.6) |
| Locality Share - Sub-Total: | \$ 52,372.8 | \$ 39,279.6 | \$ 39,210.0 | \$ (69.6) |
| Plus: Federal Aid | \$ 22,053.7 | \$ 16,540.3 | \$ 14,648.5 | \$ (1,891.8) |
| State Aid | \$ 21,438.3 | \$ 16,078.8 | \$ 18,030.5 | \$ 1,951.7 |
| Total Revenue Contribution: | \$ 95,864.8 | \$ 71,898.7 | \$ 71,889.0 | \$ (9.7) |
| Operating Expenses: | \$ 95,864.8 | \$ 71,898.7 | \$ 68,663.7 | \$ (3,235.0) |
| Locality Budget Status to Date¹: | | | | \$ 3,225.3 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 8.0% | 8.3% |
| Farebox % of Budgeted Expense: | | 7.9% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | CHESAPEAKE | | | |
|--|------------------|--------------|------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 2,684.3 | \$ 2,013.2 | \$ 2,013.2 | \$ - |
| Plus: Local Farebox | \$ 415.9 | \$ 311.9 | \$ 286.7 | \$ (25.2) |
| Locality Share - Sub-Total: | \$ 3,100.2 | \$ 2,325.1 | \$ 2,299.9 | \$ (25.2) |
| Plus: Federal Aid | \$ 1,552.6 | \$ 1,164.5 | \$ 1,354.8 | \$ 190.3 |
| State Aid | \$ 1,304.2 | \$ 978.2 | \$ 1,156.5 | \$ 178.3 |
| Total Revenue Contribution: | \$ 5,957.0 | \$ 4,467.8 | \$ 4,811.2 | \$ 343.4 |
| Operating Expenses: | \$ 5,957.0 | \$ 4,467.8 | \$ 4,484.3 | \$ 16.5 |
| Locality Budget Status to Date¹: | | | | \$ 326.9 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 7.0% | 6.4% |
| Farebox % of Budgeted Expense: | | 6.4% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | HAMPTON | | | |
|--|------------------|--------------|------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 4,648.3 | \$ 3,486.2 | \$ 3,486.2 | \$ - |
| Plus: Local Farebox | \$ 814.9 | \$ 611.2 | \$ 523.0 | \$ (88.2) |
| Locality Share - Sub-Total: | \$ 5,463.2 | \$ 4,097.4 | \$ 4,009.2 | \$ (88.2) |
| Plus: Federal Aid | \$ 2,512.4 | \$ 1,884.3 | \$ 1,515.0 | \$ (369.3) |
| State Aid | \$ 2,276.7 | \$ 1,707.5 | \$ 1,810.0 | \$ 102.5 |
| Total Revenue Contribution: | \$ 10,252.3 | \$ 7,689.2 | \$ 7,334.2 | \$ (355.0) |
| Operating Expenses: | \$ 10,252.3 | \$ 7,689.2 | \$ 6,944.6 | \$ (744.6) |
| Locality Budget Status to Date¹: | | | | \$ 389.6 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 7.9% | 7.5% |
| Farebox % of Budgeted Expense: | | 6.8% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | NEWPORT NEWS | | | |
|--|------------------|--------------|-------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 7,374.4 | \$ 5,530.8 | \$ 5,530.8 | \$ - |
| Plus: Local Farebox | \$ 1,468.5 | \$ 1,101.4 | \$ 883.7 | \$ (217.7) |
| Locality Share - Sub-Total: | \$ 8,842.9 | \$ 6,632.2 | \$ 6,414.5 | \$ (217.7) |
| Plus: Federal Aid | \$ 3,790.0 | \$ 2,842.5 | \$ 2,139.3 | \$ (703.2) |
| State Aid | \$ 3,639.9 | \$ 2,729.9 | \$ 2,853.1 | \$ 123.2 |
| Total Revenue Contribution: | \$ 16,272.8 | \$ 12,204.6 | \$ 11,406.9 | \$ (797.7) |
| Operating Expenses: | \$ 16,272.8 | \$ 12,204.6 | \$ 10,871.7 | \$ (1,332.9) |
| Locality Budget Status to Date¹: | | | | \$ 535.2 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 9.0% | 8.1% |
| Farebox % of Budgeted Expense: | | 7.2% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | NORFOLK | | | |
|--|------------------|--------------|-------------|-------------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 19,408.4 | \$ 14,556.3 | \$ 14,556.3 | \$ - |
| Plus: Local Farebox | \$ 3,320.4 | \$ 2,490.3 | \$ 2,637.7 | \$ 147.4 |
| Locality Share - Sub-Total: | \$ 22,728.8 | \$ 17,046.6 | \$ 17,194.0 | \$ 147.4 |
| Plus: Federal Aid | \$ 8,592.8 | \$ 6,444.6 | \$ 5,062.2 | \$ (1,382.4) |
| State Aid | \$ 9,110.2 | \$ 6,832.7 | \$ 7,611.4 | \$ 778.7 |
| Total Revenue Contribution: | \$ 40,431.8 | \$ 30,323.9 | \$ 29,867.6 | \$ (456.3) |
| Operating Expenses: | \$ 40,431.8 | \$ 30,323.9 | \$ 28,786.0 | \$ (1,537.9) |
| Locality Budget Status to Date¹: | | | | \$ 1,081.6 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 8.2% | 9.2% |
| Farebox % of Budgeted Expense: | | 8.7% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | PORTSMOUTH | | | |
|--|------------------|--------------|------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 2,834.9 | \$ 2,126.2 | \$ 2,126.2 | \$ - |
| Plus: Local Farebox | \$ 514.3 | \$ 385.7 | \$ 373.0 | \$ (12.7) |
| Locality Share - Sub-Total: | \$ 3,349.2 | \$ 2,511.9 | \$ 2,499.2 | \$ (12.7) |
| Plus: Federal Aid | \$ 1,684.1 | \$ 1,263.1 | \$ 1,352.8 | \$ 89.7 |
| State Aid | \$ 1,415.5 | \$ 1,061.6 | \$ 1,243.1 | \$ 181.5 |
| Total Revenue Contribution: | \$ 6,448.8 | \$ 4,836.6 | \$ 5,095.1 | \$ 258.5 |
| Operating Expenses: | \$ 6,448.8 | \$ 4,836.6 | \$ 4,810.4 | \$ (26.2) |
| Locality Budget Status to Date¹: | | | | \$ 284.7 |

KPI

| | | |
|--------------------------------|------|------|
| Farebox Recovery: | 8.0% | 7.8% |
| Farebox % of Budgeted Expense: | | 7.7% |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

LOCALITY RECONCILIATION

March 2022

| FISCAL YEAR 2022 (Dollars in Thousands) | VIRGINIA BEACH | | | |
|--|------------------|--------------|-------------|-----------------|
| | ANNUAL BUDGET | YEAR-TO-DATE | | |
| | | BUDGET | ACTUAL | VARIANCE |
| Locality Operating Share | \$ 7,745.8 | \$ 5,809.4 | \$ 5,809.4 | \$ - |
| Plus: Local Farebox | \$ 1,142.7 | \$ 857.0 | \$ 983.8 | \$ 126.8 |
| Locality Share - Sub-Total: | \$ 8,888.5 | \$ 6,666.4 | \$ 6,793.2 | \$ 126.8 |
| Plus: Federal Aid | \$ 3,921.8 | \$ 2,941.3 | \$ 3,224.4 | \$ 283.1 |
| State Aid | \$ 3,691.8 | \$ 2,768.9 | \$ 3,356.4 | \$ 587.5 |
| Total Revenue Contribution: | \$ 16,502.1 | \$ 12,376.6 | \$ 13,374.0 | \$ 997.4 |
| Operating Expenses: | \$ 16,502.1 | \$ 12,376.6 | \$ 12,766.7 | \$ 390.1 |
| Locality Budget Status to Date¹: | | | | \$ 607.3 |
| KPI | | | | |
| Farebox Recovery: | | 6.9% | 7.7% | |
| Farebox % of Budgeted Expense: | | | 7.9% | |

1. Includes estimated year-to-date Locality Service Reliability Plan credit.

| | | | |
|----------------------------------|---|-------------------------|---------------------|
| Contract No.: 21-00162 | Title: Mobile Device Services (Renewal) | Contract Amount: | |
| | | Two Base Years: | \$335,376.56 |
| | | Three Option Years: | <u>\$503,064.84</u> |
| | | Total: | \$838,441.40 |

Acquisition Description: Enter into a renewal contract with a qualified Contractor to provide mobile devices, as well as voice and data wireless services.

Background: In order to meet Hampton Roads Transit’s (HRT’s) technology and connectivity needs, HRT requires a qualified Contractor to provide mobile device services and equipment. Under the terms of this agreement, the Contractor is required to provide unlimited nationwide wireless coverage, to include calling, texting, and data plans, for all of HRT’s various types of devices. The Contractor shall also provide new smartphones, feature phones, tablets, and mobile hotspot devices. Additionally, HRT is designated as critical infrastructure and requires a network that supports Wireless Priority Service.

Contract Approach: A Request for Proposals (RFP) was issued on November 30, 2021. Three (3) proposals were received on January 7, 2022, from the following firms:

- Cellco Partnership d/b/a Verizon Wireless (Verizon)
- AT&T Corporation
- T-Mobile USA, Inc. (T-Mobile)

Upon review and evaluation of the technical proposals, two (2) firms, T-Mobile and Verizon, were rated best to meet the Scope of Work requirements. The two (2) firms were invited to discuss their proposals and provide technical clarifications on their approach to the Scope of Work.

At the conclusion of discussions, negotiations were held with T-Mobile for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing, reducing the proposed pricing, incorporating router and hotspot data plans, and the transition from the current service provider to a new service provider. At the conclusion of negotiations, a Best and Final Offer (BAFO) was requested based on a revised Price Schedule that included lines for router and hotspot data plans.

T-Mobile offered no concessions in their BAFO, and the total contract amount increased due to the addition of routers and hotspot data plans; however, following review and analysis of the BAFO by HRT staff, it was determined that T-Mobile provided the best value to HRT based on a combination of technical capability and price. T-Mobile’s pricing was deemed fair and reasonable based on a price analysis performed and the fact that the pricing was obtained in a competitive environment. A contractor responsibility review performed confirmed that T-Mobile is both technically and financially capable to perform the services.

| | | |
|---------------------------------|--|--|
| Contract No: 22-00173 | Title: Revenue Vehicle Video Recording Equipment | Contract Amount and Term: \$4,800,000.00 2 yrs. w/3 1-yr. options |
|---------------------------------|--|--|

Acquisition Description: Enter into a sole source contract with Luminator Technology Group (Luminator) to provide revenue vehicle video surveillance equipment and installation services on a Task Order basis.

Background: Hampton Roads Transit (HRT) has a requirement to replace and standardize its revenue vehicle onboard video security systems in order to close the security, safety, liability, and monitoring gaps in the existing legacy system. Additionally, the legacy systems are falling into a state of disrepair and are no longer supported by the manufacturer. In 2017, HRT adopted a new revenue vehicle video security configuration template and began equipping its vehicles with a new “always connected” RoadRunner Onboard Video Security system. Fleet-wide standardization will enable HRT to reduce operational costs through equipment standardization and warranty coverage on retrofitted vehicles. Central system management software will enable automatic health metric collections and timely system maintenance, will allow for remote viewing of the onboard cameras during accidents and incidents, and lay the foundation for future autonomous video offload capabilities for review and analysis. Under the terms of this agreement, 64% of the fleet procured during, or prior to, 2016 will require a retrofit of equipment in order to meet State of Good Repair compliance requirements. Luminator will also furnish new hardware and associated components, software, installation services, project management, and training for the current and future systems.

Contract Approach: The FTA and Virginia Public Procurement Act allow non-competitive procurements when only one source is available, and the award of a contract is infeasible under small purchase procedures, sealed bids, or competitive proposals. Due to the specific requirements of this solicitation, full and open competition was not a feasible method of procurement. Luminator is the original equipment manufacturer of the RoadRunner Onboard Video Security Systems. The system may only be warranted by the original equipment manufacturer when factory installation or a managed retrofit is performed. Sole Source procurements are accomplished through solicitation and acceptance of a proposal from only one source.

A solicitation was issued on March 4, 2022, and Luminator provided a responsive proposal on March 10, 2022, which included unit pricing for equipment and services specified in the Price Schedule. In order to obtain more favorable pricing, a decision was made to conduct negotiations with Luminator, which focused on reducing the proposed unit pricing. Upon completion of negotiations, revised pricing was requested.

As a result of the negotiations, Luminator offered a marginal price reduction on their 12-camera mobile recorders and project management services. Based on the results of the negotiations, and a price analysis performed utilizing historic data, Luminator’s revised pricing is deemed fair and reasonable. Additionally, Luminator certified that the unit prices offered are in line with pricing

| | | |
|---------------------------------|--|--|
| Contract No: 22-00173 | Title: Revenue Vehicle Video Recording Equipment | Contract Amount and Term: \$4,800,000.00 2 yrs. w/3 1-yr. options |
|---------------------------------|--|--|

offered to other customers with similar requirements. A contractor responsibility review confirmed that Luminator is both technically and financially capable to provide the services described in the Scope of Work.

Luminator is located in Plano, TX and provides similar services for the Greater Richmond Transit Company, in Richmond, VA; the Potomac and Rappahannock Transportation Commission, in Woodbridge, VA; and Nassau Inter-County Express, in Garden City, NY. Luminator has also provided similar services to HRT satisfactorily.

The period of performance for this Contract is two (2) base years with three (3) additional one-year options.

No DBE goal was assigned for this solicitation.

Cost/Funding: Task Orders will be funded with approximately 95% Grant funds and 5% Operating funds, depending upon the nature of the work performed.

Project Manager: Alex Touzov, Director of Technology Services

Contracting Officer: Theresa Petrowicz, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a sole source Contract to Luminator Technology Group to provide revenue vehicle video recording equipment. The cumulative amount of all Task Orders issued under this Contract will not exceed \$4,800,000.00 over the five-year period.