



As a courtesy to others, please silence all electronic devices during the meeting.

1. Call to Order

2. Committee Minutes



Finance Committee Minutes - July 26, 2017

Pg 3

3. Public Comments

- Citizens who would like to speak under Public Comments shall submit a request form to the Assistant Secretary prior to the meeting. Forms are available at the door.

4. Chief Financial Officer Report

5. Committee Agenda Items



A. Authorization to Enforce "No Strand Policy"

Pg 9

-Attachments



B. Recommendation of Authorization to Amend LYNX' FY2017 Operating and Capital Budgets

Pg 20

-Attachments



C. Recommendation of Authorization to Adopt LYNX' FY2018 Proposed Operating and Capital Budgets

Pg 33

-Attachments



D. Proposed Medical Plan Design Changes

Pg 55





-Attachments









E. Authorization to Enter into a Participating Addendum with New Flyer of America as Part of the Commonwealth of Virginia's Department of General Services Contract for the Purchase of Fifteen (15) Articulated Buses

Pg 71

6. Committee Discussion Items

- A.  Florida Transportation Commission Transportation Authority Monitoring and Oversight FY16 Pg 72
-Attachments 
- B.  LYNX Money Purchase Plan: Proposed Plan Design Enhancement Pg 78
-Attachments 

7. Committee Action Items

- A.  Authorization to Extend Contract #12-C02 with MV Transportation, Inc. for a Period of up to Two (2) Months for Paratransit Services and to Increase the Not-To-Exceed Amount of the Contract Pg 106
- B.  Authorization to Extend Contract #10-C21 with MV Transportation, Inc. for a Period of up to Two (2) Months for NeighborLink Services and to Increase the Not-To-Exceed Amount of the Contract Pg 108
- C.  Authorization to Increase the Not-To-Exceed Amount of Contract #12-C02 Extension for MV Transportation Pg 110
- D.  Authorization to Increase the Not-to-Exceed Amount of Contract #10-C21 Extension for MV Transportation Pg 112
- E.  Authorization to Award Contract #18-C08 to MV Transportation, Inc., for Paratransit and NeighborLink Services Pg 114
-Attachments 

8. Committee Information Items

- A.  Monthly Financial Report - August 31, 2017 Pg 124
-Attachments 
- B.  Monthly Financial Report - July 31, 2017 Pg 131
-Attachments 

Section 286.0105, Florida Statutes states that if a person decides to appeal any decision made by a board, agency, or commission with respect to any matter considered at a meeting or hearing, he will need a record of the proceedings, and that, for such purposes, he may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based.

In accordance with the Americans With Disabilities Act of 1990, persons needing a special accommodation at this meeting because of a disability or physical impairment should contact Benjamin Gonzalez at 455 N. Garland Ave, Orlando, FL 32801 (407) 254-6038, not later than three business days prior to the meeting. If hearing impaired, contact LYNX at (407) 423-0787(TDD).

LYNX
Central Florida Regional Transportation Authority
Finance and Audit Committee Meeting Minutes

PLACE: LYNX Central Station
455 N. Garland Avenue
Conference Room, 2nd Floor
Orlando, FL 32801

DATE: July 26, 2017

TIME: 10:00 a.m.

Members in Attendance:
Ray Walls, Orange County
Edward Bass, Seminole County
Claudia Korobkoff, City of Orlando
Jo Santiago, FDOT, 5th District

Staff in Attendance:
Edward Johnson, Chief Executive Officer
Bert Francis, Chief Financial Officer
Blanche Sherman, Director of Finance
Tiffany Homler, Chief Administrative Officer
Thomas Stringer, Chief Operations Officer

Members Absent:
Amanda Clavijo, Orange County

1. Call to Order

Chair Walls called the meeting to order at 10:05 a.m.

2. Approval of Minutes

Chair Walls requested a motion for approval of the Finance & Audit Committee minutes from the January 25, 2017, February 21, 2017, March 21, 2017 and April 19, 2017 meetings. Whereupon a motion was duly made by Claudia Korobkoff, seconded by Edward Bass and unanimously adopted, the minutes were approved as presented.

3. Public Comments

No members of the public were present to speak.

4. Chief Financial **Officer's Report**

Chair Walls recognized Bert Francis, Chief Financial Officer (CFO). Mr. Francis introduced Dyana Blickle, new Administrative Assistant.

Mr. Francis informed the Committee that funds were received from FTA for the purchase of the NoPetro land which was closed in May.

There will be a presentation on the fuel hedging program and the proposed debt management policy at a future meeting.

5. Committee Action Items

A. Overview of the FY2018 Preliminary Operating Budget

Chair Walls recognized Bert Francis, CFO, to present an overview of the FY2018 Preliminary Operating Budget. Mr. Francis stated that this is the same presentation that has been heard in previous meetings, so he will not go into detail. There are three major items in this budget: find a way to fill the gap of the proposed fare increase, utilization of reserves, and additional usage of preventative maintenance.

A fare increase of \$1.4 million, was originally proposed, but it was decided not to pursue that at this time. Instead, staff would attempt to fill the gap through a combination of other items such as attempting to generate more money from investments, an agreement with Valencia College for additional services for \$75,000, as well as reviewing salaries, services and other expenses. We did need to add into the budget an amount for the “See Something, Say Something” program that will be rolling out next fiscal year.

FY2018 Operating Revenue

Operating Revenues	FY2018 Preliminary Budget	FY2017 Amended Budget	Dollar Change Amount	% Change
Fund Balance	\$ 1,299,591	\$ 2,182,828	\$ (883,237)	-40.46%
Customer Fares	25,349,318	26,167,535	(818,217)	-3.13%
Contract Services	6,051,580	5,742,153	309,427	5.39%
Advertising on Buses	1,975,000	2,332,134	(357,134)	-15.31%
Advertising - Trade	30,000	30,000	-	0.00%
Interest & Other Income	924,321	1,080,514	(156,193)	-14.46%
Federal Revenue	17,252,055	17,231,868	20,187	0.12%
State Revenue	13,635,017	13,704,285	(69,268)	-0.51%
Local Revenue	65,216,177	62,920,750	2,295,427	3.65%
Total Revenue	\$ 131,733,059	\$ 131,392,067	\$ 340,992	0.3%

FY2018 Operating Expenses

	FY2018 Preliminary Budget	FY2017 Amended Budget	Dollar Change Amount	% Change
Operating Expenses				
Salaries/Wages/Fringes	\$ 78,076,998	\$ 75,960,271	\$ 2,116,727	2.79%
Other Services	11,748,341	13,384,328	(1,635,987)	-12.22%
Fuel	9,871,486	9,329,958	541,528	5.80%
Materials & Supplies	7,849,180	7,973,395	(124,215)	-1.56%
Utilities	1,604,244	1,475,080	129,164	8.76%
Casualty & Liability	1,597,385	1,583,631	13,754	0.87%
Taxes & Tags	457,330	436,843	20,487	4.69%
Purchased Transportation	18,897,860	19,810,012	(912,152)	-4.60%
Leases & Miscellaneous	1,549,188	1,336,700	212,488	15.90%
Interest	81,047	101,849	(20,802)	-20.42%
Total Operating Expenses	\$ 131,733,059	\$ 131,392,067	\$ 340,992	0.3%

Edward Johnson spoke about looking at new technologies and how technology will meet the demand of the service area, and the different ways to deliver services to meet that demand.

Mr. Francis completed the presentation with the calendar of upcoming budget actions. The budget calendar is on schedule.

Chair Walls opened the floor for discussion, questions and comments. Edward Bass asked for clarification on salaries and wages line – were the revisions partial year? Mr. Francis replied yes, not for a full year. Edward Bass asked how many new positions were created this year. Mr. Francis stated that nineteen positions were added, but they were from the Paratransit contract, now being paid by us, instead of the contractor. No new positions were added. Vacant positions were reclassified. Motion was made by Claudia Korobkoff to approve the Preliminary FY2018 Operating Budget, second by Edward Bass. Motion passed unanimously.

B. Overview of the FY2018 Preliminary Capital Budget

Chair Walls recognized Bert Francis, CFO, to present an overview of the FY2018 Preliminary Capital Budget. Mr. Francis stated that we need to enhance our facilities: mobile ticketing, fleet, enhancing shelters, security system, and advancing our technologies.

BRT is winding down as Parramore project comes to completion, NoPetro Phase 1 to put concrete down, Florida Mall facility and Pine Hill facility build-outs. Security cameras need updating, support equipment – fare payment systems, fuel tanks. Technology improvements – email for staff, paratransit Wi-Fi. Some support vehicles need to be replaced. Need more articulated buses, moving away from forty-foot buses. Ms. Sherman provided an overview of the local capital contributions.

FY2018 Preliminary Capital Budget by Category

Description	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Amount Change
BRT	\$ 800,170	\$ 1,985,630	(1,185,460)
Facilities	5,863,512	3,456,425	2,407,087
Passenger Amenities	15,036,896	11,822,362	3,214,534
Security	760,144	796,063	(35,919)
Support Equipment	6,039,128	3,719,755	2,319,373
Technology	4,361,947	4,333,194	28,753
Support Vehicles	332,533	407,991	(75,458)
Revenue Vehicles	30,686,159	22,996,223	7,689,936
Total	\$ 63,880,489	\$ 49,517,643	\$ 14,362,846

FY2018 Preliminary Capital Budget Contributions

Capital Contributions	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Amount Change
Federal Contributions	\$ 61,534,383	\$ 47,267,338	\$ 14,267,045
State Contributions	1,108,755	680,412	428,343
Local Contributions	1,237,351	1,569,893	(332,542)
Total	\$ 63,880,489	\$ 49,517,643	\$ 14,362,846

FY2018 Preliminary Capital Budget Local Contributions

Description	FY2018 Preliminary Budget Amount	Source
East/West BRT Improvements	\$ 20,800	City of Orlando
Capital Bus Lease	918,954	Local \$2 Capital
Paratransit Vehicles	47,597	Local \$2 Capital
Passenger Amenities	250,000	Orange County
Total	\$ 1,237,351	

This budget will go to the board for discussion tomorrow. Mr. Francis asked if there were any questions. Chair Walls asked if there were any questions or discussion. No questions or comments. Chair Walls requested a motion for

approval of the FY2018 Preliminary Capital Budget. Motion made by Edward Bass, second by Claudia Korobkoff. Motion passed unanimously.

C. Authorization to Enter into Negotiations and Award a Contract to Americaneagle.com for Mobile Fare Payment System

Chair Walls recognized Blanche Sherman, Director of Finance, who introduced Shyam Dunna from nMomentum to give a presentation on the Mobile Fare Payment System. After his presentation, Shyam Dunna introduced Al Connelly, Chung Chung Tam and Tony Johnson from Americaneagle.com, to give a demo on how the technology works with LYNX ticketing. Phase one will start end of October. Other dates are tentative.

Chair Walls asked if there were any questions or discussion. Jo Santiago asked if this could be used for Van Pool. Mr. Johnson stated that Van Pool was not one of the initial thoughts, but it is definitely something to take into consideration. Ms. Santiago also asked if Paratransit would eventually be able to buy tickets on the app, instead of calling. Mr. Johnson stated that the board has already given authorization to award a contract with Double Map to develop applications, and there will be a presentation in the next few weeks. Trip scheduling and vehicle locator will be all included in one app. Chair Walls asked if there is another app out there that can be downloaded and looked at my leisure. Mr. Johnson stated that the app will be made available for download for members to try out before the implementation. Chair Walls made a motion for approval of the Authorization to Enter into Negotiations and Award a Contract to Americaneagle.com for Mobile Fare Payment System, second by Edward Bass. Motion passed unanimously.

D. Authorization to Accept the Recommendation of the Source Evaluation Committee (SEC) to Award a Contract to MV Transportation, Inc., for Mobility Services and Broker Services for **the Provision of LYNX's Paratransit (ACCESS LYNX) and NeighborLink Services**

Chair Walls recognized Thomas Stringer, Chief Operations Officer, for a presentation on Mobility Services and Broker Services for Provision of Paratransit Services. Chair Walls asked if there were any questions or discussion. No questions or comments. Chair Walls requested a motion for Authorization to Accept the Recommendation of the Source Evaluation Committee (SEC) to Award a Contract to MV Transportation, Inc., for Mobility Services and Broker Services **for the Provision of LYNX's Paratransit (ACCESS LYNX) and NeighborLink Services**. Motion made by Claudia Korobkoff, second by Jo Santiago. Motion passed unanimously.

E. Authorization to **Piggyback on Orange County's Contract with Cigna** for Medical and Stop Loss Insurance

Chair Walls recognized Bert Francis, CFO, Chief Financial Officer, to present an overview of the current situation. By piggybacking on the current Orange County contract with Cigna, we could eliminate our current broker fee. Orange County and Cigna have agreed to have LYNX piggyback on the contract. We are still looking at plan designs and diabetes prevention to curb more of the healthcare costs. Chair Walls asked if there were any questions or discussion. Edward Bass questioned claims audit fees, and Mr. Francis stated that this number is probably high. Chair Walls made a motion for approval of the Authorization to Piggyback on Orange County's Contract with Cigna for Medical and Stop Loss Insurance, second by Claudia Korobkoff. Motion passed unanimously.

6. Committee Discussion Items

A. FY2016 Federal Transit Administration Triennial Review Close-out

Chair Walls recognized Belinda Balleras, Manager of Grants, to provide an overview of the FY2016 Federal Transit Administration Triennial Review Close-out. This is a shorter version of the report from last year. Next potential FTA target will be in FY2019. Moving forward we will self-audit to make sure that we are staying compliant for funding eligibility. Mr. Johnson expressed how proud he was of the staff for making the corrections that were needed.

7. Committee Information Items

A. Monthly Financial Report – June 30, 2017

B. Monthly Financial Report – May 31, 2017

8. Other Business

Last meeting for Claudia Korobkoff. She will still be around, serving as a back-up.

The meeting adjourned at 11:37 a.m.

Finance Committee Agenda Item #5.A.

To: LYNX Finance & Audit Committee

From: Edward Johnson
CHIEF EXECUTIVE OFFICER
Blanche Sherman
(Technical Contact)
William Hearndon
(Technical Contact)

Phone: 407.841.2279 ext: 6017

Item Name: Authorization to Enforce “No Strand Policy”

Date: 9/27/2017

ACTION REQUESTED:

Staff is requesting the Board of Directors’ authorization for the Chief Executive Officer (CEO) or designee to enforce the LYNX “No Strand Policy” related to paratransit uncollected fares.

BACKGROUND:

On August 10, 2017, MetroPlan Orlando staff presented a report on ACCESS LYNX Uncollected Fares to the Transportation Disadvantaged Local Coordinating Board (TDLCB). The purpose of the presentation was to address the perceived issue relating to a significant increase in uncollected fares between 2014-15 and 2016-17. As a result, LYNX Chief Executive Officer (CEO), Mr. Edward Johnson, requested the LYNX’ Finance staff to research and conduct a review of the issue presented to the TDLCB to confirm the status of ACCESS LYNX uncollected fares.

LYNX’ Finance staff reviewed and compared the ACCESS LYNX uncollected fares for Fiscal Years 2015, 2016 and 2017 to the information provided to MetroPlan’s staff. During the research, it was determined that the “amount of fares collected” included in the reports provided to MetroPlan and the TDLCB is unreliable due to the use of an incomplete and inaccurate data source.

On August 28, 2017, LYNX’ and MetroPlan’s staff met to review the preliminary findings and to discuss the next steps. LYNX staff explained the difference in the methodology used to calculate uncollected fares, the data source issues, software viruses corrupting data, and the process for collecting and reporting fares. The next steps included providing an update to the LYNX Board of Directors and the TDLCB, customer education, and reinforcement of the “No Strand” Policy.

LYNX Board Agenda

In conclusion, LYNX staff determined that the following is the most reliable information to determine the “estimated amount of uncollected fares” per month for the past three (3) years:

FY2015	Fare Amount on Performed Trips MV Only	Cash Farebox per MV Invoice	Ticket per MV Invoice	Uncollected Fares	% Uncollected Fares
Oct	\$ 161,860.00	\$ 105,540.40	\$ 49,820.50	\$ 6,499.10	4.02%
Nov	142,317.00	95,896.76	42,802.50	3,617.74	2.54%
Dec	149,801.00	102,518.57	41,722.00	5,560.43	3.71%
Jan	147,467.00	97,333.00	44,191.50	5,942.50	4.03%
Feb	142,545.00	93,283.59	40,926.00	8,335.41	5.85%
Mar	154,681.00	99,464.50	49,408.00	5,808.50	3.76%
Apr	157,815.00	101,273.25	50,815.50	5,726.25	3.63%
May	150,892.50	98,650.16	42,469.00	9,773.34	6.48%
Jun	152,024.00	100,490.75	46,765.00	4,768.25	3.14%
Jul	162,757.00	108,128.00	50,884.00	3,745.00	2.30%
Aug	157,862.50	103,415.95	47,919.00	6,527.55	4.13%
Sep	167,152.50	103,436.80	58,205.50	5,510.20	3.30%
Total	\$ 1,847,174.50	\$ 1,209,431.73	\$ 565,928.50	\$ 71,814.27	3.89%

FY2016	Fare Amount on Performed Trips MV Only	Cash Farebox per MV Invoice	Ticket per MV Invoice	Uncollected Fares	% Uncollected Fares
Oct	\$ 176,368.50	\$ 108,805.50	\$ 61,871.50	\$ 5,691.50	3.23%
Nov	160,876.00	100,404.25	52,215.50	8,256.25	5.13%
Dec	163,026.50	104,784.51	52,432.00	5,809.99	3.56%
Jan	161,919.00	100,098.15	56,438.50	5,382.35	3.32%
Feb	167,750.50	102,647.00	60,538.50	4,565.00	2.72%
Mar	179,389.00	111,487.25	57,872.00	10,029.75	5.59%
Apr	176,833.00	109,259.50	58,822.00	8,751.50	4.95%
May	177,266.00	108,223.95	56,118.00	12,924.05	7.29%
Jun	169,038.50	107,077.50	56,377.00	5,584.00	3.30%
Jul	164,210.00	104,696.75	50,394.00	9,119.25	5.55%
Aug	183,211.50	114,738.75	62,383.50	6,089.25	3.32%
Sep	180,384.00	108,805.50	60,273.00	11,305.50	6.27%
Total	\$ 2,060,272.50	\$ 1,281,028.61	\$ 685,735.50	\$ 93,508.39	4.54%

LYNX Board Agenda

FY17	Fare Amount on Performed Trips MV Only	Cash Farebox per MV Invoice	Ticket per MV Invoice	Uncollected Fares	% Uncollected Fares
Oct	\$ 174,379.00	\$ 106,709.95	\$ 62,189.50	\$ 5,479.55	3.14%
Nov	178,611.00	110,347.80	57,639.50	10,623.70	5.95%
Dec	170,980.50	109,109.95	54,526.00	7,344.55	4.30%
Jan	176,965.50	108,879.50	61,256.50	6,829.50	3.86%
Feb	170,603.50	104,932.51	58,211.50	7,459.49	4.37%
Mar	192,571.00	118,353.40	65,585.00	8,632.60	4.48%
Apr	179,411.50	110,422.38	60,841.00	8,148.12	4.54%
May	185,284.00	116,092.71	61,465.50	7,725.79	4.17%
Jun	174,568.50	110,361.65	56,300.00	7,906.85	4.53%
Jul	172,913.50	109,522.96	54,514.50	8,876.04	5.13%
Total	\$ 1,776,288.00	\$ 1,104,732.81	\$ 592,529.00	\$ 79,026.19	4.45%

Based on the above comparisons, the monthly average amount and annual percentage of uncollected fares are as follows:

- FY2015 - \$5,984.52 and 3.89%
- FY2016 - \$7,792.37 and 4.54%
- FY2017 - \$7,902.62 and 4.45%

Although, we are showing a slight increase in the monthly average over the past year, process improvements, collection effort, and the re-enforcement of the “No Strand” Policy as originally implemented should reduce the uncollected fare amounts going forward.

Authorization to Enforce ACCESS LYNX No-Strand Policy

Bill Hearndon
Deputy Director of Mobility Services

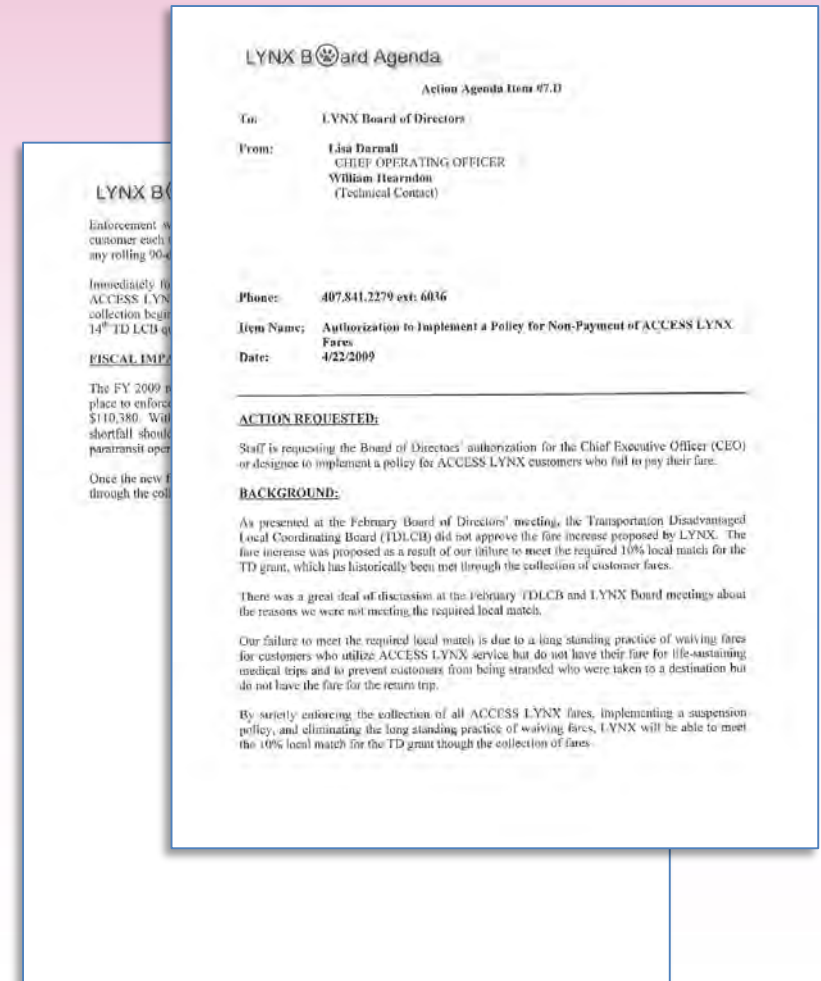
September 27, 2017
Finance Committee Meeting

September 28, 2017
Oversight Committee & Board Meeting

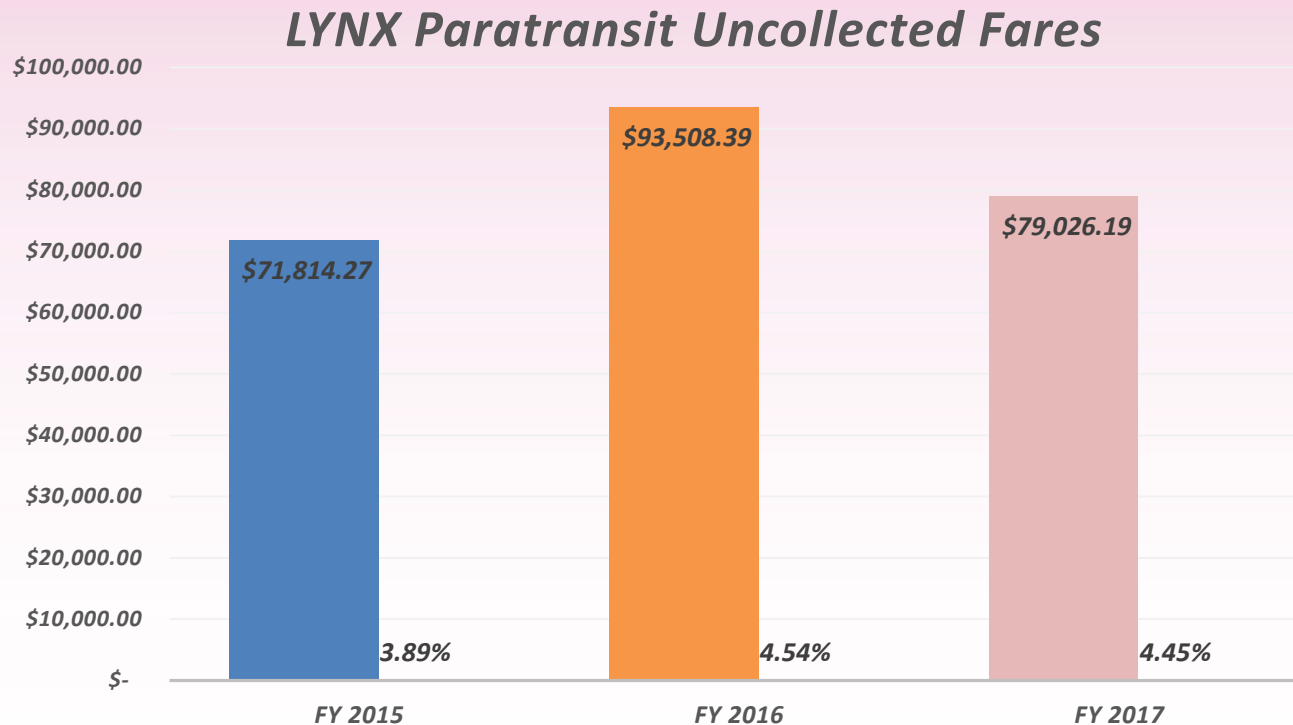
2009 Adopted No-Strand Policy



- All customers are expected to pay their fare at the time that they receive transportation services.
- The Policy will only allow three instances of non-payment within any rolling 90-day period before transportation services are suspended. The suspension will last 30 days.



LYNX' Current Methodology



Top Offenders Over \$500



ClientID	ADA	TDD	Total Outstanding Fares	Total Trips Completed
11960	\$ 979.00		\$ 979.00	400
172190		\$ 716.50	\$ 716.50	252
174983		\$ 711.00	\$ 711.00	192
72959	\$ 695.00		\$ 695.00	593
170014	\$ 591.00	\$ 98.00	\$ 689.00	281
148391	\$ 617.00		\$ 617.00	277
128653	\$ 576.00		\$ 576.00	237
155607	\$ 571.00		\$ 571.00	389
171682		\$ 553.50	\$ 553.50	210
171097		\$ 549.00	\$ 549.00	144
130006	\$ 544.00		\$ 544.00	319
172345	\$ 536.00		\$ 536.00	392
121894	\$ 158.50	\$ 374.50	\$ 533.00	236
115420	\$ 508.00	\$ 17.50	\$ 525.50	184
174212	\$ 88.50	\$ 435.00	\$ 523.50	215
173666		\$ 517.50	\$ 517.50	200
167041	\$ 513.00		\$ 513.00	224
109145	\$ 507.00		\$ 507.00	365



Non-Payment Situations



- If an ACCESS LYNX vehicle arrives at a customer's residence and the customer does not pay the appropriate fare, the customer will not be transported, but it will count as a no show.
- If a customer is away from their residence and the customer does not pay the appropriate fare to get home, the customer will be transported home, but the trip will count as one instance toward the suspension policy.



Requested Action



Staff is requesting the Board of Directors' authorization for the Chief Executive Officer (CEO) or designee to enforce the LYNX "No Strand Policy" related to paratransit uncollected fares.



Customers and Boards

- LYNX Board of Directors Authorization – September 28, 2017
- Customer Education – Underway
- Fare Collection Enforcement – Underway
- Update TDLCB – November 9, 2017
- Quarterly Updates to all Boards

Internal Processes

- Complete Reconciliations
- Collection Efforts
- Redefine and document data collection and reporting process of uncollected fares
- Software Maintenance Management
- Coordination with Vendor
- Training of front-line staff

Questions and Comments

Finance Committee Agenda Item #5.B.

To: LYNX Finance & Audit Committee

From: Albert Francis
CHIEF FINANCIAL OFFICER
Blanche Sherman
(Technical Contact)
Julie Caple
(Technical Contact)

Phone: 407.841.2279 ext: 6058

Item Name: Recommendation of Authorization to Amend LYNX' FY2017 Operating and Capital Budgets

Date: 9/27/2017

OVERVIEW:

The FY2017 Amended Operating and Capital Budgets total \$182,267,341. The FY2017 Amended Operating Budget will increase from \$131,392,067 to \$132,749,698. The FY2017 Amended Capital Budget will remain at \$49,517,643.

BACKGROUND:

The table below and corresponding bullets provide detailed information on the items comprising the operating budget amendment request:

Revenue	FY2017 Amended Budget Total May 2017	Transportation Disadvantage Voucher Program	Paratransit Contract Extension (8/29/17 - 9/29/17)	Paratransit Contract Excess Trip Cost (10/1/16 - 8/28/17)	Paratransit Contract Rate Increase (10/1/16 - 8/28/17)	Valencia College Transit Services - Youth Fares	UCF Bus Wraps (3 buses)	CIGNA Pharmacy Rebate	FY2017 Amended Budget Total September 2017
Fund Balance	\$ 2,182,828	\$ -	\$ 308,331	\$ 295,000	\$ 741,748	\$ (9,375)	\$ (2,448)	\$ (141,044)	\$ 3,375,040
LYNX Generated Revenue	35,352,336	-	-	-	-	9,375	15,000	141,044	35,517,755
Federal Revenue	17,231,868	-	-	-	-	-	-	-	17,231,868
State Revenue	13,704,285	-	-	-	-	-	-	-	13,704,285
Local Revenue	62,920,750	-	-	-	-	-	-	-	62,920,750
Total Revenue	\$ 131,392,067	\$ -	\$ 308,331	\$ 295,000	\$ 741,748	\$ -	\$ 12,552	\$ -	\$ 132,749,698
Expense									
Salaries/Wages/Fringes	\$ 75,960,271	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75,960,271
Other Services	13,384,328	(50,387)	-	-	-	-	12,552	-	13,346,493
Fuel	9,329,958	-	-	-	-	-	-	-	9,329,958
Materials & Supplies	7,973,395	-	-	-	-	-	-	-	7,973,395
Utilities	1,475,080	-	-	-	-	-	-	-	1,475,080
Casualty & Liability	1,583,631	-	-	-	-	-	-	-	1,583,631
Taxes & Tags	436,843	-	-	-	-	-	-	-	436,843
Purchased Transportation	19,810,012	50,387	308,331	295,000	741,748	-	-	-	21,205,478
Leases & Miscellaneous	1,336,700	-	-	-	-	-	-	-	1,336,700
Interest	101,849	-	-	-	-	-	-	-	101,849
Total Operating Expenses	\$ 131,392,067	\$ -	\$ 308,331	\$ 295,000	\$ 741,748	\$ -	\$ 12,552	\$ -	\$ 132,749,698

Professional Services - At the January 26, 2017 Board Meeting, the Board authorized an amendment to the FY2017 Adopted Operating Budget in the amount of \$50,387 for the project administration for the Transportation Disadvantaged Voucher Program. These service are 100% grant funded. \$50,387 is being transferred from Professional Services to Purchased Transportation to correct the misclassification when approved in January 2017.

Purchased Transportation – LYNX staff is seeking Board authorization to extend the terms of contract #12-C02 with MV Transportation from August 29, 2017 through September 29, 2017 and to increase the not-to-exceed contract amount to support the increases by an additional \$308,331 and to amend the FY2017 Amended Operating Budget, accordingly. Since there was no action to take to the LYNX Board of Directors to begin a new contract, staff had to negotiate an extension with MV Transportation. The current extended agreement expires on August 28, 2017 and requires an immediate action to maintain services. MV Transportation has requested a rate adjustment due to increased personnel costs and other operating expenses that were not adjusted by LYNX since extending the contract in October 2016.

	August 29, 2017 - September 28, 2017
FY2017 Amended Budgeted Amount	\$ 1,288,694
FY2017 Estimated Cost	1,597,025
Excess Cost	\$ (308,331)

Purchased Transportation – LYNX staff is seeking Board authorization to increase contract #12-C02 with MV Transportation for the Contract period October 1, 2016 through August 28, 2017 an additional \$295,000 and to amend the FY2017 Amended Operating Budget, accordingly. During the month of March 2017, LYNX started experiencing significant increases in the costs for paratransit services. The increases were due to an increase in trips and revenue hours for paratransit services.

Purchased Transportation - LYNX staff is seeking Board authorization to increase contract #12-C02 with MV Transportation, Inc. for the Contract period October 1, 2016 through August 28, 2017 an additional \$741,748 and to amend the FY2017 Amended Operating Budget, accordingly. In August 2017, during negotiations with MV Transportation, MV Transportation requested a rate adjustment due to increased personnel costs and other operating expenses that were not adjusted by LYNX since extending contract #12-C02 with MV Transportation.

Other Services – At the July 27, 2017 Board meeting, LYNX received Board authorization to enter into a Transportation Partner Agreement with Valencia College to provide transit services in a not-to-exceed amount of \$75,000 annually and to amend the FY2017 Amended Operating Budget accordingly. The contract commenced on August 15, 2017. The FY2017 Amended Operating Budget is being amended by \$9,375 to reflect service from the commencement date through September 30, 2017.

Other Services – At the July 27, 2017 Board meeting, LYNX received Board authorization to enter into an interlocal agreement with the University of Central Florida (UCF) to provide bus wraps and body shop services for the campus fleet. Due to the timing of when the buses will be

wrapped, this contract will span two different fiscal years. LYNX is amending the FY2017 by \$15,000 to cover the projected cost of wrapping 3 buses. The remaining amount and any portion of the \$15,000 not complete in FY2017 will be budgeted in the FY2018 Operating Budget.

Miscellaneous Revenue – CIGNA Additional Pharmacy Rebate

The following table summarizes the adjustments mentioned above and formally amends the FY2017 Amended Operating Budget from \$131,392,067 to \$132,749,698 as follows:

	FY2017 Amended Budget	Revisions	FY2017 Amended Budget Total
Operating Revenues			
Fund Balance	2,182,828	\$ 1,192,212	\$ 3,375,040
LYNX-Generated Revenue	35,352,336	165,419	35,517,755
Federal Revenue	17,231,868	-	17,231,868
State Revenue	13,704,285	-	13,704,285
Local Revenue	62,920,750	-	62,920,750
Total Revenue	\$ 131,392,067	\$ 1,357,631	\$ 132,749,698

The funds are programmed to fund the following types of expenses:

	FY2017 Amended Budget	Revisions	FY2017 Amended Budget Total
Operating Expenses			
Salaries/Wages/Fringes	\$ 75,960,271	\$ -	\$ 75,960,271
Other Services	13,384,328	(37,835)	13,346,493
Fuel	9,329,958	-	9,329,958
Materials & Supplies	7,973,395	-	7,973,395
Utilities	1,475,080	-	1,475,080
Casualty & Liability	1,583,631	-	1,583,631
Taxes & Tags	436,843	-	436,843
Purchased Transportation	19,810,012	1,395,466	21,205,478
Leases & Miscellaneous	1,336,700	-	1,336,700
Interest	101,849	-	101,849
Total Operating Expenses	\$ 131,392,067	\$ 1,357,631	\$ 132,749,698

The following table reflects the FY2017 Amended Capital Budget as follows:

Capital Contributions	FY2017 Amended Budget	Revisions	FY2017 Amended Budget
Federal Contributions	\$ 47,267,338	\$ -	\$ 47,267,338
State Contributions	680,412	-	680,412
Local Contributions	1,569,893	-	1,569,893
Total	\$ 49,517,643	\$ -	\$ 49,517,643

The funds are programmed to fund the following types of expenditures:

Capital Expenditures	FY2017 Amended Budget	Revisions	FY2017 Amended Budget
Revenue Vehicles	\$ 23,404,214	\$ -	\$ 23,404,214
BRT	1,985,630	-	1,985,630
Facilities	3,456,425	-	3,456,425
Passenger Amenities	11,822,362	-	11,822,362
Technology	4,333,194	-	4,333,194
Security	796,063	-	796,063
Support Equipment	3,719,755	-	3,719,755
Total	\$ 49,517,643	\$ -	\$ 49,517,643

CONCLUSION:

The FY2017 Amended Operating Budget will be presented to the Oversight Committee and Board of Directors for final consideration and approval at the September 28, 2017 meetings.

FY2017 Amended Operating & Capital Budgets

Presented to the
LYNX Finance & Audit Committee
by Julie Caple
Manager of Budgets & Financial Planning
September 27, 2017

FY2017 Operating Budget Overview



	FY2017 Amended Budget May 2017	FY2017 Amended Budget September 2017	% Change
Operating Revenue	\$ 131,392,067	\$ 132,749,698	1.0%
Operating Expenses	131,392,067	132,749,698	1.0%
Operating Income/(Deficit)	\$ -	\$ -	0.0%

Key Operating Budget Amendment Basis



- Reclass of Project Administration funds for the Transportation Disadvantaged Voucher Program from professional services to purchased transportation - \$50,387
- Excess cost associated with the extension of the terms of contract #12-C02 with MV Transportation from August 29, 2017 through September 29, 2017 - \$308,331
- Excess cost associated with an increase in trips and revenue hours for contract #12-C02 with MV Transportation, Inc. for the contract period of October 1, 2016 through August 28, 2017 - \$295,000
- Excess cost associated with a rate adjustment due to increased personnel costs and other operating costs for contract #12-C02 with MV Transportation, Inc. for the contract period of October 1, 2016 through August 28, 2017 - \$741,748
- Transportation Partner Agreement with Valencia College services from August 15, 2017 through September 30, 2017 - \$9,375
- Interlocal agreement with the University of Central Florida to provide bus wraps and body shop services for the campus fleet (3 buses) - \$15,000
- CIGNA Pharmacy Rebate - \$141,044

FY2017 Operating Revenue



	FY2017 Amended Budget May 2017	FY2017 Amended Budget September 2017	Dollar Change Amount	% Change
Operating Revenues				
Fund Balance	\$ 2,182,828	\$ 3,375,040	\$ 1,192,212	55%
Customer Fares	26,167,535	26,176,910	9,375	0.0%
Contract Services	5,742,153	5,742,153	-	0.0%
Advertising on Buses	2,332,134	2,332,134	-	0.0%
Advertising - Trade	30,000	30,000	-	0.0%
Interest & Other Income	1,080,514	1,236,558	156,044	14.4%
Federal Revenue	17,231,868	17,231,868	-	0.0%
State Revenue	13,704,285	13,704,285	-	0.0%
Local Revenue	62,920,750	62,920,750	-	0.0%
Total Revenue	\$131,392,067	\$ 132,749,698	\$ 1,357,631	1.0%

FY2017 Operating Expenses



	FY2017 Amended Budget May 2017	FY2017 Amended Budget September 2017	Dollar Change Amount	% Change
Operating Expenses				
Salaries/Wages/Fringes	\$ 75,960,271	\$ 75,960,271	\$ -	0.0%
Other Services	13,384,328	13,346,493	(37,835)	-0.3%
Fuel	9,329,958	9,329,958	-	0.0%
Materials & Supplies	7,973,395	7,973,395	-	0.0%
Utilities	1,475,080	1,475,080	-	0.0%
Casualty & Liability	1,583,631	1,583,631	-	0.0%
Taxes & Tags	436,843	436,843	-	0.0%
Purchased Transportation	19,810,012	21,205,478	1,395,466	7.0%
Leases & Miscellaneous	1,336,700	1,336,700	-	0.0%
Interest	101,849	101,849	-	0.0%
Total Operating Expenses	\$131,392,067	\$ 132,749,698	\$ 1,357,631	1.0%

FY2017



Capital Budget Overview

	Amended Budget May 2017	Amended Budget September 2017	% Change
Capital Contributions	\$ 49,517,643	\$ 49,517,643	0.0%
Capital Expenditures	49,517,643	49,517,643	0.0%
Total	\$ -	\$ -	

FY2017 Capital Budget Contributions



Capital Contributions	FY2017 Amended Budget		FY2017 Amended Budget	
	May 2017	Revisions	September 2017	
Federal Contributions	\$ 47,267,338	\$ -	\$ 47,267,338	
State Contributions	680,412	-	680,412	
Local Contributions	1,569,893	-	1,569,893	
Total	\$ 49,517,643	\$ -	\$ 49,517,643	

FY2017 Capital Expenditures



	FY2017 Amended Budget		FY2017 Amended Budget
Capital Expenditures	May 2017	Revisions	September 2017
Revenue Vehicles	\$ 23,404,214	\$ -	\$ 23,404,214
BRT	1,985,630	-	1,985,630
Facilities	3,456,425	-	3,456,425
Passenger Amenities	11,822,362	-	11,822,362
Technology	4,333,194	-	4,333,194
Security	796,063	-	796,063
Support Equipment	3,719,755	-	3,719,755
Total	\$ 49,517,643	\$ -	\$ 49,517,643

Conclusion



The FY2017 Amended Operating and Capital Budgets will be presented to the Board of Directors for final consideration and approval at the September 28, 2017 Board Meeting.

	FY2017 Amended Budget May 2017	FY2017 Amended Budget September 2017	% Change
Operating	\$ 131,392,067	\$ 132,749,698	1.0%
Capital	49,517,643	49,517,643	0.0%
Total	\$ 180,909,710	\$ 182,267,341	0.8%

Finance Committee Agenda Item #5.C.

To: LYNX Finance & Audit Committee

From: Albert Francis
CHIEF FINANCIAL OFFICER
Blanche Sherman
(Technical Contact)
Julie Caple
(Technical Contact)

Phone: 407.841.2279 ext: 6058

Item Name: Recommendation of Authorization to Adopt LYNX' FY2018 Proposed Operating and Capital Budgets

Date: 9/27/2017

At the July 27, 2017 Board meeting, staff presented the preliminary FY2018 Operating Budget in the amount of \$131,733,059 to the Board of Directors. Since then, presentations have been made and/or information has been provided to Orange, Osceola, and Seminole counties, assumptions have been reexamined and the cost of providing service for next fiscal year has been discussed, which has increased the FY2018 Operating Budget by 1.33%.

Final approval from the funding partners regarding their proposed funding levels of service is needed. If the final approved funding levels are different than expected, we will adjust our budget accordingly. At this time there are no changes being proposed to the Funding Partners with the exception of the City of Orlando in the amount of \$130,000 in support of the autonomous bus study and a pilot with Omnimodal, LLC for realtime information.

OVERVIEW:

Budget Highlights

The FY2018 proposed budget totals \$197,064,018, of which \$133,483,544 represents operating expenses and \$63,580,474 represents capital expenditures. This is a net increase in the total budget of \$14,796,677 or 8.1% from the FY2017 Amended Budget.

Operating Budget

The proposed Operating Budget for FY2018 is \$133,483,544, which is an increase of \$733,846 or .6% from the FY2017 Amended Operating Budget.

The Operating Budget is funded by a combination of LYNX-generated revenue and federal, state, and local dollars. These funds are used to fund personnel, services, materials, supplies, taxes, utilities, casualty & liability, purchased transportation, leases and miscellaneous expenses.

Specifically, this budget includes funds from the following sources:

	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Change Amount	% Change
Operating Revenues				
Fund Balance	\$ 1,737,041	\$ 3,516,084	\$ (1,779,043)	-50.60%
Customer Fares	25,408,169	26,176,910	(768,741)	-2.94%
Contract Services	6,468,764	5,742,153	726,611	12.65%
Advertising on Buses	1,975,000	2,332,134	(357,134)	-15.31%
Advertising - Trade	30,000	30,000	-	0.00%
Interest & Other Income	1,186,321	1,095,514	90,807	8.29%
Federal Revenue	17,697,055	17,231,868	465,187	2.70%
State Revenue	13,635,017	13,704,285	(69,268)	-0.51%
Local Revenue	65,346,177	62,920,750	2,425,427	3.85%
Total Revenue	\$ 133,483,544	\$ 132,749,698	\$ 733,846	0.6%

The funds are programmed to fund the following types of expenses:

	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Change Amount	% Change
Operating Expenses				
Salaries/Wages/Fringes	\$ 78,226,554	\$ 75,960,271	\$ 2,266,283	2.98%
Other Services	12,572,226	13,346,493	(774,267)	-5.80%
Fuel	9,920,264	9,329,958	590,306	6.33%
Materials & Supplies	8,072,032	7,973,395	98,637	1.24%
Utilities	1,604,244	1,475,080	129,164	8.76%
Casualty & Liability	1,597,385	1,583,631	13,754	0.87%
Taxes & Tags	459,391	436,843	22,548	5.16%
Purchased Transportation	19,489,370	21,205,478	(1,716,108)	-8.09%
Leases & Miscellaneous	1,461,031	1,336,700	124,331	9.30%
Interest	81,047	101,849	(20,802)	-20.42%
Total Operating Expenses	\$ 133,483,544	\$ 132,749,698	\$ 733,846	0.6%

Capital Budget

The proposed Capital Budget for FY2018 is \$63,580,474, which is an increase of \$14,062,831 approximately 28.4% more than the FY2017 Amended Capital Budget. The increase in the capital budget from the FY2017 Amended Capital Budget results from an increase in Facilities, Passenger Amenities, Revenue Vehicles and Support Equipment

The capital budget is funded from a combination of federal, state and local sources, and includes items such as the planned purchase of replacement buses and vans, bus shelters, and the use of technology to assist in service delivery and improvements. The majority of the capital budget, 93.9% is funded through federal grants, 1.7% is funded through state grants, and the remaining

LYNX Board Agenda

4.4% through local funds. The local contribution from the funding partners covers the capital bus lease, paratransit vehicles and LYMMO BRT expansion projects. In addition, funding through LYNX negotiated agreements will contribute to passenger shelter costs.

Specifically, this budget includes funds from the following areas:

Capital Contributions	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Amount Change	% Change
Federal Contributions	\$ 59,730,965	\$ 47,267,338	\$ 12,463,627	26.4%
State Contributions	1,080,235	680,412	399,823	58.8%
Local Contributions	2,769,274	1,569,893	1,199,381	76.4%
Total	\$ 63,580,474	\$ 49,517,643	\$ 14,062,831	28.4%

The funds are programmed to fund the following types of capital expenditures:

Description	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Amount Change	% Change
BRT	\$ 808,304	\$ 1,985,630	(1,177,326)	-59.3%
Facilities	5,999,648	3,456,425	2,543,223	73.6%
Passenger Amenities	14,438,436	11,822,362	2,616,074	22.1%
Security	752,837	796,063	(43,226)	-5.4%
Support Equipment	5,966,504	3,719,755	2,246,749	60.4%
Technology	4,196,306	4,333,194	(136,888)	-3.2%
Support Vehicles	327,940	407,991	(80,051)	-19.6%
Revenue Vehicles	31,090,499	22,996,223	8,094,276	35.2%
Total	\$ 63,580,474	\$ 49,517,643	\$ 14,062,831	28.4%

Notes:

- 1) Vehicles include expansion and replacement vehicles for fixed-route, vanpool, paratransit services and support vehicles.
- 2) BRT includes the Orange and Grapefruit line capital activities, as well as, the FlexBus project.
- 3) Facilities include funds for LCS, LOC, Osceola, and LOC Expansion Projects.
- 4) Passenger amenities include shelters, transfer centers, solar power, benches, and trash receptacles.
- 5) Technology includes items to improve communication and information delivery such as copiers, network improvements, servers, software upgrades and real time information.

LYNX Board Agenda

- 6) Security includes equipment to enhance security and surveillance.
- 7) Support equipment includes items such as mobile ticketing, fare payment on board validators, shop tools, furniture, and radios.

CONCLUSION:

The FY2018 Proposed Operating and Capital Budgets will be presented to the Oversight Committee and Board of Directors for final consideration and approval at the September 28, 2017 meetings.

FY2018 Proposed Operating & Capital Budgets

Presented to the
LYNX Finance & Audit Committee
by Bert Francis, Chief Financial Officer
September 27, 2017

Key Budget Assumptions - Overall

- FY2018 Funding based on the adopted LYNX Funding Model
- Enhance Fixed Route, NeighborLink (NL) and ACCESSLYNX services by implementing New Mobility Management

Key Budget Assumptions - Revenue



Federal Funding:

- Maintain current Preventative Maintenance funding Level, as approved by LYNX' Board – one time additional \$2 million

State Funding:

- Continue to maximize State Operating Assistance

Advertising Revenue:

- Continue to attempt to maximize Advertising Revenue, considering safety issues

Other Revenues:

- Maximize anticipated Compressed Natural Gas (CNG) Rebates and Royalties

Key Budget Assumptions - Expenses



Personnel Expenses:

- Salary increases consistent with Funding Partners and anticipated Union negotiations
- Continue to monitor the Health Insurance Program to identify potential savings and efficiencies

Fixed Route, Paratransit, and NL Services:

- Implement Mobility Management Model, as appropriate

Fuel Programs:

- Continuation of Fuel Programs, as appropriate
 - ✓ Fuel Hedging
 - ✓ Bio-diesel
 - ✓ Compressed Natural Gas (CNG)

LYNX 25 Year Celebration:

- LYNX will be considering events and various branding efforts for the 25 year celebration

Other Considerations



- Laddered Investment Program
- Pension Assumptions
- Healthcare Cost Shifting
- P-Card Rebates
- Evaluation of Existing Positions

Other Initiatives



Service Expansion:

- Impacts of SunRail Phase 2 expansion (feeder service)

Technology:

- Impact of potential cost savings from implementing Mobile Ticketing System

Facility Improvements:

- Relocation of Paratransit Facility from LB McLeod to NoPetro Land site

FY2018 Operating Budget Overview



FY2018 Revsed

	FY2018 Revised		FY2018 Proposed
	Preliminary		
Operating Revenues	Budget	Revisions	Budget
Fund Balance	\$ 1,299,591	\$ 437,450	\$ 1,737,041
Customer Fares	25,349,318	58,851	25,408,169
Contract Services	6,051,580	417,184	6,468,764
Advertising on Buses	1,975,000	-	1,975,000
Advertising - Trade	30,000	-	30,000
Interest & Other Income	924,321	262,000	1,186,321
Federal Revenue	17,252,055	445,000	17,697,055
State Revenue	13,635,017	-	13,635,017
Local Revenue	65,216,177	130,000	65,346,177
Total Revenue	\$ 131,733,059	\$ 1,750,485	\$ 133,483,544

	FY2018	Revisions	FY2018
Operating Expenses			
Salaries/Wages/Fringes	\$ 78,076,998	\$ 149,556	\$ 78,226,554
Other Services	11,748,341	823,885	12,572,226
Fuel	9,871,486	48,778	9,920,264
Materials & Supplies	7,849,180	222,852	8,072,032
Utilities	1,604,244	-	1,604,244
Casualty & Liability	1,597,385	-	1,597,385
Taxes & Tags	457,330	2,061	459,391
Purchased Transportation	18,897,860	591,510	19,489,370
Leases & Miscellaneous	1,549,188	(88,157)	1,461,031
Interest	81,047	-	81,047
Total Operating Expenses	\$ 131,733,059	\$ 1,750,485	\$ 133,483,544

FY2018 Operating Budget Overview

	FY2018 Preliminary Budget	FY2017 Amended Budget	% Change
Operating Revenue	\$ 133,483,544	\$ 132,749,698	0.6%
Operating Expenses	133,483,544	132,749,698	0.6%
Operating Income/(Deficit)	<u>\$ -</u>	<u>\$ -</u>	N/A

FY2018 Operating Revenue



Operating Revenues	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Change Amount	% Change
Fund Balance	\$ 1,737,041	\$ 3,516,084	\$ (1,779,043)	-50.60%
Customer Fares	25,408,169	26,176,910	(768,741)	-2.94%
Contract Services	6,468,764	5,742,153	726,611	12.65%
Advertising on Buses	1,975,000	2,332,134	(357,134)	-15.31%
Advertising - Trade	30,000	30,000	-	0.00%
Interest & Other Income	1,186,321	1,095,514	90,807	8.29%
Federal Revenue	17,697,055	17,231,868	465,187	2.70%
State Revenue	13,635,017	13,704,285	(69,268)	-0.51%
Local Revenue	65,346,177	62,920,750	2,425,427	3.85%
Total Revenue	\$ 133,483,544	\$ 132,749,698	\$ 733,846	0.6%

FY2018 Operating Expenses



Operating Expenses	FY2018 Proposed Budget	FY2017 Amended Budget	Dollar Change Amount	% Change
Salaries/Wages/Fringes	\$ 78,226,554	\$ 75,960,271	\$ 2,266,283	2.98%
Other Services	12,572,226	13,346,493	(774,267)	-5.80%
Fuel	9,920,264	9,329,958	590,306	6.33%
Materials & Supplies	8,072,032	7,973,395	98,637	1.24%
Utilities	1,604,244	1,475,080	129,164	8.76%
Casualty & Liability	1,597,385	1,583,631	13,754	0.87%
Taxes & Tags	459,391	436,843	22,548	5.16%
Purchased Transportation	19,489,370	21,205,478	(1,716,108)	-8.09%
Leases & Miscellaneous	1,461,031	1,336,700	124,331	9.30%
Interest	81,047	101,849	(20,802)	-20.42%
Total Operating Expenses	\$ 133,483,544	\$ 132,749,698	\$ 733,846	0.6%

FY2018 Local Revenue by Jurisdiction



LYNX FY2018 Preliminary Local Funding				
Local Operating Funding:	Adopted Local Funding FY2017	Preliminary Regional Model Need for FY2018	Dollar Change	Percentage Change
Orange County	\$ 41,805,229 *	\$ 43,266,413 *	\$ 1,461,184	3.50%
Osceola County	6,889,938 #	7,130,935 #	240,997	3.50%
Seminole County	7,004,157 *	7,249,404 *	245,247	3.50%
City of Orlando	4,542,603 *	4,399,737 *	(142,866)	-3.15%
City of Orlando - LYMMO	2,200,910	2,607,482	406,572	18.47%
Subtotal	\$ 62,442,837	\$ 64,653,971	\$ 2,211,134	3.54%
VA Route Link 406	\$ -	\$ 229,452	\$ 229,452	0.00%
Altamonte Springs	120,900	120,900	-	0.00%
Sanford	93,000	93,000	-	0.00%
Lake County	264,013	248,854	(15,159)	-5.74%
Subtotal	\$ 477,913	\$ 692,206	\$ 214,293	44.84%
Total Local Operating Funding	\$ 62,920,750	\$ 65,346,177	\$ 2,425,427	3.85%
Local Capital Contributions:				
Orange County	\$ 1,698,160	\$ 1,738,768	\$ 40,608	2.39%
Osceola County	198,914	237,704	38,790	19.50%
Seminole County	215,822	211,366	(4,456)	-2.06%
Subtotal	\$ 2,112,896	\$ 2,187,838	\$ 74,942	3.55%
Total Local Funds	\$ 65,033,646	\$ 67,534,015	\$ 2,500,369	3.84%

**Includes prepaid funding from Orange County, Seminole County and City of Orlando for State Road 436 Study.*

Key Capital Budget Assumptions

- Enhance LYNX facilities
- Advanced Fare Collection – Mobile Ticketing
- Fleet to support all service modes
- Passenger Amenities Program improvements
- Enhancement of security and surveillance systems
- Advance communications and technological capabilities

FY2018 Capital Budget Overview

Description	FY2018 Revised Preliminary Budget	Revisions	FY2018 Proposed Budget
BRT	\$ 800,170	\$ 8,134	\$ 808,304
Facilities	5,863,512	136,136	5,999,648
Passenger Amenities	15,036,896	(598,460)	14,438,436
Security	760,144	(7,307)	752,837
Support Equipment	6,039,128	(72,624)	5,966,504
Technology	4,361,947	(165,641)	4,196,306
Support Vehicles	332,533	(4,593)	327,940
Revenue Vehicles	30,686,159	404,340	31,090,499
Total	\$ 63,880,489	\$(300,015)	\$ 63,580,474

FY2018 Capital Budget Overview

<u>Capital Contributions</u>	<u>FY2018 Proposed Budget</u>	<u>FY2017 Amended Budget</u>	<u>% Change</u>
Capital Contributions	\$ 63,580,474	\$ 49,517,643	28.4%
Capital Expenditures	63,580,474	49,517,643	28.4%
Total	<u>\$ -</u>	<u>\$ -</u>	<u>N/A</u>

FY2018 Capital Budget Contributions

<u>Capital Contributions</u>	<u>FY2018 Proposed Budget</u>	<u>FY2017 Amended Budget</u>	<u>Dollar Amount Change</u>	<u>% Change</u>
Federal Contributions	\$ 59,730,965	\$ 47,267,338	\$ 12,463,627	26.4%
State Contributions	1,080,235	680,412	399,823	58.8%
Local Contributions	2,769,274	1,569,893	1,199,381	76.4%
Total	\$ 63,580,474	\$ 49,517,643	\$ 14,062,831	28.4%

FY2018 Proposed Capital Budget – Local Contributions



Description	FY2018 Preliminary Budget Amount	Source
East/West BRT Improvements	\$ 20,800	City of Orlando
Capital Bus Lease	918,954	Local \$2 Capital
Revenue Vehicles - Buses	1,513,610	Local \$2 Capital
Paratransit Vehicles	66,110	Local \$2 Capital
Passenger Amenities	250,000	Orange County
Total	\$ 2,769,474	

FY2018 Budget Summary



	FY2018 Preliminary Budget	FY2017 Amended Budget	% Change
Operating Revenue	\$ 133,483,544	\$ 132,749,698	0.6%
Operating Expenses	133,483,544	132,749,698	0.6%
Operating Income/(Deficit)	\$ -	\$ -	N/A
Capital Funding	\$ 63,580,474	\$ 49,517,643	28.4%
Capital Expenditures	63,580,474	49,517,643	28.4%
Capital Income/(Deficit)	\$ -	\$ -	N/A
Total Sources of Funding	\$ 197,064,018	\$ 182,267,341	8.1%
Total Uses of Funding	197,064,018	182,267,341	8.1%
Net Financial Position	\$ -	\$ -	N/A
Staffing Count	1144	1121	23

Operating Budget Calendar



Final Board Action

September 28

Budget Year 17– 18 Commences

October 1

Finance Committee Agenda Item #5.D.

To: LYNX Finance & Audit Committee

From: Albert Francis
CHIEF FINANCIAL OFFICER
Brian Anderson
(Technical Contact)

Phone: 407.841.2279 ext: 6058

Item Name: Proposed Medical Plan Design Changes

Date: 9/27/2017

The 2018 Medical Plan design will be different than in 2017. LYNX plans to eliminate the high deductible health plans and Health Savings Account funding and replace with a traditional health plan with the same minimum value. LYNX will offer both an HMO and a PPO plan. The changes in design for year one may not be completely cost neutral but should help contain the rising healthcare costs in the long run. LYNX will also implement focused coordinated and comprehensive wellness and condition specific programs.

LYNX staff included \$10,590,076 in the FY2017 Amended Operating Budget for Healthcare expenses. The FY2018 Preliminary Operating Budget includes \$12,284,525 for Healthcare expenses.

A comparison of LYNX and Orange County plans will be presented to show where LYNX is in comparison to one of its funding partners on its Health Plans. This will focus on opportunities to target going forward.

Attached is the presentation that will be presented to the Committee.



Health Plan Update for 2018

Finance Committee Meeting

September 27, 2017

Presented by:
John Robinson, CEBS
RobinsonBush, Inc.

Presentation Overview

Analysis of the LYNX Health Plan

- ▶ Health Plan Claims Trend
- ▶ Cost and Utilization Comparisons
- ▶ Health Saving Account Impact
- ▶ Diabetes Cost and Utilization

Health Plan Changes for 2018

Health Plan Financial Impact

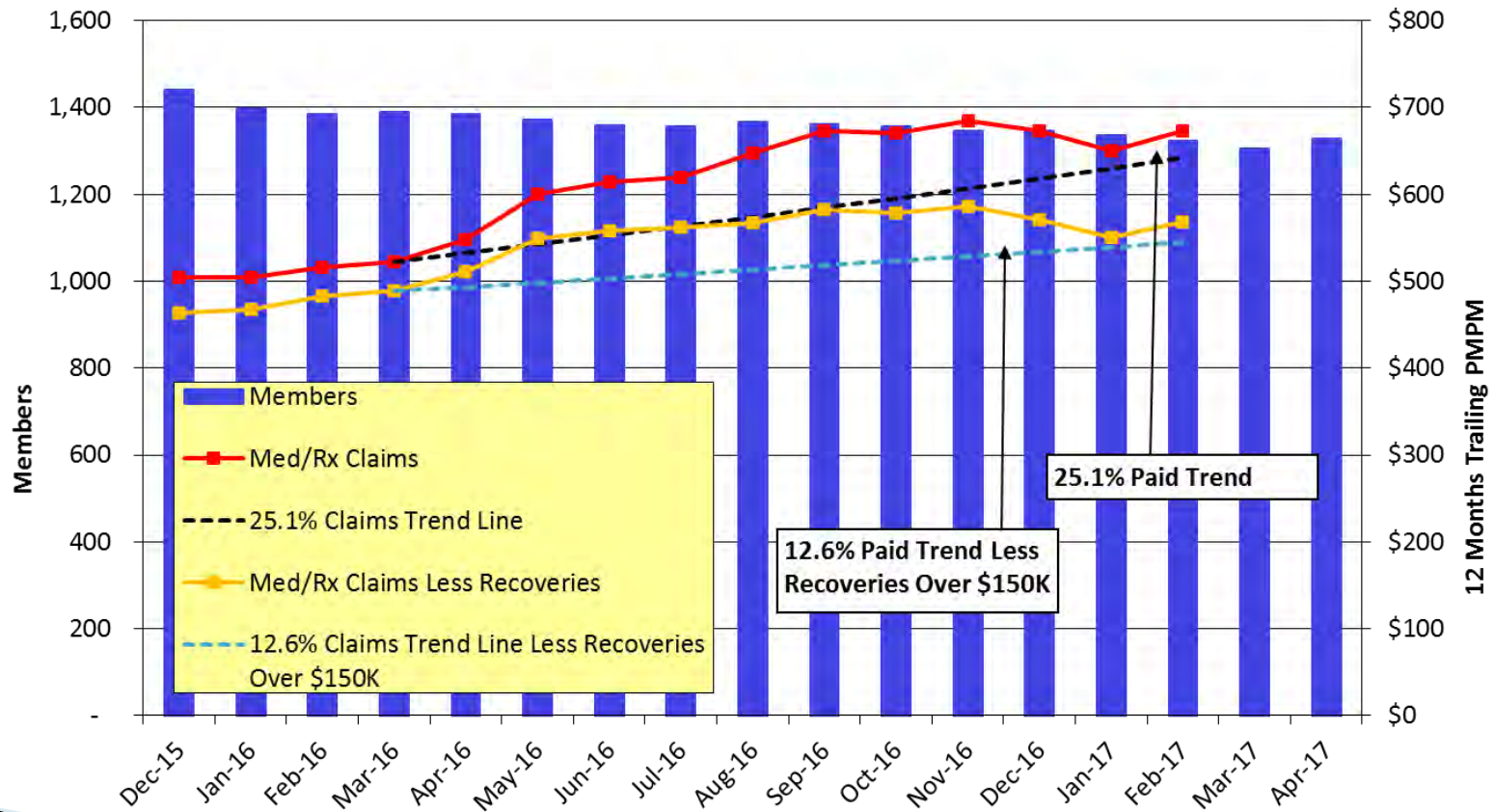
Committee Feedback

Health Plan Observations

- ▶ LYNX High Deductible Health Plans are Not Having the Expected Utilization and Cost Impact
 - Utilization continues to increase
 - Claims utilization and cost, in comparison to Orange County Government, is considerably higher
 - Health Savings Account subsidy is greater than claim costs up to the funding levels
- ▶ Significant Health Management Issues Exist
 - The diabetic population has significantly higher experience
 - A large percent of the population has diabetes
 - Cost of diabetics is considerably higher than the rest of the population
 - Hypertension and weight control remain issues

LYNX Health Plan Claims Trend

LYNX Paid Trend



Comparison of Cost and Utilization 2016 to 2015

	2016 Plan Year		2015 Plan Year	
	Allowed/Visit	Visits/1,000	Allowed/Visit	Visits/1,000
Hospital Inpatient	\$28,544	103.8	\$24,483	91.1
Emergency Room	\$1,893	390.3	\$2,063	373.4
Outpatient Surgery	\$3,673	120.6	\$2,923	118.7
Radiology	\$1,109	421.7	\$485	362.4
PCP Office Visits	\$97.38	1,718.1	\$94.36	1,525.5
Specialist	\$229.29	3,163.0	\$253.46	2,729.9
	Allowed/Rx	Rx/Member	Allowed/Rx	Rx/Member
Medications	\$146.18	13.6	\$131.85	12.5

2016 Comparison of Cost and Utilization LYNX and OCG

2016 Plan Year	LYNX		Orange County Gov't.	
	Allowed/Visit	Visits/1,000	Allowed/Visit	Visits/1,000
Hospital Inpatient	\$28,544	103.8	\$22,300	75.5
Emergency Room	\$1,893	390.3	\$2,115	279.4
Outpatient Surgery	\$3,673	120.6	\$3,448	115.5
Radiology	\$1,109	421.7	\$719	373.2
PCP Office Visits	\$97.38	1,718.1	\$100.61	1,815.3
Specialist	\$229.29	3,163.0	\$238.69	3,425.1
	Allowed/Rx	Rx/Member	Allowed/Rx	Rx/Member
Medications	\$146.18	13.6	\$122.65	11.1

2016 Health Savings Account Funding Comparison to Claims

Basic Plan Allowed Claims	Singles Count	Singles %	Family Count	Family %	Total
Total H.S.A.	599	100%	200	100%	799
\$0.00 – \$749.99	325	54%	47	23%	372
\$750.00 – \$999.99	32	5%	14	7%	46
\$1,000.00 – \$1,249.99	22	4%	12	6%	34
\$1,250.00 – \$1,299.99			1	1%	1
\$1,300.00 – \$1,999.99			23	12%	23
\$2,000.00 – \$2,249.99			5	3%	5
Total Below H.S.A.	379	63%	102	52%	481
H.S.A. Funds Above Claims	\$296,723		\$148,713		\$445,436

2016 Cost and Utilization Comparison

Diabetics Compared to Non-Diabetics

2016 Plan Year	Diabetics		Non-Diabetics	
	Members	% of Total	Members	% of Total
LYNX Members	191	14.1%	1,167	85.9%
	PMPM	Visits(Rx) /1,000	PMPM	Visits(Rx) /1,000
Total Facility	\$503.48	1,686.6	\$200.78	819.1
Ancillary & Cap	\$116.38	6,117.9	\$49.45	2,728.2
Professional	\$218.89	14,210.4	\$101.76	5,871.9
Pharmacy	<u>\$382.89</u>	42,877.3	<u>\$95.05</u>	8,496.4
Total	\$1,221.64		\$447.04	

Changes to 2018 Health Plan

- ▶ Piggyback on the Orange County Government (OCG) Health Plan Agreement with Cigna
- ▶ Eliminate the high deductible health plans and Health Savings Accounts and replace it with a traditional health plan with the same Minimum Value (82% with H.S.A.)
- ▶ Implement focused, coordinated, and comprehensive Wellness and Condition Specific Programs
- ▶ Increase premiums for 2018 by 20%

Health Plan Design

2018 Change from 2017

	2018 LocalPlus OAP With Incentive		2017 Basic Plan
	In Network	OON Network	Basic Plan
Employee Only Premium	\$0		\$0
Calendar Year Deductible	\$800/\$1,600	\$1,600/\$3,200	\$2,500/\$5,000
Health Saving Account Funding	\$0	\$0	\$1,250/\$2,250
Primary Care Office Visit	\$20	Deductible + 40%	Deductible + 20%
Specialist Physician Visit	\$35	Deductible + 40%	Deductible + 20%
Urgent Care	\$50	Deductible + 40%	Deductible + 20%
Telemedicine Visit	\$20	N/A	Deductible + 20%
Hospital-In Patient	Deductible + 20%	Deductible + 40%	Deductible + 20%
Hospital-Out Patient Surgery	Deductible + 20%	Deductible + 40%	Deductible + 20%
Ambulatory Surgical Center	\$150	Deductible + 40%	Deductible + 20%
Emergency Room Visit	Deductible + 20%	Deductible + 40%	Deductible + 20%
MRI/CAT	Deductible + 20%	Deductible + 40%	Deductible + 20%
Pharmacy	\$10/\$50/\$80	N/A	Deductible then \$10/\$50/\$80

2018 Premium Breakdown

Admin		2018 Monthly Premium				26 Pay		
		Total	Employer	Employee		2018	2017	Increase
Employee Only	128	\$848.47	\$848.47	\$0.00		\$0.00	\$0.00	\$0.00
EE & Spouse	21	\$1,787.38	\$1,382.61	\$404.77		\$186.82	\$186.82	\$0.00
EE & Child(ren)	22	\$1,616.18	\$1,270.04	\$346.14		\$159.76	\$159.76	\$0.00
Full Family	<u>14</u>	\$2,559.21	\$1,941.49	\$617.72		\$285.10	\$285.10	\$0.00
Total Admin	185							
Union		2018 Monthly Premium				26 Pay		
		Total	Employer	Employee		2018	2017	Increase
Employee Only	604	\$848.47	\$848.47	\$0.00		\$0.00	\$0.00	\$0.00
EE & Spouse	53	\$1,787.38	\$1,245.11	\$542.27		\$250.28	\$208.56	\$41.71
EE & Child(ren)	42	\$1,616.18	\$1,126.04	\$490.14		\$226.22	\$188.52	\$37.70
Full Family	<u>51</u>	\$2,559.21	\$1,782.44	\$776.77		\$358.51	\$298.76	\$59.75
Total Union	750							
Total Annual Breakdown	935	\$12,277,564	\$10,913,106	\$1,364,457				

2018 Health Plan Projected Savings

Savings (Costs)

Plan Design Changes	-\$1,393,542
Use OCG Rx Discount Guarantees	\$125,824
Use OCG Admin Fees	\$212,995
New Stop Loss Contract	\$163,788
Consulting Fee	-\$90,000
Remove HSA	\$1,371,750
Total Savings (Costs)	\$390,815

2018 Health Plan Financial Projections

Funding

Current Premium	\$10,259,687
Additional Premium	\$2,017,877
HSA Budget	\$1,447,500
Total Funding	\$13,725,064

Expenses

Claims	\$10,890,253
CIGNA Admin	\$559,917
Stop Loss	\$1,151,363
HSA	\$1,371,750
Other Admin	\$67,636
Less Savings	-\$390,815
Total Expense	\$13,650,104

Net Income (Loss)

\$74,960

Actual Increase

20.0%

Wellness and Condition Specific Programs

- ▶ Consider a multi-year wellness program as a condition for the Employee Only \$0 Premium option
- ▶ Implement condition specific initiatives tied to claims
 - Comprehensive Diabetes Management Program
 - Weight Management Program
- ▶ Offer biometric screenings and wellness examinations onsite
- ▶ Offer telehealth options onsite for follow up and urgent care



Health Plan Update for 2018

Questions and Comments

Finance Committee Agenda Item #5.E.

To: LYNX Finance & Audit Committee

From: Thomas Stringer, Jr
CHIEF OPERATIONS OFFICER
Edward Flynn
(Technical Contact)

Phone: 407.841.2279 ext: 6036

Item Name: Authorization to Enter into a Participating Addendum with New Flyer of America as Part of the Commonwealth of Virginia's Department of General Services Contract for the Purchase of Fifteen (15) Articulated Buses

Date: 9/27/2017

ACTION REQUESTED:

Staff is requesting the Board of Directors' authorization for the Chief Executive Officer (CEO) or designee to enter into a participating addendum with New Flyer of America as part of the Commonwealth of Virginia's Department of General Services Contract for the purchase of fifteen (15) replacement articulated buses with a not-to-exceed amount of \$16,000,000.

BACKGROUND

LYNX has an active fleet of three hundred thirteen (313) buses. This replacement is part of LYNX's Transit Development Plan (TDP). Upon arrival of the replacement buses, LYNX will retire a like amount of buses in accordance with Federal Transit Administration (FTA) guidelines. The Commonwealth of Virginia has a contract with New Flyer of America for the procurement of 60 ft. articulated buses. The Central Florida Regional Transportation Authority (CFRTA) is proposing to purchase vehicles off of this existing contract in accordance with the established requirements of the Commonwealth's Contract for Transit Buses, Low Floor Contract #E194-75548-MA2275.

FISCAL IMPACT

LYNX staff has included \$20,676,506 (including carryover of \$10,176,506) in the FY2018 Proposed Capital Budget for the purchase of articulated buses.

Finance Committee Discussion Item #6.A.

To: LYNX Finance & Audit Committee

From: Edward Johnson
CHIEF EXECUTIVE OFFICER
Albert Francis
(Technical Contact)
Tiffany Homler
(Technical Contact)

Phone: 407.841.2279 ext: 6017

Item Name: Florida Transportation Commission Transportation Authority Monitoring and Oversight FY16

Date: 9/27/2017

LYNX staff will discuss the FY16 submittal to the Florida Transportation Commission for the annual Transportation Authority Monitoring and Oversight report.

LYNX

Central Florida Regional Transportation Authority

Florida Transportation Commission Presentation

Summary of Performance Measures – FY 2016

Table 38
Central Florida Regional Transportation Authority
Summary of Performance Measures
FY 2016¹

<i>Performance Measure</i>	<i>Detail</i>	<i>Objective</i>	<i>Actual Results</i>	<i>Meets Objective</i>
Unlinked Passenger Trips per Revenue Hour	Passenger trips divided by revenue hours	>26.9	23.7	X
Operating Expense per Revenue Mile	Operating expenses divided by revenue miles	<\$6.23	\$6.41	X
Operating Expense per Revenue Hour	Operating expenses divided by revenue hours	<\$88.18	\$87.59	✓
Operating Expense per Passenger Trip	Operating expenses divided by annual ridership	<\$3.53	\$3.69	X
Operating Expense per Passenger Mile	Operating expenses divided by passenger miles	<\$0.55	\$0.65	X
Farebox Recovery Ratio	Passenger fares divided by operating expenses	>27.6%	25.5%	X
Revenue Miles between Safety Incidents	Annual revenue miles divided by safety incidents	>124,513	134,915	✓
Revenue Miles between Failures	Revenue miles divided by revenue vehicle system failures ²	>10,500	11,833	✓
Revenue Miles versus Vehicle Miles	Revenue miles divided by vehicle miles ³	>.90	0.896	X
Customer Service	Average time from complaint to response	14 days	6 days	✓
Customer Service	Customer complaints divided by boardings	<2 per 5,000 boardings	0.8	✓
On-time Performance	% trips end to end on time "departures < 5 minutes late and 1 minute early"	>80%	78.8%	X

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¹ Fiscal Year 2016 represents 12 months of data from October 1, 2015 through September 30, 2016.

² A failure is classified as the breakdown of either a major or minor element of the revenue vehicle's mechanical

Edward L. Johnson
Chief Executive Officer
Central Florida Regional Transportation Authority

Direct: (407) 254-6017

Cell: (407)463-6346

Text: (407) 955-1839

Fax: (407) 254-6280

Email: eljohnson@golynx.com

455 N. Garland Avenue

Orlando, FL 32801

www.golynx.com

Finance Committee Discussion Item #6.B.

To: LYNX Finance & Audit Committee

From: Albert Francis
CHIEF FINANCIAL OFFICER
Brian Anderson
(Technical Contact)
Mike May
(Technical Contact)

Phone: 407.841.2279 ext: 6058

Item Name: LYNX Money Purchase Plan: Proposed Plan Design Enhancement

Date: 9/27/2017

The LYNX Money Purchase Plan ("Plan") provides tax-qualified retirement benefits to LYNX's administrative employees and employees represented by the Amalgamated Transit Union, Local 1749 (commonly referred to as the "supervisors' union").

Certain participants in the Plan are facing practical challenges because the Plan requires them to make an irrevocable Plan contribution election immediately upon hire, which they cannot change later in the future to accommodate changes in their cash-flow and retirement planning needs.

Additionally, certain re-hired and promoted participants in the Plan are facing challenges due to recent IRS guidance that seems to prohibit them from obtaining the maximum possible retirement benefits under the Plan.

Carolyn Kershner, Esq., Akerman LLP, will attend the September meeting of the LYNX Finance & Audit Committee to present a proposed Plan design enhancement that offers potential solutions to these challenges, with the goal of creating a "win-win" result for both the participants and LYNX. The PowerPoint presentation materials are attached.



LYNX Money Purchase Plan:

Proposed Plan Design Enhancement

LYNX Money Purchase Plan: Eligible Class

The Plan provides tax-qualified, **defined contribution** retirement benefits for:

- Administrative employees, including executives
- Employees represented by the “supervisors’ union” (ATU Local 1749)

LYNX Money Purchase Plan: 10/1/2013 “Pension Reform”

General **purposes** of “pension reform”:

- Control rising employer costs of retirement benefits
- Encourage employees to become educated about, and to participate in, planning and saving for their retirement

LYNX Money Purchase Plan: 10/1/2013 “Pension Reform”

Result of “pension reform”: two classes of Plan participants –

- **Grandfathered Participants** – hired before 10/1/2013 and have remained continuously employed at LYNX
- **Non-Grandfathered Participants** – on or after 10/1/2013: hired, re-hired, or promoted into the eligible class

LYNX Money Purchase Plan: Current Plan Design (10/1/2013)

Contribution Types	Non-Grandfathered Participants
Participant “pick-up” contribution election (pre-tax paycheck deduction)	0%, 1%, 2%, or 3%
LYNX matching contribution (50% of the participant’s “pick-up” contribution)	0%, 0.5%, 1%, or 1.5%
LYNX non-elective contribution	6%

Maximum Possible Contribution %	Non-Grandfathered Participants
Participant	3%
LYNX	7.5% (6% non-elective + 1.5% match)

LYNX Money Purchase Plan: Current Plan Design (10/1/2013)

- “Vested” = participant’s ownership of contributions in his Plan account
- Participant is always 100% vested in his/her own contributions
- **5-Year Cliff Vesting** applies to all LYNX contributions
 - Less than 5 years of service: 0% vested
 - 5 years of service or more: 100% vested
- **Purpose** of vesting requirement: encourage participant to stay employed at LYNX

LYNX Money Purchase Plan: IRS “Pick-Up” Contribution Requirements

- One-time, **irrevocable** election
 - applies during participant’s entire career at LYNX
 - cannot be changed

Practical Challenge: an employee’s financial ability and desire to save for retirement changes over time, but the election cannot change accordingly.

LYNX Money Purchase Plan: IRS “Pick-Up” Contribution Requirements

- Election must be made when the employee **first becomes eligible for any plan** of the employer
 - applies to all plans of the employer, including plans or arrangements not yet established

Challenges described on next slides

LYNX Money Purchase Plan: IRS “Pick-Up” Contribution Requirements

Practical Challenge: difficult for an employee to immediately decide, within the first pay period, how much to irrevocably contribute to the Plan.

Technical Challenge: Strict IRS rulings from late 2015 and 2016 seem to *prohibit certain re-hired and promoted employees from making any pick-up contributions at all.*

No pick-up contribution opportunity = no LYNX matching contribution opportunity

LYNX Money Purchase Plan: Solutions to the Challenges

A proposed Plan design enhancement, which also involves the **LYNX Deferred Compensation Plan (IRC 457(b) Plan)**, offers potential solutions to these challenges that apply to the Non-Grandfathered Participants

Another Retirement Saving Opportunity: LYNX Deferred Compensation Plan (IRC 457(b) Plan)

- Eligible class = all employees, including:
 - Administrative employees, including executives
 - Employees represented by the “supervisors’ union”
- Two possible types of contributions:
 - Participant pre-tax elective deferrals
 - Employer discretionary contribution
- Participant pre-tax deferral elections are not irrevocable – they can be changed

Another Retirement Saving Opportunity: LYNX Deferred Compensation Plan (IRC 457(b) Plan)

- 2017 annual contribution limit: \$18,000 total for all participant and employer contributions, combined
 - Additional \$6,000 catch-up contribution limit for age 50+ participants
 - Special catch-up contribution limit for participants within 3 years of normal retirement age
- Participants are 100% immediately vested in all contributions (participant and employer contributions)

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

- Eliminate “pick-up” contribution component going forward
 - Prior pick-up contributions remain in most participants’ MPP accounts until eligible for distribution under ordinary plan terms
 - Prior pick-up contributions continue to accrue investment earnings (or losses) based on the participant’s investment elections
 - No new pick-up contributions will be permitted to be made to the MPP in the future

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

- **Calculate** the LYNX 50% matching contribution to the MPP, based on the participant's pre-tax elective deferral to the 457(b) Plan
 - Keep the maximum cap on the matching contribution at 1.5%
 - Participant must elect to defer at least 3% to the 457(b) Plan to receive the maximum LYNX matching contribution to the MPP

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

- Continue to deposit the LYNX matching contribution to the MPP (not to the 457(b) Plan)
 - MPP rules, including 5-year cliff vesting, continue to apply to the LYNX matching contribution

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

	Current (10/1/13)	Proposed	
	MPP	MPP	457(b)
Non-Grandfathered Participant contribution	3%	N/A	3%
LYNX 50% matching contribution	1.5%	1.5%	N/A
LYNX non-elective contribution	6%	6%	N/A

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

Pros from the Non-Grandfathered Participant's Perspective:

- Participants can change their 457(b) Plan elective deferral over their career
 - not locked into an irrevocable election that may not meet their cash-flow needs or retirement planning needs in the future
 - not locked into an irrevocable election that governs eligibility for the LYNX employer matching contribution for their entire career
- Participants can withdraw 457(b) elective deferrals if they are experiencing an Unforeseeable Emergency
 - no Hardship nor Unforeseeable Emergency withdrawals are permitted from the MPP

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

Pros from the Employer's Perspective:

- Still encourages participants to be educated about, and to be active in, planning for and saving for retirement
- Still the same maximum possible employer financial commitment (7.5% of the Non-Grandfathered Participants' compensation)
- Still a 5-year vesting requirement for all employer contributions, to encourage employees to stay at LYNX
- Employer contributions forfeited by participants who leave LYNX before 5 years of service are still available for payment of MPP Plan expenses or to offset future employer contribution obligations to that plan

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

Cons from the Non-Grandfathered Participant's Perspective:

- Use of two plans may be more complicated for participants to understand
- Less total elective retirement savings opportunity across both plans combined
 - Currently, the participant can contribute 3% to the MPP, plus has the full \$18,000 contribution opportunity to the 457(b) Plan
 - Under the proposal, the participant cannot contribute to the MPP, and only has the \$18,000 contribution opportunity to the 457(b) Plan
 - However, current HR data reflects that no participants are currently contributing the maximum to both plans

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

Cons from the Employer's Perspective:

- Potential for more fluctuation and/or an increase in the dollar amount of the matching contribution obligation, as participants change their 457(b) Plan deferral elections (however, the maximum cap of 1.5% remains in place)
 - Based on annualizing payroll from the 08/05/2017 paychecks, the approximate additional annual cost if every current eligible employee kept or increased his/her maximum deferral to 3% is **under \$15,000**
 - Based on the 08/05/2017 payroll data, LYNX's overall match rate is currently **1.138%** (in comparison to the 1.5% possible maximum)

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

Cons from the Employer's Perspective cont'd:

- Requires a one-time payroll programming project, to capture participant 457(b) Plan elections as a percentage of wages and to apply the corresponding LYNX matching contribution to the MPP and cap
- Requires a formal Plan document amendment to be drafted and presented to the LYNX Board of Directors for adoption
- Requires a one-time HR project to educate and obtain 457(b) Plan elections from existing Non-Grandfathered Participants

Other Considerations

- **Short-term accommodation** for certain re-hired/promoted Non-Grandfathered Employees who are adversely impacted by the pick-up contribution rules
- **Corrective procedure** for certain re-hired/promoted Non-Grandfathered Employees who have been making pick-up contributions

Other Considerations:

Short-Term Accommodation

- For re-hired/promoted Non-Grandfathered Participants who cannot make pick-up contributions and therefore cannot qualify for the LYNX matching contribution to the MPP, LYNX has recently begun making 1.5% discretionary employer contributions to a 457(b) Plan account for them
 - Intended to be a short-term accommodation until a longer-term solution is implemented (such as the proposed plan design enhancement)

Other Considerations:

Short-Term Accommodation

- **Not an ideal long-term solution** because:
 - Participant has no incentive to make a deferral election to actively participate in his own planning and saving for retirement
 - \$18,000 annual maximum contribution limit to the 457(b) Plan is reduced by the amount of the discretionary employer contribution
 - Discretionary employer contribution to the 457(b) Plan is 100% vested immediately
 - Doesn't provide perfectly equal treatment for all Non-Grandfathered Participants

Other Considerations:

Short-Term Accommodation

- Research and identify all affected re-hired/promoted Non-Grandfathered Participants
- Until the proposed plan design enhancement is fully implemented, apply the short-term accommodation to all identified affected participants, including with retroactive adjustment as needed, to ensure fair and uniform treatment
 - Based on preliminary research, one-time additional cost from now until implementation of the proposed plan design enhancement is estimated at roughly \$12,000

Other Considerations:

Corrective Procedure for Certain Past Pick-Up Contributions

- Before the recent IRS rulings, certain re-hired/promoted Non-Grandfathered Participants were permitted to make pick-up contribution elections (and have been receive the LYNX 50% matching contributions).
- Standard IRS corrective procedure:
 - Taxable distribution of the pick-up contribution account to the participant
 - Forfeiture of the participant's matching contribution account

Challenge: It's not fair for the participant to be adversely affected when the situation is not his/her fault.

Other Considerations:

Corrective Procedure for Certain Past Pick-Up Contributions

- Enhancement #1 to the standard IRS corrective procedure:
 - Participant can choose to make an additional special pre-tax contribution to his/her 457(b) Plan account from wages, equal to the participant's MPP pick-up account balance.
 - This will allow the participant to continue to have the same amount in elective retirement savings (now the participant's own savings are in the 457(b) Plan instead of the MPP).
 - This special contribution to the 457(b) Plan will reduce the amount of take-home pay that the participant has to pay living expenses. However, the participant will have the taxable distribution of the MPP pick-up contribution account to pay living expenses.

Other Considerations:

Corrective Procedure for Certain Past Pick-Up Contributions

- **Enhancement #2 to the standard IRS corrective procedure:**
 - LYNX will make an employer discretionary contribution to the participant's 457(b) Plan account equal to the MPP matching contribution account balance that the participant must forfeit.
 - This will allow the participant to keep the same amount of employer contributions to the participant's retirement savings as both the participant and LYNX intended.
 - **No Net Cost:** LYNX will have the financial benefit of the MPP matching contribution forfeitures because forfeitures are available to offset future employer MPP contribution obligations and plan administrative costs

LYNX Money Purchase Plan: Proposed Plan Design Enhancement

- Previous step:
 - Presentation and discussion with ATU Local 1749
 - Union leadership was attentive and asked excellent questions
 - Union leadership agreed to a waiver of collective bargaining to allow LYNX personnel to pursue development of this proposal
- Next step:
 - If this proposal is approved by the LYNX Finance & Audit Committee, then present to the LYNX Oversight Committee
- Questions?

Thank you for your attention and the opportunity to be of service.

* * *

Finance Committee Action Item #7.A.

To: LYNX Finance & Audit Committee

From: Thomas Stringer, Jr
CHIEF OPERATIONS OFFICER
William Hearndon
(Technical Contact)

Phone: 407.841.2279 ext: 6036

Item Name: Authorization to Extend Contract #12-C02 with MV Transportation, Inc. for a Period of up to Two (2) Months for Paratransit Services and to Increase the Not-To-Exceed Amount of the Contract

Date: 9/27/2017

ACTION REQUESTED:

Staff is requesting recommendation to the Board of Directors' authorization for the Chief Executive Officer (CEO) or designee to extend Contract #12-C02 with MV Transportation, Inc., for a period of two (2) months for paratransit services from September 30, 2017, through November 30, 2017, and to increase the not to exceed contract amount for the additional two (2) months for Contract #12-C02 in the amount of \$3,194,050.

BACKGROUND:

LYNX staff has been working diligently to secure a new contract for the expired agreement between LYNX and MV Transportation for paratransit service delivery. A motion was passed at the July 2017 Oversight Committee meeting to table the execution of a new contract between LYNX and MV Transportation. This action allowed an opportunity to provide clarifying information that could not be addressed in the short time frame during the meeting.

Since no action was taken to award a new contract at the July 2017 Board of Directors' meeting, staff had to negotiate a new extension with MV Transportation. The current one (1) month extended agreement expires on September 29, 2017. Staff is requesting a two (2) month extension through November 30, 2017, in order to provide ample time to migrate from a traditional paratransit services model to a mobility management service model.

During negotiations with MV Transportation in August 2017, MV Transportation has requested a rate adjustment due to increased personnel costs and other operating expenses that were not adjusted by LYNX since extending the contract. The period of the requested rate adjustment reflected in the action requested is September 30, 2017, through November 30, 2017.

FISCAL IMPACT:

LYNX staff included \$16,036,436 in the FY2018 Proposed Operating Budget for paratransit purchased transportation services. In regards to Contract #12-C02 for paratransit services, the following is the financial impact on the FY2018 Proposed Operating Budget:

FY2018 Proposed Budgeted Amount	\$ 2,672,740
FY2018 Estimated Cost	3,194,050
Excess Cost	\$ (521,310)

Upon approval, LYNX staff will cover the excess costs through anticipated savings and/or reserves in the total amount of \$521,310.

Finance Committee Action Item #7.B.

To: LYNX Finance & Audit Committee

From: Thomas Stringer, Jr
CHIEF OPERATIONS OFFICER
William Hearndon
(Technical Contact)

Phone: 407.841.2279 ext: 6036

Item Name: Authorization to Extend Contract #10-C21 with MV Transportation, Inc. for a Period of up to Two (2) Months for NeighborLink Services and to Increase the Not-To-Exceed Amount of the Contract

Date: 9/27/2017

ACTION REQUESTED:

Staff is requesting recommendation to the Board of Directors' authorization for the Chief Executive Officer (CEO) or designee to extend Contract #10-C21 with MV Transportation, Inc., for a period of two (2) months for NeighborLink services from September 30, 2017, through November 30, 2017, and to increase the not to exceed contract amount for the additional two (2) months for Contract #10-C21 in the amount of \$314,228.

BACKGROUND:

LYNX staff has been working diligently to secure a new contract for the expired agreement between LYNX and MV Transportation for NeighborLink service delivery. A motion was passed at the July 2017 Oversight Committee meeting to table the execution of a new contract between LYNX and MV Transportation. This action allowed an opportunity to provide clarifying information that could not be addressed in the short time frame during the meeting.

Since no action was taken to award a new contract at the July 2017 Board of Directors' meeting, staff had to negotiate a new extension with MV Transportation. The current one (1) month extended agreement expires on September 29, 2017. Staff is requesting a two (2) month extension through November 30, 2017, in order to provide ample time to migrate to a mobility management service model.

During negotiations with MV Transportation in August 2017, MV Transportation has requested a rate adjustment due to increased personnel costs and other operating expenses that were not adjusted by LYNX since extending the contract. The period of the requested rate adjustment reflected in the action requested is August 29, 2017, through November 30, 2017.

FISCAL IMPACT:

LYNX staff included \$1,464,171 in the FY2018 Proposed Operating Budget for NeighborLink purchased transportation services. In regards to Contract #10-C21 for NeighborLink services, the following is the financial impact on the FY2018 Proposed Operating Budget:

FY2018 Proposed Budgeted Amount	\$ 244,028
FY2018 Estimated Cost	314,228
Excess Cost	\$ (70,200)

Upon approval, LYNX staff will cover the excess costs through anticipated savings and/or reserves in the total amount of \$70,200.

Finance Committee Action Item #7.C.

To: LYNX Finance & Audit Committee

From: Thomas Stringer, Jr
CHIEF OPERATIONS OFFICER
Tellis Chandler
(Technical Contact)

Phone: 407.841.2279 ext: 6036

Item Name: Authorization to Increase the Not-To-Exceed Amount of Contract #12-C02 Extension for MV Transportation

Date: 9/27/2017

ACTION REQUESTED:

Staff is requesting the recommendation to Board of Directors authorization for the Chief Executive Officer (CEO) or designee to increase the not to exceed amount for Contract #12-C02 in the amount of \$1,036,748, from \$16,963,263 to \$18,000,011 for the contract period of October 1, 2016, through August 28, 2017, and to amend the FY2017 Amended Operating Budget accordingly.

BACKGROUND:

MV Transportation has been the provider of paratransit service (ACCESS LYNX) for LYNX since 2002, and was awarded the contract again in 2006 and 2012.

At the November 12, 2015, meeting, the Board authorized staff to release an RFP for paratransit services with a strict timeline should the need arise for a transition period. Staff developed a Scope of Work, with the assistance of a consultant to ensure that all aspects of the scope were addressed. The RFP was released in December 2016. A contract award recommendation was made by the Source Evaluation Committee (SEC) on March 8, 2017, that MV Transportation, Inc., continue to provide service for both NeighborLink and paratransit services.

On May 26, 2016, the Board authorized a six (6) month extension from October 2016 to March 2017 for contract #12-C02 with MV Transportation, in the amount of \$7,363,973. On March 23, 2017, the Board authorized an increase in the not to exceed amount from \$7,363,973 to \$8,366,238 for the six (6) month extension of Contract #12-C02 with MV Transportation. In addition, the Board authorized an additional one hundred fifty (150) day extension from April 1, 2017, to August 28, 2017, in the amount of \$7,000,000, increasing the contract amount from \$8,366,238 to \$15,366,238.

LYNX Board Agenda

During the month of March 2017, we started to experienced significant increases in costs for paratransit services. This is related to an increase in trips and revenue hours for paratransit services. In August 2017, during negotiations with MV Transportation, MV Transportation requested a rate adjustment due to increased personnel costs and other operating expenses that were not adjusted by LYNX since extending the contract. The period of the requested rate adjustment reflected in the action requested is October 1, 2016, through August 28, 2017.

As a result, the original anticipated increase in the amount of \$1,002,265 is not sufficient and an increase in the not-to-exceed amount is needed to support these unanticipated expenses. On August 28, 2017, LYNX Board Chair authorized a one (1) month extension in the amount of \$1,597,025 from August 28, 2017 to September 29, 2017, increasing the not-to-exceed from \$15,366,238 to \$16,963,263.

FISCAL IMPACT:

LYNX staff included \$16,654,932 in the FY2017 Amended Operating Budget for paratransit purchased transportation services to support services from October 1, 2016 to September 30, 2017. In regards to Contract #12-C02 for paratransit services, the following is the financial impact on the FY2017 Amended Operating Budget:

	October 1, 2016 – August 28, 2017
FY2017 Budgeted Amount	\$ 15,366,238
FY2017 Estimated Cost	16,402,986
Excess Cost	\$ (1,036,748)

Upon approval, LYNX staff will amend the FY2017 Amended Operating Budget to cover the excess costs through savings and/or reserves in the total amount of \$1,036,748.

Finance Committee Action Item #7.D.

To: LYNX Finance & Audit Committee

From: Thomas Stringer, Jr
CHIEF OPERATIONS OFFICER
William Hearndon
(Technical Contact)

Phone: 407.841.2279 ext: 6036

Item Name: Authorization to Increase the Not-to-Exceed Amount of Contract #10-C21
Extension for MV Transportation

Date: 9/27/2017

ACTION REQUESTED:

Staff is requesting the recommendation to Board of Directors authorization for the Chief Executive Officer (CEO) or designee to increase the not to exceed amount for Contract #10-C21 with MV Transportation in the amount of \$39,242, from \$10,999,318 to \$11,038,560 for the contract period of October 1, 2016, through August 28, 2017.

BACKGROUND:

MV Transportation has been the provider of NeighborLink service for LYNX since 2007. At the November 12, 2015, meeting, the Board authorized staff to release an RFP for ACCESS LYNX and NeighborLink services with a strict timeline should the need arise for a transition period. Staff developed a Scope of Work, with the assistance of a consultant to ensure that all aspects of the scope were addressed. The RFP was released in December 2016. A contract award recommendation was made by the Source Evaluation Committee (SEC) on March 8, 2017, that MV Transportation, Inc., continue to provide service for both NeighborLink and paratransit services.

On May 26, 2016, the Board authorized a six (6) month extension from October 2016 to March 2017 for contract #10-C21 with MV Transportation, in the amount of \$943,541. In addition, the Board authorized an additional one hundred fifty (150) day extension from April 1, 2017, to August 28, 2017, in the amount of \$765,000, increasing the contract amount from \$10,234,318 to \$10,999,318.

In August 2017, during negotiations with MV Transportation, MV Transportation requested a rate adjustment due to increased personnel costs and other operating expenses that were not adjusted by LYNX since extending the contract. The period of the requested rate adjustment reflected in the action requested is October 1, 2016, through August 28, 2017.

As a result, the original anticipated increase in the amount of \$795,000 is not sufficient and an increase in the not-to-exceed amount is needed to support these unanticipated expenses.

FISCAL IMPACT:

LYNX staff included \$2,027,479 in the FY2017 Amended Operating Budget for NeighborLink purchased transportation services. There are sufficient funds available to cover the increase in the not-to-exceed amount for the NeighborLink services in the amount of \$39,242.

Finance Committee Action Item #7.E.

To: LYNX Finance & Audit Committee

From: Thomas Stringer, Jr
CHIEF OPERATIONS OFFICER
William Hearndon
(Technical Contact)

Phone: 407.841.2279 ext: 6036

Item Name: Authorization to Award Contract #18-C08 to MV Transportation, Inc., for Paratransit and NeighborLink Services

Date: 9/27/2017

ACTION REQUESTED:

Staff is requesting recommendation to the Board of Directors' authorization for the Chief Executive Officer (CEO) or designee to award Contract # to MV Transportation, Inc., for the provision of LYNX's Paratransit (ACCESS LYNX) and NeighborLink services with an estimated not-to-exceed amount of \$95,626,019 for a period of five (5) years.

BACKGROUND:

At the July 28, 2011, Board meeting, the LYNX Board of Directors authorized staff to enter into a contract with MV Transportation, Inc., for paratransit core services (0400 through 1800 weekdays and Saturdays). The term of the contract was for five (5) years. In addition, the Board authorized staff to enter into a contract with Transportation America for non-core services (1801 until 0359 weekdays and Saturdays, and all day on Sundays). The term of the contract was for five (5) years as well. Transportation America requested to vacate their contract, at which time the Board agreed and MV Transportation agreed that MV Transportation would take over the non-core portion of the services.

At the January 7, 2010, Board of Directors meeting, the Board authorized staff to enter into a contract with MV Transportation, Inc., for NeighborLink Services for a period of five (5) years. At the September 11, 2015, meeting, the Board also authorized an extension of that contract to coincide with the expiration of the paratransit contract. Staff was directed to develop a Scope of Work to include both services and present it as one contract.

In accordance with LYNX's Board approval, RFP 17-R02 was issued on October 28, 2016. Proposals were due to LYNX on December 16, 2016. Six proposals were received from the following firms:

- First Transit
- Maruti Fleet and Management

LYNX Board Agenda

- MV Transportation, Inc.
- National Express
- Ride Right
- Total Transportation Corp.

RFP EVALUATION

The Source Evaluation Committee (SEC), consisting of Charles Boettiger, Palm Tran; Craig Charrette, LYNX; Helen Perez, Jacksonville Transportation Authority; Cheryl Stone, Citizen Advocate; and Virginia Whittington, MetroPlan Orlando, met on January 4, 2017, to provide their scoring and comments. The firms were scored as follows:

Proposer	Score	Ordinal Rank	Proposal Offer (5-Year Contract Total)
Ride Right	453.917	8	\$97,035,627
MV Transportation	444.728	9	\$110,602,039
National Express	415.835	16	\$125,696,523
First Transit	386.253	20	\$176,220,838
Total Transportation Corp.	336.631	23	\$112,479,354
Maruti Fleet and Management	263.000	29	\$96,928,593

Based on the Scores and Ordinal Rankings, the SEC requested presentations from MV Transportation and Ride Right. The firms presented to the SEC in a public meeting January 11, 2017. Upon completion of presentations, the SEC requested that further clarifications be provided before providing their final scores and recommendation.

Additional internal evaluation of the proposals from Ride Right and MV Transportation indicated the need for a “Best and Final Offer” (BAFO) which was released on January 28, 2017, with responses received on February 1, 2017, with the intent of scheduling the contract for SEC evaluation, Executive Team Review, SEC meeting, Finance and Audit Meeting, Oversight and Board Meeting on February 23, 2017, an optional Board meeting date. The February 23, 2017, optional Board meeting was then canceled, after which staff requested that the proposers clarify several other areas in their BAFO responses to ensure complete detail when scheduling reviews before the next scheduled Board meeting, March 23, 2017. Responses were received, and the SEC meeting was scheduled for March 8, 2017, with the remaining internal reviews taking place prior the March 23rd Board meeting date.

Based on the March 8, 2017, SEC meeting, during which LYNX staff provided insights into the BAFO responses, the SEC members provided their final scores and ordinal ranks:

Proposer	Score	Ordinal Rank Position	Proposal Offer (5-Year Contract Total)
MV Transportation	462.118	1	\$101,769,340
Ride Right	448.000	2	\$99,216,099

Based on the evaluations of the proposals, presentations and technical merits and presentations, the SEC recommends the award of Contract 17-C13 to MV Transportation, Inc., for Mobility Management and Broker Services for the LYNX Paratransit and NeighborLink.

DISADVANTAGE BUSINESS ENTERPRISE (DBE) PARTICIPATION:

The DBE participation goal assessed for this contract is 12%.

FISCAL IMPACT:

LYNX staff included \$20,027,490 in the FY2017 Amended Operating Budget and \$17,500,607 in the FY2018 Proposed Operating Budget for purchased transportation services as follows:

Purchased Transportation Services	FY2017 Amended Operating Budget	FY2017 Projected Expenses	FY2018 Preliminary Operating Budget
Paratransit	\$ 18,000,011	\$ 18,000,011	\$ 16,036,436
NeighborLink	2,027,479	1,904,897	1,464,171
Total	\$ 20,027,490	\$ 19,904,908	\$ 17,500,607

Future years will be budgeted based on the awarded contract amount.

MV Transportation Agenda Items

Thomas E. Stringer, Jr., COO

September 27, 2017
(Finance Committee Meeting)

September 28, 2017
(Oversight Committee & Board Meeting)

Actions Requested



- Authorization to Extend ACCESS LYNX and NeighborLink Contracts Through November 30, 2017
- Authorization to Increase the Not-to-Exceed Amounts for ACCESS LYNX and NeighborLink Contracts
- Authorization to Award Contract #18-C08 to MV Transportation for ACCESS LYNX and NeighborLink Services

Authorization to Extend ACCESS LYNX and NeighborLink Contracts Through November 30, 2017



- Migration from traditional paratransit services model to a mobility management services model
- Extend the ACCESS LYNX contract (#12-C02) by \$3,194,050
- Extend the NeighborLink contract (#10-C21) by \$314,228

Authorization to Increase the Not-to-Exceed Amounts for ACCESS LYNX and NeighborLink Contracts

- **Contractor's increased personnel costs and other operating expenses**
- ACCESS LYNX contract (#12-C02) increase not to exceed amount by \$1,036,748
 - October 1st, 2016 to August 28th, 2017 (Adjustment)
- NeighborLink contract (#10-C21) increase by \$39,242
 - October 1st, 2016 to August 28th, 2017 (Adjustment)

Authorization to Award Contract #18-C08 to MV Transportation for ACCESS LYNX and NeighborLink Services



- Board action requested
- Contract award vetted through Finance and Oversight Committees
- Access LYNX contract expired September, 2016
- Approve contract award to MV Transportation, Inc.
- Allows further negotiation of terms of contract



Fiscal Impact



Contract Award - Contract for Paratransit and NeighborLink services will reflect the following financial impact on the FY2018 Preliminary Operating Budget:

Purchased Transportation Services	FY2018		
	FY2018 Old Service Model Projected Expenses	New Service Model Estimated Amount	Estimated Costs (Reductions) Increases
Paratransit	\$ 19,865,342	\$16,036,436	\$ (3,828,906)
NeighborLink	1,960,785	1,464,171	(496,614)
Sub-total	\$ 21,826,127	\$17,500,607	\$ (4,325,520)
TNC's Purchased Transportation	-	987,253	987,253
Staffing	-	760,112	760,112
Total	\$ 21,826,127	\$19,247,972	\$ (2,578,155)

Fiscal Impact



Contract Award - Contract for Paratransit and NeighborLink services will reflect the following financial impact on the FY2018 Preliminary Operating Budget:

FY2018 Preliminary Operating Budget:	\$ 16,036,436	Paratransit Services
	<u>1,464,171</u>	NeighborLink Services
	<u>\$ 17,500,607*</u>	

*Pending Final FY2018 Budget Approval

Finance Committee Information Item #8.A.

To: LYNX Finance & Audit Committee

From: Blanche Sherman
DIRECTOR OF FINANCE
Nancy Navarro
(Technical Contact)

Phone: 407.841.2279 ext: 6100

Item Name: Monthly Financial Report - August 31, 2017

Date: 9/27/2017

Please find attached the preliminary monthly financial report for the eleven months ending August 31, 2017. LYNX's Statement of Revenues, Expenses, and Changes in Net Assets (Operating Statement) for the eleven months ending August 31, 2017 reflect total revenue earned in the amount of \$112,942,660 and total expenses incurred in the amount of \$111,864,244 resulting in a net operating profit of \$1,078,416.

- Fixed route, Vanpool, and Neighbor Link services resulted in an operating profit of \$2,480,807 for the eleven months of the fiscal year.
- Paratransit services resulted in a loss of (\$1,402,391) for the eleven months of the fiscal year.

Fixed Route Operations:

The year-to-date Operating Revenues are 96% of the budgeted amount as of August 2017. Customer fares are 96% or (\$818,676) less than the budgeted amount year-to-date. Fixed route ridership continues to fall nationally. Factors affecting transit ridership may include the modal shift of some customers from LYNX bus services to SunRail for at least a portion of their weekday commute and the increase in auto sales year over year. "Nationally, just as in Florida, transit properties have experienced a decrease in ridership as a result of the increase in active transportation and the use of transportation network companies.

In addition, we are in the middle of major construction projects, such as I-4 Ultimate in Orlando, which is impacting modal choice.

Advertising revenue is 84% of the amount budgeted for the month of August 2017. Advertising year-to-date is 18% lower or (\$399,857) than the budgeted amount; moreover, advertising is down on a national average, but the guaranteed revenue continues to be paid monthly. Actual revenues through August 31, 2017, for advertising on buses, shelters, and in-kind (trade) transactions are \$1,176,114, \$561,819 and \$0, respectively. Direct Media's staff continue to enhance LYNX' advertising program and to increase the advertising revenue stream. Direct

LYNX Board Agenda

Media's sales staff is actively seeking new clients and working with existing clients to offer an attractive and affordable advertising program.

In an attempt to stabilize fuel cost in the future, LYNX' staff entered into a fuel hedging arrangement with Merrill Lynch Commodities, Incorporated. During the month of August 2017, LYNX locked in one hundred-twelve percent 112% of the total monthly purchases, resulting in the cap (LYNX locked) prices higher than the future (float) prices. At this time, LYNX is 105% or (\$365,860) over than budget year-to-date. In the month of August LYNX paid an average price of \$1.74 (net) per gallon for diesel fuel and \$1.36 (net) per gallon for bio-diesel, plus fuel hedging losses which is lower than the budgeted price per gallon of \$1.64 (net). The national diesel fuel price for the month of August 2017 was \$2.25 (net).

LYNX' staff proactively seeks ways to maximize operational efficiencies and improve services. As a result, fixed route operating expenses for salaries are 7% or \$3,217,702 under budget, while fringe benefits are 4% or \$934,370 under budget respectively, both together remain \$4,152,072 under budget due to various vacancies as of August 31, 2017. Professional service expenses are 59% or \$3,329,577 under budget due to various planning projects that do not commence until later in the current fiscal year. Expenditures associated with other services, contract maintenance and other miscellaneous expenses are less than budget, with the exception of Taxes and Licensing. Collections for the CNG Royalties in the eleventh month of the fiscal year currently amounts to \$22,784 for CNG purchases.

Paratransit Operations:

Paratransit's operational loss for the year is currently (\$1,402,391). In March 2017, the LYNX Board of Directors approved an increase in the contract amount for MV Transportation in the amount of \$1,558,788, of which \$1,159,480 is being funded through the use of reserves. The year-to-date cost of unleaded fuel is 20% over budget or (\$300,183) for the eleven months of the new fiscal year. During the month of August 2017, LYNX locked in fifty-nine percent (59%) of the total monthly purchases, resulting in cap (LYNX locked) prices higher than the future (float) prices. The fuel is budgeted at a net price of \$1.51 (net) per gallon in the FY2017 budget. LYNX is currently paying \$1.70 (net) per gallon. The national unleaded fuel price for the month of August 2017 was \$2.16 (net). An analysis of year-to-date purchased transportation trips and costs is as follows:

ACCESS LYNX			
FY2017	Trips (Year-to-Date)	Blended Trip Rate	Costs
Actual (with est.)	494,459	\$31.44	\$15,545,790
Budget (rounding)	496,210	\$30.77	\$15,268,382
Trips / Costs Under (Over) Budget	1,751	(\$0.67)	(\$277,408)

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
BALANCE SHEETS
August 31, 2017 and 2016
(UNAUDITED)

	<u>2017</u>	<u>2016</u>
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 46,208,541	30,334,628
Receivables:		
Local, trade and operating assistance	2,515,039	6,365,619
Federal grants	5,581,103	13,961,732
State grants	6,388,356	6,678,424
Inventory	2,046,579	1,861,434
State fuel tax refund	109,468	138,550
Prepaid expenses and other assets	802,622	706,196
	<u>63,651,710</u>	<u>60,046,582</u>
NONCURRENT ASSETS:		
Restricted cash and cash equivalents	<u>6,609,932</u>	<u>14,870,333</u>
Property and equipment:		
Land	10,018,522	8,161,465
Buildings and shelters	95,078,964	93,606,716
BRT Roadway	6,522,100	6,522,100
Revenue vehicles	166,468,013	158,149,257
Furniture, Fixtures & Equipment	42,978,194	39,771,357
Leasehold improvements	219,390	205,476
Total property and equipment	<u>321,285,183</u>	<u>306,416,371</u>
Less: accumulated depreciation	(184,085,999)	(168,504,434)
Construction in progress	<u>25,838,748</u>	<u>23,701,510</u>
Net property and equipment	<u>163,037,933</u>	<u>161,613,448</u>
Net Pension asset	<u>-</u>	<u>6,283,485</u>
Total noncurrent assets	<u>169,647,865</u>	<u>182,767,266</u>
TOTAL ASSETS	<u>233,299,574</u>	<u>242,813,848</u>
DEFERRED OUTFLOW OF RESOURCES		
Pension Contributions	10,140,917	3,315,057
Accumulated decrease in fair value of fuel hedge instrument	<u>130,377</u>	<u>821,949</u>
	10,271,294	4,137,006

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
BALANCE SHEETS
August 31, 2017 and 2016
(UNAUDITED)

	<u>2017</u>	<u>2016</u>
LIABILITIES AND NET POSITION		
CURRENT LIABILITIES:		
Accounts payable	\$ 5,102,711	14,626,063
Accrued salaries and related taxes	2,034,844	1,485,684
Accrued compensated absences, current	3,925,617	4,170,615
Accrued self-insurance liability, current	2,580,756	2,097,048
Leases payable, current	-	330,123
Loans payable, current	-	813,225
Unearned operating revenue	6,600,118	5,906,520
Unearned capital	4,734,100	4,276,975
Derivative instrument - fuel hedge	130,377	821,949
Total current liabilities	<u>25,108,522</u>	<u>34,528,201</u>
NONCURRENT LIABILITIES:		
Leases payable, long-term	3,872,473	4,440,501
Loans payable	-	-
Net Pension and OPEB Obligation	3,918,368	1,683,525
Accrued compensated absences, long-term	493,439	538,035
Accrued self-insurance liability, long-term	2,260,538	2,676,165
Total noncurrent liabilities	<u>10,544,818</u>	<u>9,338,226</u>
Total liabilities	<u>35,653,340</u>	<u>43,866,427</u>
DEFERRED INFLOW OF RESOURCES		
Pension Contributions	542,732	1,318,794
Accumulated increase in fair value of fuel hedge instrument	-	-
	<u>542,732</u>	<u>1,318,794</u>
NET POSITION:		
Invested in capital assets, net of related debt	159,112,274	153,394,554
Restricted	1,600,000	-
Unrestricted	46,662,522	48,371,080
Total net position	<u>207,374,796</u>	<u>201,765,634</u>
TOTAL LIABILITIES AND NET POSITION	<u>\$ 243,028,136</u>	<u>\$ 245,632,060</u>

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
STATEMENT OF REVENUES AND EXPENSES
FOR THE MONTH OF AUGUST 2017 AND THE ELEVEN MONTHS ENDED AUGUST 31, 2017
(UNAUDITED)

	Year to Date			Month of August		
	Budget	Actual	%	Budget	Actual	%
OPERATING REVENUES						
Customer Fares	\$ 23,986,909	23,366,515	97%	\$ 2,180,628	\$ 2,168,868	99%
Contract Services:						
Local Financial Assistance	13,282,530	13,144,446	99%	1,207,503	1,196,237	99%
Other Contractual Services	4,151,335	4,062,679		377,394	362,958	
Advertising	2,165,290	1,765,433	82%	196,845	164,786	84%
Other Operating Income	915,349	770,443	84%	134,035	19,810	15%
Total Operating Revenues	44,501,413	43,109,516	97%	4,096,404	3,912,659	96%
NONOPERATING REVENUES						
Operating assistance grants:						
State of Florida	9,417,587	9,297,526	99%	856,144	845,230	99%
Local	44,503,378	44,503,379	100%	4,045,762	4,045,762	100%
Planning and other assistance grants:						
Federal - Other	16,000,376	13,152,579	82%	1,451,531	1,114,177	77%
State of Florida - Other	2,924,634	2,440,187	83%	285,879	244,014	85%
Local Matching - Other	1,003,750	168,418	N/A	91,250	-	N/A
Interest Income	28,537	171,937	603%	2,594	30,436	1173%
Gain / (Loss) on Sale of Assets	-	99,118	N/A	-	4,527	N/A
Total Nonoperating Revenues	73,878,263	69,833,144	95%	6,733,161	6,284,144	93%
Total Revenues	118,379,675	112,942,660	95%	10,829,565	10,196,803	94%
OPERATING EXPENSES						
Salaries and Wages	44,402,290	41,170,344	93%	4,036,572	3,816,802	95%
Fringe Benefits	25,227,959	24,298,499	96%	2,293,451	1,854,687	81%
Purchased Transportation Services	17,977,319	17,758,325	99%	1,832,693	1,582,965	86%
Fuel	8,552,461	9,218,504	108%	777,496	913,182	117%
Other Materials and Supplies	7,308,945	7,239,224	99%	664,450	697,933	105%
Professional Services	5,912,323	2,439,041	41%	543,897	151,691	28%
Other Services	5,721,760	4,798,305	84%	530,702	448,621	85%
Lease and Miscellaneous Expenses	1,225,308	1,102,833	90%	111,392	80,850	73%
Casualty and Liability Insurance	2,071,004	2,048,288	99%	188,273	257,593	137%
Utilities	1,352,157	1,182,139	87%	122,923	125,198	102%
Taxes and Licenses	400,439	519,462	130%	36,404	48,999	135%
Interest Expense	93,362	89,282	96%	8,487	7,410	87%
Total Operating Expenses	120,245,327	111,864,244	93%	11,146,739	9,985,930	90%
OPERATING GAIN / (LOSS)	\$ (1,865,652)	\$ 1,078,416	N/A	\$ (317,175)	\$ 210,873	N/A

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
FIXED-ROUTE, VANPOOL AND NEIGHBORLINK SEGMENT
FOR THE MONTH OF AUGUST 2017 AND THE ELEVEN MONTHS ENDED AUGUST 31, 2017
(UNAUDITED)

	Year to Date			Month of August		
	Budget	Actual	%	Budget	Actual	%
OPERATING REVENUES						
Customer Fares	\$ 22,329,172	\$ 21,510,496	96%	\$ 2,029,925	\$ 1,992,944	98%
Contract Services:						
Local Financial Assistance	13,282,530	13,144,446	99%	1,207,503	1,196,237	99%
Other Contractual Services	242,656	135,060	N/A	22,060	1,031	N/A
Advertising	2,165,290	1,765,433	82%	196,845	164,786	84%
Other Operating Income	915,349	770,443	84%	134,035	19,810	15%
Total Operating Revenues	38,934,997	37,325,878	96%	3,590,366	3,374,808	94%
NONOPERATING REVENUES						
Operating assistance grants:						
Federal	-	-	N/A	-	-	
State of Florida	9,417,587	9,297,526	99%	856,144	845,230	99%
Local	35,972,151	35,972,152	100%	3,270,196	3,270,196	100%
Planning and other assistance grants:						
Federal - Other	12,768,411	10,203,667	80%	1,157,716	853,328	74%
State of Florida - Other	2,815,104	2,440,187	87%	255,919	244,014	95%
Local Matching - Other	1,003,750	168,418	N/A	91,250	-	N/A
Interest Income	28,537	171,937	603%	2,594	30,436	1173%
Gain / (Loss) on the Sale of Assets	-	99,118	N/A	-	4,527	N/A
Total Nonoperating Revenues	62,005,540	58,353,006	94%	5,633,819	5,247,730	93%
Total Revenues	100,940,537	95,678,884	95%	9,224,185	8,622,537	93%
OPERATING EXPENSES						
Salaries and Wages	43,989,160	40,771,458	93%	3,999,015	3,779,356	95%
Fringe Benefits	24,963,812	24,029,442	96%	2,269,437	1,835,990	81%
Purchased Transportation Services	2,410,192	2,063,219	86%	219,108	179,544	82%
Fuel	7,014,612	7,380,472	105%	637,692	731,203	115%
Other Materials and Supplies	7,297,084	7,237,417	99%	663,371	697,927	105%
Professional Services	5,625,375	2,295,798	41%	511,398	132,373	26%
Other Services	5,483,904	4,582,013	84%	509,079	428,868	84%
Lease and Miscellaneous Expenses	1,218,068	1,098,675	90%	110,733	80,850	73%
Casualty and Liability Insurance	2,071,004	2,048,288	99%	188,273	257,593	137%
Utilities	1,315,429	1,162,494	88%	119,584	122,416	102%
Taxes and Licenses	334,540	439,518	131%	30,413	38,504	127%
Interest Expense	93,362	89,282	96%	8,487	7,410	87%
Total Operating Expenses	101,816,541	93,198,077	92%	9,266,591	8,292,034	89%
OPERATING GAIN / (LOSS)	\$ <u>(876,004)</u>	\$ <u>2,480,807</u>	N/A	\$ <u>(42,406)</u>	\$ <u>330,504</u>	N/A

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
PARATRANSIT SEGMENT
FOR THE MONTH OF AUGUST 2017 AND THE ELEVEN MONTHS ENDED AUGUST 31, 2017
(UNAUDITED)

	Year to Date			Month of August		
	<u>Budget</u>	<u>Actual</u>	<u>%</u>	<u>Budget</u>	<u>Actual</u>	<u>%</u>
OPERATING REVENUES						
Customer Fares	\$ 1,657,737	\$ 1,856,019	112%	\$ 150,703	\$ 175,924	117%
Contract Services:						
Local Financial Assistance	-	-	N/A	-	-	N/A
Other Contractual Services	3,908,679	3,927,619	100%	355,334	361,927	102%
Advertising	-	-	N/A	-	-	N/A
Other Operating Income	-	-	N/A	-	-	N/A
Total Operating Revenues	<u>5,566,415</u>	<u>5,783,638</u>	104%	<u>506,038</u>	<u>537,851</u>	106%
NONOPERATING REVENUES						
Operating assistance grants:						
Federal	-	-	N/A	-	-	N/A
State of Florida	-	-	N/A	-	-	N/A
Local	8,531,228	8,531,227	100%	775,566	775,566	100%
Planning and other assistance grants:						
Federal - Other	3,231,965	2,948,912	91%	293,815	260,849	89%
State of Florida - Other	109,530	-	N/A	29,961	-	N/A
Local Matching - Other	-	-	N/A	-	-	N/A
Interest Income	-	-	N/A	-	-	N/A
Gain / (Loss) on the Sale of Assets	-	-	N/A	-	-	N/A
Total Nonoperating Revenues	<u>11,872,723</u>	<u>11,480,138</u>	97%	<u>1,099,342</u>	<u>1,036,415</u>	94%
Total Revenues	<u>17,439,138</u>	<u>17,263,776</u>	99%	<u>1,605,380</u>	<u>1,574,266</u>	98%
OPERATING EXPENSES						
Salaries and Wages	413,130	398,885	97%	37,557	37,447	100%
Fringe Benefits	264,148	269,057	102%	24,013	18,697	78%
Purchased Transportation Services	15,567,127	15,695,106	101%	1,613,585	1,403,421	87%
Fuel	1,537,849	1,838,032	120%	139,804	181,979	130%
Other Materials and Supplies	11,862	1,807	15%	1,078	6	1%
Professional Services	286,948	143,243	50%	32,499	19,318	59%
Other Services	237,856	216,292	91%	21,623	19,753	91%
Lease and Miscellaneous Expenses	7,241	4,157	57%	658	-	0%
Casualty and Liability Insurance	-	-	N/A	-	-	N/A
Utilities	36,727	19,644	53%	3,339	2,782	83%
Taxes and Licenses	65,899	79,944	121%	5,991	10,495	175%
Interest Expense	-	-	N/A	-	-	N/A
Total Operating Expenses	<u>18,428,786</u>	<u>18,666,167</u>	101%	<u>1,880,148</u>	<u>1,693,898</u>	90%
OPERATING GAIN / (LOSS)	<u>\$ (989,648)</u>	<u>\$ (1,402,391)</u>	N/A	<u>\$ (274,769)</u>	<u>\$ (119,632)</u>	N/A

Finance Committee Information Item #8.B.

To: LYNX Finance & Audit Committee

From: Blanche Sherman
DIRECTOR OF FINANCE
Nancy Navarro
(Technical Contact)

Phone: 407.841.2279 ext: 6100

Item Name: Monthly Financial Report - July 31, 2017

Date: 9/27/2017

Please find attached the preliminary monthly financial report for the ten months ending July 31, 2017. LYNX's Statement of Revenues, Expenses, and Changes in Net Assets (Operating Statement) for the ten months ending July 31, 2017 reflect total revenue earned in the amount of \$102,745,856 and total expenses incurred in the amount of \$101,878,313 resulting in a net operating profit of \$867,543.

- Fixed route, Vanpool, and Neighbor Link services resulted in an operating profit of \$2,150,302 for the ten months of the fiscal year.
- Paratransit services resulted in a loss of (\$1,282,759) for the ten months of the fiscal year.

Fixed Route Operations:

The year-to-date Operating Revenues are 96% of the budgeted amount as of July 2017. Customer fares are 96% or (\$781,697) less than the budgeted amount year-to-date. Ridership for the month of July was 1,981,708.

Advertising revenue is 75% of the amount budgeted for the month of July 2017. Advertising year-to-date is 19% lower or (\$367,799) than the budgeted amount; moreover, advertising is down on a national average, but the guaranteed revenue continues to be paid monthly. Actual revenues through July 31, 2017, for advertising on buses, shelters, and in-kind (trade) transactions are \$1,048,037, \$527,610 and \$0, respectively. Direct Media's staff continue to enhance LYNX' advertising program and to increase the advertising revenue stream. Direct Media's sales staff is actively seeking new clients and working with existing clients to offer an attractive and affordable advertising program.

In an attempt to stabilize fuel cost in the future, LYNX' staff entered into a fuel hedging arrangement with Merrill Lynch Commodities, Incorporated. During the month of July 2017, LYNX locked in one hundred-twelve percent 112% of the total monthly purchases, resulting in the cap (LYNX locked) prices higher than the future (float) prices. At this time, LYNX is 104%

or (\$272,349) over than budget year-to-date. In the month of July LYNX paid an average price of \$1.62 (net) per gallon for diesel fuel and \$1.29 (net) per gallon for bio-diesel, plus fuel hedging losses which is lower than the budgeted price per gallon of \$1.64 (net). The national diesel fuel price for the month of July 2017 was \$2.15 (net).

LYNX' staff proactively seeks ways to maximize operational efficiencies and improve services. As a result, fixed route operating expenses for salaries are 7% or \$2,998,043 under budget, while fringe benefits are 2% or \$500,921 under budget respectively, both together remain \$3,498,964 under budget due to various vacancies as of July 31, 2017. Professional service expenses are 42% or \$2,950,553 under budget due to various planning projects that do not commence until later in the current fiscal year. Expenditures associated with other services, contract maintenance and other miscellaneous expenses are less than budget, with the exception of Taxes and Licensing. Collections for the CNG Royalties in the tenth month of the fiscal year currently amounts to \$20,611 for CNG purchases.

Paratransit Operations:

Paratransit's operational loss for the year is currently (\$1,282,759). The year-to-date cost of unleaded fuel is 18% over budget or (\$258,009) for the ten months of the new fiscal year. During the month of July 2017, LYNX locked in sixty percent (60%) of the total monthly purchases, resulting in cap (LYNX locked) prices higher than the future (float) prices. The fuel is budgeted at a net price of \$1.51 (net) per gallon in the FY2017 budget. LYNX is currently paying \$1.59 (net) per gallon. The national unleaded fuel price for the month of July 2017 was \$2.08 (net). An analysis of year-to-date purchased transportation trips and costs is as follows:

ACCESS LYNX			
FY2017	Trips (Year-to-Date)	Blended Trip Rate	Costs
Actual (with est.)	449,932	\$31.45	\$14,151,671
Budget (rounding)	451,100	\$30.77	\$13,880,347
Trips / Costs Under (Over) Budget	1,168	(\$0.68)	(\$271,324)

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
BALANCE SHEETS
July 31, 2017 and 2016
(UNAUDITED)

	<u>2017</u>	<u>2016</u>
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 45,892,043	27,881,113
Receivables:		
Local, trade and operating assistance	3,054,476	7,383,400
Federal grants	7,058,240	10,728,662
State grants	5,909,606	10,837,021
Inventory	2,081,151	1,904,856
State fuel tax refund	193,729	167,005
Prepaid expenses and other assets	992,667	949,369
	<u>65,181,913</u>	<u>59,851,425</u>
NONCURRENT ASSETS:		
Restricted cash and cash equivalents	<u>6,608,020</u>	<u>14,862,790</u>
Property and equipment:		
Land	10,018,522	8,161,465
Buildings and shelters	95,078,964	91,408,507
BRT Roadway	6,522,100	6,522,100
Revenue vehicles	166,468,013	155,437,739
Furniture, Fixtures & Equipment	42,804,108	39,392,953
Leasehold improvements	219,390	119,163
Total property and equipment	<u>321,111,097</u>	<u>301,041,927</u>
Less: accumulated depreciation	(181,971,909)	(167,958,547)
Construction in progress	<u>25,654,584</u>	<u>25,008,104</u>
Net property and equipment	<u>164,793,772</u>	<u>158,091,484</u>
Net Pension asset	<u>-</u>	<u>6,283,485</u>
Total noncurrent assets	<u>171,401,792</u>	<u>179,237,759</u>
TOTAL ASSETS	<u>236,583,704</u>	<u>239,089,184</u>
DEFERRED OUTFLOW OF RESOURCES		
Pension Contributions	10,140,917	3,315,057
Accumulated decrease in fair value of fuel hedge instrument	<u>130,377</u>	<u>821,949</u>
	10,271,294	4,137,006

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
BALANCE SHEETS
July 31, 2017 and 2016
(UNAUDITED)

	<u>2017</u>	<u>2016</u>
LIABILITIES AND NET POSITION		
CURRENT LIABILITIES:		
Accounts payable	\$ 7,220,044	10,093,277
Accrued salaries and related taxes	1,584,368	965,992
Accrued compensated absences, current	3,925,617	4,170,615
Accrued self-insurance liability, current	2,580,756	2,097,048
Leases payable, current	-	330,123
Loans payable, current	-	813,225
Unearned operating revenue	6,848,240	10,372,443
Unearned capital	6,354,588	4,676,494
Derivative instrument - fuel hedge	130,377	821,949
Total current liabilities	<u>28,643,989</u>	<u>34,341,165</u>
NONCURRENT LIABILITIES:		
Leases payable, long-term	3,872,473	4,440,501
Loans payable	-	-
Net Pension and OPEB Obligation	3,918,368	1,683,525
Accrued compensated absences, long-term	493,439	538,035
Accrued self-insurance liability, long-term	2,260,538	2,676,165
Total noncurrent liabilities	<u>10,544,818</u>	<u>9,338,226</u>
Total liabilities	<u>39,188,807</u>	<u>43,679,390</u>
DEFERRED INFLOW OF RESOURCES		
Pension Contributions	542,732	1,318,794
Accumulated increase in fair value of fuel hedge instrument	-	-
	<u>542,732</u>	<u>1,318,794</u>
NET POSITION:		
Invested in capital assets, net of related debt	159,071,810	149,873,704
Restricted	1,600,000	
Unrestricted	46,451,649	48,354,301
Total net position	<u>207,123,459</u>	<u>198,228,005</u>
TOTAL LIABILITIES AND NET POSITION	<u>\$ 246,312,266</u>	<u>\$ 241,907,395</u>

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
STATEMENT OF REVENUES AND EXPENSES
FOR THE MONTH OF JULY 2017 AND THE TEN MONTHS ENDED JULY 31, 2017
(UNAUDITED)

	Year to Date			Month of July		
	Budget	Actual	%	Budget	Actual	%
OPERATING REVENUES						
Customer Fares	\$ 21,806,281	21,197,646	97%	\$ 2,180,628	\$ 2,138,912	98%
Contract Services:						
Local Financial Assistance	12,075,027	11,948,209	99%	1,207,503	1,058,860	88%
Other Contractual Services	3,773,941	3,699,721		377,394	369,262	
Advertising	1,968,445	1,600,646	81%	196,845	148,065	75%
Other Operating Income	781,315	750,633	96%	134,035	19,105	14%
Total Operating Revenues	40,405,009	39,196,857	97%	4,096,404	3,734,205	91%
NONOPERATING REVENUES						
Operating assistance grants:						
State of Florida	8,561,443	8,452,297	99%	856,144	845,230	99%
Local	40,457,617	40,457,618	100%	4,045,762	4,045,762	100%
Planning and other assistance grants:						
Federal - Other	14,328,806	12,038,401	84%	1,451,531	1,366,392	94%
State of Florida - Other	2,858,794	2,196,173	77%	285,879	246,952	86%
Local Matching - Other	912,500	168,418	N/A	91,250	(917)	N/A
Interest Income	25,943	141,501	545%	2,594	29,145	1123%
Gain / (Loss) on Sale of Assets	-	94,591	N/A	-	35,646	N/A
Total Nonoperating Revenues	67,145,102	63,549,000	95%	6,733,161	6,568,209	98%
Total Revenues	107,550,110	102,745,856	96%	10,829,565	10,302,413	95%
OPERATING EXPENSES						
Salaries and Wages	40,365,718	37,353,542	93%	4,036,572	3,692,208	91%
Fringe Benefits	22,934,508	22,443,812	98%	2,293,451	2,171,354	95%
Purchased Transportation Services	16,144,626	16,175,360	100%	1,832,693	2,175,482	119%
Fuel	7,774,964	8,305,321	107%	777,496	864,309	111%
Other Materials and Supplies	6,644,496	6,541,291	98%	664,450	696,467	105%
Professional Services	5,368,426	2,287,349	43%	543,897	(196,945)	-36%
Other Services	5,191,058	4,349,684	84%	530,702	330,467	62%
Lease and Miscellaneous Expenses	1,113,917	1,021,983	92%	111,392	95,362	86%
Casualty and Liability Insurance	1,882,731	1,790,696	95%	188,273	136,558	73%
Utilities	1,229,233	1,056,941	86%	122,923	110,853	90%
Taxes and Licenses	364,036	470,463	129%	36,404	43,268	119%
Interest Expense	84,874	81,872	96%	8,487	5,263	62%
Total Operating Expenses	109,098,587	101,878,313	93%	11,146,739	10,124,645	91%
OPERATING GAIN / (LOSS)	\$ (1,548,477)	\$ 867,543	N/A	\$ (317,175)	\$ 177,769	N/A

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
FIXED-ROUTE, VANPOOL AND NEIGHBORLINK SEGMENT
FOR THE MONTH OF JULY 2017 AND THE TEN MONTHS ENDED JULY 31, 2017
(UNAUDITED)

	Year to Date			Month of July		
	Budget	Actual	%	Budget	Actual	%
OPERATING REVENUES						
Customer Fares	\$ 20,299,248	\$ 19,517,551	96%	\$ 2,029,925	\$ 1,925,558	95%
Contract Services:						
Local Financial Assistance	12,075,027	11,948,209	99%	1,207,503	1,058,860	88%
Other Contractual Services	220,597	134,030	N/A	22,060	12,369	N/A
Advertising	1,968,445	1,600,646	81%	196,845	148,065	75%
Other Operating Income	781,315	750,633	96%	134,035	19,105	14%
Total Operating Revenues	35,344,631	33,951,070	96%	3,590,366	3,163,957	88%
NONOPERATING REVENUES						
Operating assistance grants:						
Federal	-	-	N/A	-	-	
State of Florida	8,561,443	8,452,297	99%	856,144	845,230	99%
Local	32,701,955	32,701,957	100%	3,270,196	3,270,195	100%
Planning and other assistance grants:						
Federal - Other	11,390,656	9,350,339	82%	1,157,716	1,098,491	95%
State of Florida - Other	2,559,186	2,196,173	86%	255,919	246,952	96%
Local Matching - Other	912,500	168,418	N/A	91,250	(917)	N/A
Interest Income	25,943	141,501	545%	2,594	29,145	1123%
Gain / (Loss) on the Sale of Assets	-	94,591	N/A	-	35,646	N/A
Total Nonoperating Revenues	56,151,682	53,105,276	95%	5,633,819	5,524,741	98%
Total Revenues	91,496,313	87,056,346	95%	9,224,185	8,688,699	94%
OPERATING EXPENSES						
Salaries and Wages	39,990,146	36,992,103	93%	3,999,015	3,670,101	92%
Fringe Benefits	22,694,374	22,193,453	98%	2,269,437	2,163,786	95%
Purchased Transportation Services	2,191,083	1,883,675	86%	219,108	180,238	82%
Fuel	6,376,920	6,649,269	104%	637,692	681,225	107%
Other Materials and Supplies	6,633,713	6,539,490	99%	663,371	696,467	105%
Professional Services	5,113,978	2,163,425	42%	511,398	(215,419)	-42%
Other Services	4,974,825	4,153,144	83%	509,079	310,714	61%
Lease and Miscellaneous Expenses	1,107,334	1,017,825	92%	110,733	95,066	86%
Casualty and Liability Insurance	1,882,731	1,790,696	95%	188,273	136,558	73%
Utilities	1,195,845	1,040,078	87%	119,584	108,526	91%
Taxes and Licenses	304,127	401,014	132%	30,413	38,837	128%
Interest Expense	84,874	81,872	96%	8,487	5,263	62%
Total Operating Expenses	92,549,950	84,906,044	92%	9,266,591	7,871,362	85%
OPERATING GAIN / (LOSS)	<u>\$ (1,053,637)</u>	<u>\$ 2,150,302</u>	N/A	<u>\$ (42,406)</u>	<u>\$ 817,337</u>	N/A

CENTRAL FLORIDA REGIONAL TRANSPORTATION AUTHORITY
PARATRANSIT SEGMENT
FOR THE MONTH OF JULY 2017 AND THE TEN MONTHS ENDED JULY 31, 2017
(UNAUDITED)

	Year to Date			Month of July		
	<u>Budget</u>	<u>Actual</u>	<u>%</u>	<u>Budget</u>	<u>Actual</u>	<u>%</u>
OPERATING REVENUES						
Customer Fares	\$ 1,507,033	\$ 1,680,095	111%	\$ 150,703	\$ 213,354	142%
Contract Services:						
Local Financial Assistance	-	-	N/A	-	-	N/A
Other Contractual Services	3,553,344	3,565,692	100%	355,334	356,893	100%
Advertising	-	-	N/A	-	-	N/A
Other Operating Income	-	-	N/A	-	-	N/A
Total Operating Revenues	<u>5,060,378</u>	<u>5,245,787</u>	104%	<u>506,038</u>	<u>570,247</u>	113%
NONOPERATING REVENUES						
Operating assistance grants:						
Federal	-	-	N/A	-	-	N/A
State of Florida	-	-	N/A	-	-	N/A
Local	7,755,662	7,755,661	100%	775,566	775,566	100%
Planning and other assistance grants:						
Federal - Other	2,938,150	2,688,063	91%	293,815	267,901	91%
State of Florida - Other	299,608	-	N/A	29,961	-	N/A
Local Matching - Other	-	-	N/A	-	-	N/A
Interest Income	-	-	N/A	-	-	N/A
Gain / (Loss) on the Sale of Assets	-	-	N/A	-	-	N/A
Total Nonoperating Revenues	<u>10,993,420</u>	<u>10,443,724</u>	95%	<u>1,099,342</u>	<u>1,043,467</u>	95%
Total Revenues	<u>16,053,798</u>	<u>15,689,510</u>	98%	<u>1,605,380</u>	<u>1,613,715</u>	101%
OPERATING EXPENSES						
Salaries and Wages	375,573	361,439	96%	37,557	22,108	59%
Fringe Benefits	240,134	250,359	104%	24,013	7,568	32%
Purchased Transportation Services	13,953,543	14,291,685	102%	1,613,585	1,995,244	124%
Fuel	1,398,044	1,656,053	118%	139,804	183,083	131%
Other Materials and Supplies	10,783	1,800	17%	1,078	-	0%
Professional Services	254,449	123,925	49%	32,499	18,473	57%
Other Services	216,233	196,540	91%	21,623	19,753	91%
Lease and Miscellaneous Expenses	6,583	4,157	63%	658	296	45%
Casualty and Liability Insurance	-	-	N/A	-	-	N/A
Utilities	33,388	16,863	51%	3,339	2,328	70%
Taxes and Licenses	59,908	69,449	116%	5,991	4,431	74%
Interest Expense	-	-	N/A	-	-	N/A
Total Operating Expenses	<u>16,548,638</u>	<u>16,972,270</u>	103%	<u>1,880,148</u>	<u>2,253,284</u>	120%
OPERATING GAIN / (LOSS)	<u>\$ (494,840)</u>	<u>\$ (1,282,759)</u>	N/A	<u>\$ (274,769)</u>	<u>\$ (639,569)</u>	N/A