



St. John's  
Transportation  
Commission

September 30

2023

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MONTHLY FINANCIAL STATEMENTS

Issued: OCTOBER 18, 2023

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

ST. JOHN'S TRANSPORTATION COMMISSION  
STATEMENT OF REVENUE & EXPENDITURES (METROBUS)  
SEPTEMBER, 2023



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
<b>REVENUE</b>						
SJMC Subsidy	\$1,264,780	\$1,264,780	\$0	\$12,368,980	\$12,368,980	\$0
Passenger Revenue	606,954	420,890	186,064	4,422,304	3,192,660	1,229,644
Low Income Pass Revenue	153,018	153,810	(792)	1,396,448	1,403,910	(7,462)
On Demand Pilot Grant	5,000	0	5,000	5,000	0	5,000
Mt. Pearl Revenue	83,132	91,040	(7,908)	814,641	860,870	(46,229)
Paradise Revenue	24,403	26,030	(1,627)	232,567	241,180	(8,613)
Charter Revenue	10,443	7,000	3,443	30,913	35,700	(4,787)
Transit Advertising Revenue	23,291	22,250	1,041	123,558	170,250	(46,692)
Community Bus Revenue	1,607	1,600	7	17,480	14,400	3,080
ICIP Funding	0	0	0	1,126,995	0	1,126,995
Other Income	26,252	10,000	16,252	347,811	90,000	257,811
<b>TOTAL REVENUE</b>	<b>\$2,198,880</b>	<b>\$1,997,400</b>	<b>\$201,480</b>	<b>\$20,886,697</b>	<b>\$18,377,950</b>	<b>\$2,508,747</b>
<b>OPERATIONS</b>						
Operators Salaries	\$480,781	\$497,280	\$16,499	\$4,563,022	\$4,653,890	\$90,868
Salaries Operations	107,301	110,450	3,149	1,059,259	1,048,320	(10,939)
Diesel Fuel	292,419	382,620	90,201	2,311,148	3,518,560	1,207,412
Company Vehicles	3,554	3,010	(544)	19,946	27,090	7,144
Licenses	4,986	4,990	4	51,281	50,220	(1,061)
Communications Expense	4,710	2,230	(2,480)	25,736	20,070	(5,666)
Miscellaneous	465	1,170	705	9,106	7,180	(1,926)
Uniforms & Clothing	5,217	5,420	203	48,212	49,980	1,768
Advertising Expense	4,811	5,570	759	84,232	94,980	10,748
Bus Charter Expense	5,302	4,760	(542)	19,557	23,420	3,863
Transit Advertising Expense	6,749	8,570	1,821	57,008	76,200	19,192
Community Bus Expense	9,883	9,650	(233)	94,469	91,590	(2,879)
Promotions Expense	6,030	6,680	650	56,588	60,120	3,532
Registration & Membership	5,265	4,380	(885)	24,152	26,460	2,308
Schedules & Transfers	3,980	1,650	(2,330)	14,554	12,050	(2,504)
<b>TOTAL OPERATIONS</b>	<b>\$941,453</b>	<b>\$1,048,430</b>	<b>\$106,977</b>	<b>\$8,438,270</b>	<b>\$9,760,130</b>	<b>\$1,321,860</b>
<b>MAINTENANCE</b>						
Garage Salaries	\$172,631	\$194,660	\$22,029	\$1,771,533	\$1,840,810	\$69,277
Wash Salaries	25,288	26,860	1,572	241,118	259,020	17,902
Shop Tools & Equipment	1,349	3,850	2,501	13,250	20,620	7,370
Stock Parts	70,713	64,920	(5,793)	880,952	640,800	(240,152)
Garage Expense	16,657	6,300	(10,357)	96,368	62,590	(33,778)
Bus Lubricants	13,815	8,850	(4,965)	124,484	94,040	(30,444)
Tire Expense	11,705	9,970	(1,735)	111,619	91,070	(20,549)
Body Shop Supplies	(23)	2,290	2,313	1,512	11,800	10,288
Bus Wash	2,137	270	(1,867)	4,183	6,720	2,537
Building & Yards	7,601	8,830	1,229	154,080	126,970	(27,110)
Utilities	15,296	20,500	5,204	240,674	257,700	17,026
Maintenance Vehicles	6,929	3,300	(3,629)	43,694	42,500	(1,194)
Bus Stop & Shelters	1,693	4,950	3,257	20,841	33,100	12,259

ST. JOHN'S TRANSPORTATION COMMISSION  
 STATEMENT OF REVENUE & EXPENDITURES (METROBUS)  
 SEPTEMBER, 2023



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
Janitorial & Sanitation	2,470	3,500	1,030	31,864	32,600	736
Farebox Repairs	1,436	1,400	(36)	6,205	12,200	5,995
Capital Out of Revenue	0	0	0	165,920	0	(165,920)
<b>TOTAL MAINTENANCE</b>	<b>\$349,697</b>	<b>\$360,450</b>	<b>\$10,753</b>	<b>\$3,908,297</b>	<b>\$3,532,540</b>	<b>(\$375,757)</b>
<b>FINANCE &amp; ADMINISTRATION</b>						
Administration Salaries	\$72,811	\$72,780	(\$31)	\$698,642	\$700,170	\$1,528
Employer's Payroll Tax	18,574	19,140	566	173,260	174,010	750
Sick Leave	19,000	19,000	0	171,000	171,000	0
Worker's Compensation	14,525	16,760	2,235	154,755	168,530	13,775
Employment Insurance	14,944	14,850	(94)	181,434	180,540	(894)
Group Insurance	49,258	51,610	2,352	444,152	449,190	5,038
Retiring Allowance Expense	3,600	3,600	0	32,400	32,400	0
CPP Expense	39,570	43,960	4,390	460,959	464,670	3,711
Pension Expense	99,956	118,830	18,874	1,053,878	1,131,110	77,232
Audit & Legal Fees	14,043	17,000	2,957	49,101	41,600	(7,501)
Telephone Expense	2,322	2,850	528	21,433	23,850	2,417
Computer Expense	30,740	27,470	(3,270)	230,814	221,730	(9,084)
Office Supplies Expense	6,561	6,650	89	56,257	56,910	653
Travel Expense	732	1,500	768	3,375	10,880	7,505
Training Expense	1,840	1,000	(840)	28,512	32,000	3,488
Fleet Insurance Expense	40,164	39,750	(414)	361,476	357,750	(3,726)
General Insurance Expense	5,722	5,550	(172)	51,498	49,950	(1,548)
Miscellaneous Expense	10,560	7,600	(2,960)	61,068	44,700	(16,368)
Capital Out of Revenue	321,070	20,000	(301,070)	369,751	40,000	(329,751)
<b>TOTAL FINANCE &amp; ADMIN.</b>	<b>\$765,992</b>	<b>\$489,900</b>	<b>(\$276,092)</b>	<b>\$4,603,765</b>	<b>\$4,350,990</b>	<b>(\$252,775)</b>
Total Expenses	\$2,057,142	\$1,898,780	(\$158,362)	\$16,950,332	\$17,643,660	\$693,328
<b>NET BEFORE DEBT</b>	<b>\$141,738</b>	<b>\$98,620</b>	<b>\$43,118</b>	<b>\$3,936,365</b>	<b>\$734,290</b>	<b>\$3,202,075</b>
<b>DEBT CHARGES</b>						
Loan Interest Expense	9,379	18,620	9,241	\$94,217	\$104,290	\$10,073
Bank Loan Payment	70,000	80,000	10,000	620,000	630,000	10,000
<b>NET TOTAL SURPLUS/(COST) OF SERVICE</b>	<b>\$62,359</b>	<b>\$0</b>	<b>\$62,359</b>	<b>\$3,222,148</b>	<b>\$0</b>	<b>\$3,222,148</b>
<b>LESS: ICIP Funding received</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>(\$1,126,995)</b>	<b>\$0</b>	<b>\$1,126,995</b>
<b>SURPLUS/(COST) OF SERVICE</b>	<b>\$62,359</b>	<b>\$0</b>	<b>\$62,359</b>	<b>\$2,095,153</b>	<b>\$0</b>	<b>\$2,095,153</b>

ST. JOHN'S TRANSPORTATION COMMISSION  
STATEMENT OF REVENUE & EXPENDITURES (GOBUS)  
SEPTEMBER, 2023



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
<b>REVENUE</b>						
SJMC Subsidy	\$372,830	\$372,830	\$0	\$3,488,490	\$3,488,490	\$0
Passenger Revenue	12,024	11,000	1,024	109,385	99,000	10,385
Low Income Pass Revenue	11,482	10,690	792	105,054	97,590	7,464
Mt Pearl & Eastern Health Charges	8,540	7,850	690	149,540	71,370	78,170
Government Grant	7,875	7,900	(25)	70,875	71,100	(225)
<b>TOTAL REVENUE</b>	<b>\$412,751</b>	<b>\$410,270</b>	<b>\$2,481</b>	<b>\$3,923,344</b>	<b>\$3,827,550</b>	<b>\$95,794</b>
<b>EXPENSES</b>						
Contractor Subsidy	\$250,244	\$320,260	\$70,016	\$2,402,928	\$3,010,880	\$607,952
Administration Salaries	11,154	10,290	(864)	105,187	98,700	(6,487)
Employer's Payroll Tax	224	210	(14)	2,114	1,990	(124)
Worker's Compensation	207	200	(7)	1,955	1,930	(25)
Employment Insurance	255	330	75	2,401	3,150	749
Group Insurance	185	190	5	1,791	1,800	9
CPP Expense	635	610	(25)	5,975	5,860	(115)
Pension Expense	657	720	63	6,256	6,910	654
Gasoline Expense	31,473	44,630	13,157	270,427	401,670	131,243
Professional Fees	2,925	2,280	(645)	28,986	20,520	(8,466)
Telephone Expense	42	360	318	378	3,240	2,862
Computer Expense	14,191	15,600	1,409	129,143	143,100	13,957
Office Supplies Expense	223	250	27	2,048	2,250	202
Promotions Expense	97	310	213	1,202	2,480	1,278
Travel Expense	0	0	0	109	2,810	2,701
Training Expense	0	0	0	0	0	0
Miscellaneous Expense	9,284	3,650	(5,634)	62,559	32,850	(29,709)
<b>TOTAL EXPENSE</b>	<b>\$321,796</b>	<b>\$399,890</b>	<b>\$78,094</b>	<b>\$3,023,459</b>	<b>\$3,740,140</b>	<b>\$716,681</b>
<b>NET BEFORE DEBT</b>	<b>\$90,955</b>	<b>\$10,380</b>	<b>\$80,575</b>	<b>\$899,886</b>	<b>\$87,410</b>	<b>\$812,476</b>
<b>DEBT CHARGES</b>						
Loan Interest Expense	1,594	1,380	(214)	\$21,185	\$12,410	(\$8,775)
Bank Loan Payment	9,000	9,000	0	75,000	75,000	0
<b>TOTAL SURPLUS/(COST) OF SERVICE</b>	<b>\$80,361</b>	<b>\$0</b>	<b>\$80,361</b>	<b>\$803,701</b>	<b>\$0</b>	<b>\$803,701</b>

**CONTRACTOR TRIPS INFORMATION**

BUS TRIPS	5,769	8,680	2,911	53,497	81,270	27,773
TAXI TRIPS *	4,295	3,720	(575)	40,202	34,830	(5,372)
<b>TOTAL TRIPS</b>	<b>10,064</b>	<b>12,400</b>	<b>2,336</b>	<b>93,699</b>	<b>116,100</b>	<b>22,401</b>

\* Taxi Budgeted @ 30% of rides.

**ST. JOHN'S TRANSPORTATION COMMISSION**  
 MONTHLY RIDERSHIP STATISTICS  
 FROM JANUARY 2018 to DECEMBER 2023



Month	2018		2019		2020		2021		2022		2023	
	Ridership	Percentage change 2017/2018	Ridership	Percentage change 2018/2019	Ridership	Percentage change 2019/2020	Ridership	Percentage change 2020/2021	Ridership	Percentage change 2021/2022	Ridership	Percentage change 2022/2023
January	252,948	2.83%	271,038	7.15%	228,072	-15.85% **	163,498	-28.31%	149,721	-8.43%	358,076	139.16%
February	226,887	6.58%	245,122	8.04%	293,617	19.78% **	107,644	-63.34%	208,544	93.73%	306,575	47.01%
March	255,246	-5.36%	284,308	11.39%	200,818	-29.37%	120,403	-40.04%	263,211	118.61%	396,109	50.49%
April	234,164	7.70%	253,668	8.33%	62,868	-75.22%	153,926	144.84%	251,554	63.43%	363,836	44.64%
May	234,195	-2.32%	262,952	12.28%	73,659	-71.99%	179,561	143.77%	292,724	63.02%	404,580	38.21%
June	231,941	0.83%	252,025	8.66%	108,719	-56.86%	190,113	74.87%	305,174	60.52%	400,379	31.20%
July	237,102	8.80%	256,666	8.25%	141,670	-44.80%	192,650	35.99%	298,584	54.99%	383,892	28.57%
August	247,044	8.29%	265,350	7.41%	149,188	-43.78%	206,098	38.15%	314,573	52.63%	389,850	23.93%
September	281,581	5.01%	315,538	12.06%	159,966	-49.30%	244,651	52.94%	363,367	48.52%	461,855	27.10%
October	299,274	8.59%	326,677	9.16%	180,519	-44.74%	251,017	39.05%	381,913	52.15%		
November	283,236	5.29%	301,765	6.54%	172,153	-42.95%	257,773	49.73%	375,257	45.58%		
December	216,184	5.19%	242,702	12.27%	166,556	-31.37%	191,536	15.00%	325,757	70.08%		
Year-to-date	<u>2,201,108</u>	<u>794.79%</u>	<u>2,406,667</u>	<u>9.34%</u>	<u>1,418,577</u>	<u>-41.06%</u>	<u>1,558,544</u>	<u>9.87%</u>	<u>2,447,452</u>	<u>57.03%</u>	<u>3,465,152</u>	<u>41.58%</u>
Total Year	<u>2,999,802</u>	<u>4.16%</u>	<u>3,277,811</u>	<u>9.27%</u>	<u>1,937,805</u>		<u>2,258,870</u>		<u>3,530,379</u>		<u>3,465,152</u>	
Weekdays	190		189		185		189		190		190	
Saturdays	39		39		37		39		38		37	
Sundays	38		39		38		39		39		38	
No Service	1		1		9		1		1		3	
Stats	5		5		5		5		5		5	
	<b>273</b>		<b>273</b>		<b>274</b>		<b>273</b>		<b>273</b>		<b>273</b>	

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

**ST. JOHN'S TRANSPORTATION COMMISSION**  
 MONTHLY REVENUE RIDERSHIP STATISTICS (EXCLUDES TRANSFERS DATA)  
 FROM JANUARY 2017 to DECEMBER 2022



Month	2018		2019		2020		2021		2022		2023		
	2018	Percentage change 2017/2018	2019	Percentage change 2018/2019	2020	Percentage change 2019/2020	2021	Percentage change 2020/2021	2022	Percentage change 2021/2022	2023	Percentage change 2022/2023	
January	222,408	1.84%	236,644	6.40%	209,658	-11.40%	146,552	-30.10%	129,588	-11.58%	297,214	129.35%	25.60%
February	196,837	4.83%	211,826	7.61%	265,263	25.23%	87,564	-66.99%	176,418	101.47%	253,201	43.52%	19.53%
March	222,806	-7.09%	246,623	10.69%	171,362	-30.52%	99,088	-42.18%	221,458	123.50%	328,353	48.27%	33.14%
April	205,728	6.91%	219,821	6.85%	53,859	-75.50%	128,706	138.97%	212,487	65.09%	300,773	41.55%	36.83%
May	203,580	-3.65%	226,291	11.16%	63,239	-72.05%	149,872	136.99%	244,912	63.41%	331,108	35.19%	46.32%
June	202,872	-0.57%	218,751	7.83%	95,352	-56.41%	158,106	65.81%	254,258	60.81%	327,995	29.00%	49.94%
July	209,506	8.03%	223,562	6.71%	124,516	-44.30%	160,945	29.26%	250,778	55.82%	317,014	26.41%	41.80%
August	219,859	7.63%	233,520	6.21%	130,537	-44.10%	173,395	32.83%	264,959	52.81%	321,763	21.44%	37.79%
September	248,466	4.54%	275,090	10.72%	138,690	-49.58%	207,853	49.87%	305,212	46.84%	381,107	24.87%	38.54%
October	261,538	8.17%	282,342	7.95%	152,972	-45.82%	212,409	38.85%	318,079	49.75%			
November	247,460	4.73%	260,755	5.37%	144,602	-44.54%	219,831	52.02%	312,105	41.97%			
December	189,948	4.91%	210,393	10.76%	140,066	-33.43%	167,506	19.59%	270,450	61.46%			
Year-to-date	<u>1,932,062</u>	<u>784.70%</u>	<u>2,092,128</u>	<u>8.28%</u>	<u>1,252,476</u>	<u>-40.13%</u>	<u>1,312,081</u>	<u>4.76%</u>	<u>2,060,070</u>	<u>57.01%</u>	<u>2,858,528</u>	<u>38.76%</u>	<u>36.63%</u>
Total Year	<u>2,631,008</u>	<u>3.23%</u>	<u>2,845,618</u>	<u>8.16%</u>	<u>1,690,116</u>		<u>1,911,827</u>		<u>2,960,704</u>		<u>2,858,528</u>		

ST. JOHN'S TRANSPORTATION COMMISSION  
MOUNT PEARL SUMMARY REPORT  
SEPTEMBER, 2023



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YTD BUDGET	VARIANCE
<b>REVENUES</b>						
Passenger Revenue	\$27,714	\$20,895	\$6,819	\$223,899	\$186,498	\$37,401
City of Mount Pearl Billing	83,132	91,040	(7,908)	814,641	860,870	(46,229)
<b>Total Revenue</b>	<b>\$110,846</b>	<b>\$111,935</b>	<b>(\$1,089)</b>	<b>\$1,038,540</b>	<b>\$1,047,368</b>	<b>(\$8,828)</b>
<b>*Less Variable Expenses</b>						
Operating Expenses	\$51,931	\$55,117	\$3,186	\$472,996	\$531,754	\$58,758
Maintenance Expenses	18,248	17,334	(914)	190,390	171,435	(18,955)
Finance & Admin. Expenses	15,058	15,822	764	156,854	157,922	1,068
<b>Total Expenses</b>	<b>\$85,237</b>	<b>\$88,273</b>	<b>\$3,036</b>	<b>\$820,240</b>	<b>\$861,111</b>	<b>\$40,871</b>
<b>Total Overhead Contribution</b>	<b>\$25,609</b>	<b>\$23,662</b>	<b>\$1,947</b>	<b>\$218,300</b>	<b>\$186,257</b>	<b>\$32,043</b>
Mount Pearl Kilometers	14,451.9	14,598.4	(146.5)	135,402.9	136,592.4	(1,189.5)
Cost per Kilometer	\$7.67	\$7.67		\$7.67	\$7.67	
Riders Per Hour^ - Route 21	34.3					
Riders Per Hour^ - Route 22	25.3					
^ Riders per hour average:						
	<b>Route 21</b>	<b>Route 22</b>				
2016	20.6	16.6				
2017	19.6	15.7				
2018	18.7	15.1				
2019	20.1	17.6				
2020	13.5	10.6				
2021	16.6	12.6				
2022	20.8	18.4				
2023	28.7	24.2				
<b>2015-2023</b>	<b>19.6</b>	<b>16.1</b>				

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

ST. JOHN'S TRANSPORTATION COMMISSION  
 PARADISE SUMMARY REPORT  
 SEPTEMBER, 2023



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YTD BUDGET	VARIANCE
<b>REVENUES</b>						
Passenger Revenue	\$3,388	\$1,768	\$1,620	\$20,935	\$40,076	(\$19,141)
Town of Paradise Billing	24,403	26,030	(1,627)	232,568	215,628	16,940
<b>Total Revenue</b>	<b>\$27,791</b>	<b>\$27,798</b>	<b>(\$7)</b>	<b>\$253,502</b>	<b>\$255,704</b>	<b>(\$2,202)</b>
<b>*Less Variable Expenses</b>						
Operating Expenses	\$13,020	\$13,688	\$668	\$115,562	\$129,815	\$14,253
Maintenance Expenses	4,575	4,305	(270)	46,509	41,851	(4,658)
Finance & Admin. Expenses	3,775	3,929	154	38,293	38,550	257
<b>Total Expenses</b>	<b>\$21,370</b>	<b>\$21,922</b>	<b>\$552</b>	<b>\$200,364</b>	<b>\$210,216</b>	<b>\$9,852</b>
<b>Total Overhead Contribution</b>	<b>\$6,421</b>	<b>\$5,876</b>	<b>\$545</b>	<b>\$53,138</b>	<b>\$45,488</b>	<b>\$7,650</b>
Paradise Kilometers	3,623.4	3,625.4	(2.0)	33,051.2	33,349.6	(298.4)
Cost per Kilometer	\$7.67	\$7.67		\$7.67	\$7.67	
Riders Per Hour*	20.7					
* Riders per hour average:						
2016 (Jun-Dec)	7.2					
2017	7.7					
2018	7.2					
2019	6.9					
2020	4.0					
2021	5.0					
2022	9.3					
2023	14.2					
<b>2016-2023</b>	<b>7.5</b>					

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



ST. JOHN'S TRANSPORTATION COMMISSION  
 CHARTER FINANCIAL STATEMENTS  
 SEPTEMBER, 2023



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
<b>REVENUES</b>						
Charter Revenue	\$10,443	\$7,000	\$3,443	\$30,913	\$35,700	(\$4,787)
<b>Total Revenue</b>	<b>\$10,443</b>	<b>\$7,000</b>	<b>\$3,443</b>	<b>\$30,913</b>	<b>\$35,700</b>	<b>(\$4,787)</b>
<b>EXPENSES</b>						
Operators Salary Expense	\$2,771	\$2,280	(\$491)	\$10,410	\$11,580	\$1,170
Operation's Salaries Expense	300	300	0	1,400	1,600	200
Diesel Fuel Expense	543	760	217	2,637	3,880	1,243
Maintenance Expenses *	1,688	1,120	(568)	5,110	5,710	600
Meals & Miscellaneous Expenses	0	0	0	0	0	0
Marketing Expense	0	300	300	0	650	650
Administration Expense	0	0	0	0	0	0
<b>Total Expenses</b>	<b>\$5,302</b>	<b>\$4,760</b>	<b>(\$542)</b>	<b>\$19,557</b>	<b>\$23,420</b>	<b>\$3,863</b>
<b>PROFIT / (LOSS)</b>	<b>\$5,141</b>	<b>\$2,240</b>	<b>\$2,901</b>	<b>\$11,356</b>	<b>\$12,280</b>	<b>(\$924)</b>

\* Maintenance Expenses include Garage Salaries, Wash Salaries, Stock Parts, Garage Expense, Bus Lubricants, Tire Expense, Bus Wash Expense.

ST. JOHN'S TRANSPORTATION COMMISSION  
 TRANSIT ADVERTISING FINANCIAL STATEMENT  
 SEPTEMBER, 2023



	ACTUAL	SEPTEMBER BUDGET	VARIANCE	ACTUAL	YEAR TO DATE BUDGET	VARIANCE
<b>REVENUES</b>						
Metrobus Transit Advertising	\$21,041	\$20,000	\$1,041	\$103,308	\$150,000	(\$46,692)
<b>Total Revenues</b>	<b>\$21,041</b>	<b>\$20,000</b>	<b>\$1,041</b>	<b>\$103,308</b>	<b>\$150,000</b>	<b>(\$46,692)</b>
<b>EXPENSES</b>						
Salaries	\$3,257	\$3,260	\$3	\$31,402	\$31,410	\$8
Sales Commission	2,217	2,110	(107)	10,864	15,990	5,126
Sign Production	(340)	580	920	(51)	5,220	5,271
Promotion	0	0	0	0	0	0
Vehicle	485	490	5	4,365	4,410	45
Telephone	52	60	8	434	540	106
Advertising	275	890	615	2,475	8,010	5,535
Sign Installations	443	630	187	4,247	5,670	1,423
Entertainment	0	190	190	33	1,710	1,677
Advertising Software	360	360	0	3,240	3,240	0
<b>Total Expenses</b>	<b>\$6,749</b>	<b>\$8,570</b>	<b>\$1,821</b>	<b>\$57,009</b>	<b>\$76,200</b>	<b>\$19,191</b>
<b>PROFIT / (LOSS)</b>	<b>\$14,292</b>	<b>\$11,430</b>	<b>\$2,862</b>	<b>\$46,299</b>	<b>\$73,800</b>	<b>(\$27,501)</b>
Contra Transit Advertising Revenue	\$2,250	\$2,250	\$0	\$20,250	\$20,250	\$0
<b>TOTAL PROFIT / (LOSS)</b>	<b>\$16,542</b>	<b>\$13,680</b>	<b>\$2,862</b>	<b>\$66,549</b>	<b>\$94,050</b>	<b>(\$27,501)</b>

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ST. JOHN'S TRANSPORTATION COMMISSION  
KEY PERFORMANCE INDICATORS  
SEPTEMBER, 2023



KEY PERFORMANCE INDICATORS	9 MTH	9 MTH	9 MTH	9 MTH	9 MTH	TOTAL	TOTAL	TOTAL	TOTAL
	2023	2022	2021	2020	2019	2022	2021	2020	2019
PASSENGERS PER HOUR	32.27	23.36	16.12	15.64	23.74	25.04	17.17	15.61	24.21
ENERGY EFFIC. (Diesel / Rev Hours)	21.52	23.32	13.88	11.22	14.24	24.23	14.72	11.13	14.36
FINANCIAL PERFORMANCE (Op Rev / Op Cost)	36.3%	28.8%	25.1%	22.6%	31.7%	30.6%	26.9%	23.0%	32.7%
MAINTENANCE EFFIC. (Bus Maint / Rev Hours)	30.09	28.78	30.36	30.75	27.11	29.33	29.39	30.50	26.68
AVERAGE FARE (Low Income Pass incl.)	1.68	1.86	2.20	2.14	1.88	1.85	2.20	2.16	1.87
OPERATING REVENUE / HOUR	55.38	44.70	36.78	34.25	45.74	47.47	39.50	34.58	46.40
TOTAL COST PER RIDER	5.10	6.91	9.68	10.35	6.54	6.42	9.23	10.29	6.44

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ST. JOHN'S TRANSPORTATION COMMISSION  
KEY PERFORMANCE INDICATORS  
SEPTEMBER, 2023



KEY PERFORMANCE INDICATORS	9 MTH	% of	9 MTH	% of	9 MTH	% of	9 MTH	% of	9 MTH	% of	TOTAL	% of	TOTAL	% of	TOTAL	% of	TOTAL	
	2023	Paid Trips	2022	Paid Trips	2021	Paid Trips	2020	Paid Trips	2019	Paid Trips	2022	Paid Trips	2021	Paid Trips	2020	Paid Trips	2019	
BUS TRIPS (St. John's)	53,497	53.7%	49,879	61.1%	47,842	66.3%	36,023	61.1%	73,125	60.9%	68,185	58.8%	65,456	64.3%	52,523	61.6%	98,012	60.5%
TAXI TRIPS (St. John's)	40,202	40.3%	27,672	33.9%	21,431	29.7%	20,489	34.7%	42,569	35.4%	41,837	36.1%	31,768	31.2%	29,196	34.3%	58,085	35.8%
<b>TOTAL TRIPS (St. John's)</b>	<b>93,699</b>		<b>77,551</b>		<b>69,273</b>		<b>56,512</b>		<b>115,694</b>		<b>110,022</b>		<b>97,224</b>		<b>81,719</b>		<b>156,097</b>	
NO SHOWS (St. John's)	5,942	6.0%	4,132	5.1%	2,855	4.0%	2,463	4.2%	4,404	3.7%	6,023	5.2%	4,499	4.4%	3,516	4.1%	5,985	3.7%
<b>TOTAL PAID TRIPS (St. John's)</b>	<b>99,641</b>		<b>81,683</b>		<b>72,128</b>		<b>58,975</b>		<b>120,098</b>		<b>116,045</b>		<b>101,723</b>		<b>85,235</b>		<b>162,082</b>	
CANCELLATIONS (St. John's)	64,903	65.1%	39,650	48.5%	34,168	47.4%	61,360	104.0%	50,287	41.9%	58,465	50.4%	48,379	47.6%	71,522	83.9%	70,239	43.3%
GOBUS rides on METROBUS	23,944	24.0%	19,439	23.8%	14,553	20.2%	9,599	16.3%	17,695	14.7%	26,263	22.6%	20,396	20.1%	12,618	14.8%	23,976	14.8%
TOTAL COST PER RIDER (St. John's)	28.65		35.53		32.24		32.42		30.21		35.29		32.21		31.91		30.06	

**REVENUES**

	<b>2023</b>	<b>2022</b>	<b>Variance</b>
PASSENGER REVENUE			
\$186,064			
Cash Revenue	\$106,764	\$110,187	(\$3,423)
10-Ride Passes	\$147,308	\$126,882	\$20,426
Monthly Passes	\$343,872	\$255,490	\$88,382
Other (double-rides, Go-Cards, etc)	\$10,745	\$5,573	\$5,173
M-Card fees	\$9,512	\$8,834	\$678
Credits / Discounts / Allocations	(\$7,105)	(\$3,019)	(\$4,086)
Commission Paid	(\$4,143)	(\$3,780)	(\$363)
<b>Total Revenue</b>	<b>\$606,954</b>	<b>\$500,167</b>	<b>\$106,787</b>

- ☆ Cash revenue down 3% from last year while cash ridership was down 0.6%.
- ☆ 10-Ride pass revenue was up 16% from last year. 10-Ride riders were up 18% & sales were up 16%.
- ☆ Monthly pass revenue was up 35% from last year. Monthly riders were up 48% & sales were up 35%.
- ☆ LIF riders were up 13% from 2022.
- ☆ Ridership of 461,855 was 27% higher than 2022 (363,367) and 33% higher than budget (347,750).  
*NOTE: There were 20 week days in 2023 vs 21 in 2022.*
- ☆ Avg fare (incl. LIFT) of \$1.65 compared to \$1.80 last year and \$1.68 budget.
- ☆ Rides per pass ratio was 31.1 (LIFT passes incl.) compared to 26.2 last year and 45.2 in 2019.
- ☆ Revenue source percentages with historical comparison:

2023	13.1%	14.6%	46.9%	25.5%
2022	17.6%	16.3%	38.5%	27.6%
2021	18.9%	16.3%	32.1%	32.6%
2020	31.4%	17.8%	50.1%	0.8%
2019	26.8%	16.8%	56.4%	0.0%
2018	30.0%	16.8%	53.2%	0.0%

- LOW INCOME PASS REVENUE (\$792) ☆ 7,297 active cards at end of month - 104,427 rides this month (23% of total rides).
- ON DEMAND PILOT GRANT \$5,000 ☆ Recognizing \$5,000 for next 8 months - funds received from Memorial University.
- MOUNT PEARL REVENUE (\$7,908) ☆ Ridership revenues higher than budget, resulting in lower direct billing.  
*(See Mount Pearl statement for more information).*
- OTHER INCOME \$16,252 ☆ Interest earned on bank balance higher than budget. \$17,113

**OPERATIONS DEPT**

OPERATORS SALARIES	☆ More operator hours at lower pay scale than budgeted.	\$12,229
\$16,499	☆ Operators on RTW in call centre.	(\$7,263)
	☆ Vacation weeks less than budget (16 vs 30).	\$18,922
	☆ Two on-demand shifts not budgeted for the month.	(\$11,151)
	☆ Weekly overshift higher than budget.	(\$5,313)
	☆ OT, Stat, temp pay, net of docked time, higher than budget.	\$9,759
		<b>\$17,184</b>

ST. JOHN'S TRANSPORTATION COMMISSION

BUDGET VARIANCES (CONTINUED...)

SEPTEMBER, 2023



DIESEL FUEL EXPENSE	☆ Budgeted Usage:	153,048 litres @ \$2.5000 /L	\$382,620
\$90,201	☆ Actual Usage:	157,344 litres @ \$1.7859 /L	(\$281,001)
		<b>sub-total</b>	<b>\$101,619</b>
	☆ Federal Carbon tax due on July 1, 2023 Inventory		(\$7,246)
	☆ On Demand Bus Gasoline @ Depot		(\$4,173)
		<b>Total Variance</b>	<b>\$90,201</b>
	☆ Volume Variance:	(153,048 - 157,344) @ \$2.5000 /L	(\$10,740)
	☆ Price Variance:	157,344 @ (\$2.5000 - \$1.7859)	\$112,359
		<b>sub-total</b>	<b>\$101,619</b>
	☆ Federal Carbon tax due on July 1, 2023 Inventory		(\$7,246)
	☆ On Demand Bus Gasoline @ Depot		(\$4,173)
		<b>Total Variance</b>	<b>\$90,201</b>
	☆ Actual burn was 63.8 L / 100KM vs budget of 58.0 L / 100KM.		
	☆ Actual total KM was 248,980 vs budget of 265,500.		

**MAINTENANCE DEPT**

GARAGE SALARIES	☆ Four positions empty for month or part of month.	\$21,960	
\$22,029	☆ Several positions at lower scale (including wage subsidy received).	\$6,630	
	☆ Overtime (net of docked time) higher than budget.	(\$5,930)	
		<b>\$22,660</b>	
STOCK PARTS EXPENSE	☆ Expenses continue to be higher than budget.		
(\$5,793)	☆ Higher costed non-inventoried expenses include:		
	☆ Repairs to on-demand Bus 1737	(\$5,905)	
	☆ Bus wraps for on-demand buses.	(\$2,821)	
GARAGE EXPENSE	☆ Contractual foreman support costs not budgeted.	(\$7,815)	
(\$10,357)			
UTILITIES EXPENSE	☆ Messenger Drive electricity	BUDGET	\$19,000
\$5,204	☆ Messenger Drive electricity	ACTUAL	(\$14,356)
	Messenger Drive water	BUDGET	\$1,500
	Messenger Drive water	ACTUAL	(\$940)
			<b>\$5,204</b>
	☆ Current billing had 97,500 kWh & 610 kVA & while last year had 93,000 kWh & 700 kVA		

**FINANCE & HUMAN RESOURCES**

PENSION EXPENSE	☆ Fewer union EE's - empty maintenance positions and operators not yet in pension meaning lower pension expenses.	
\$18,874	☆ ER rate change from budget.	
		Budget      Actual
	Union	138.8%      105.0%
	Non Union	188.8%      156.9%

ST. JOHN'S TRANSPORTATION COMMISSION

BUDGET VARIANCES (CONTINUED...)

SEPTEMBER, 2023



CAPITAL OUT OF REVENUE (\$301,070)	<ul style="list-style-type: none"> <li>☆ M-Card validator upgrade payment # 1.</li> <li>☆ Radio System upgrade milestone # 1.</li> <li>☆ Garival - Fareboxes for on-demand buses.</li> </ul>	(\$114,036) (\$140,317) (\$66,717) <hr/> (\$321,070)
---------------------------------------	--	---

BANK LOAN INTEREST \$9,241	<ul style="list-style-type: none"> <li>☆ Budget Rate of 5.75%. Actual Rate of 6.38%.</li> <li>☆ New debt forecasted for August 2023 not yet taken.                             <ul style="list-style-type: none"> <li>☆ On-board Announcement System \$425,000</li> <li>☆ Community Bus \$50,000</li> <li>☆ Radio System Upgrade \$150,000</li> <li>☆ Hybrid buses (8) \$1,550,000</li> </ul> </li> </ul>
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BANK LOAN PAYMENT \$10,000	<ul style="list-style-type: none"> <li>☆ New debt forecasted for August 2023 not yet taken.                             <ul style="list-style-type: none"> <li>☆ On-board Announcement System</li> <li>☆ Community Bus</li> <li>☆ Radio System Upgrade</li> <li>☆ Hybrid buses (8)</li> </ul> </li> </ul>
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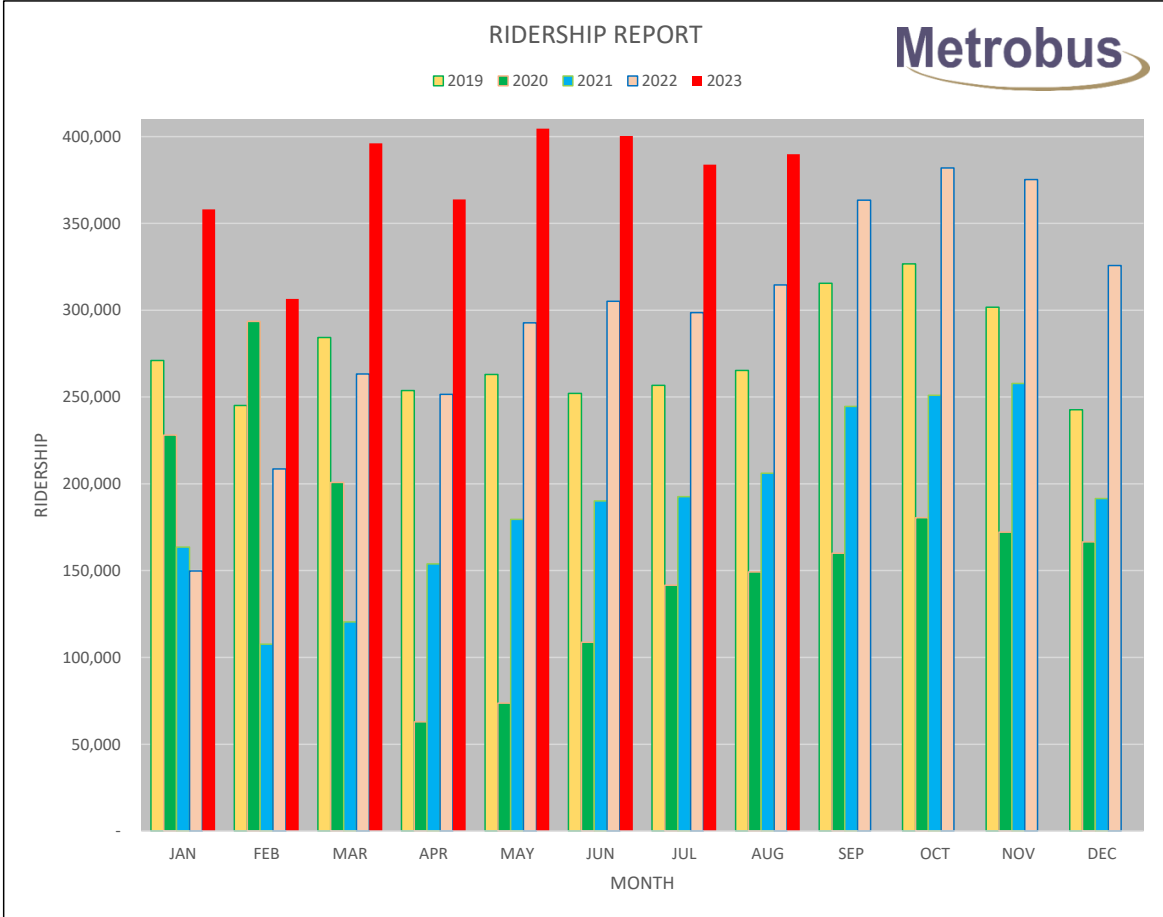
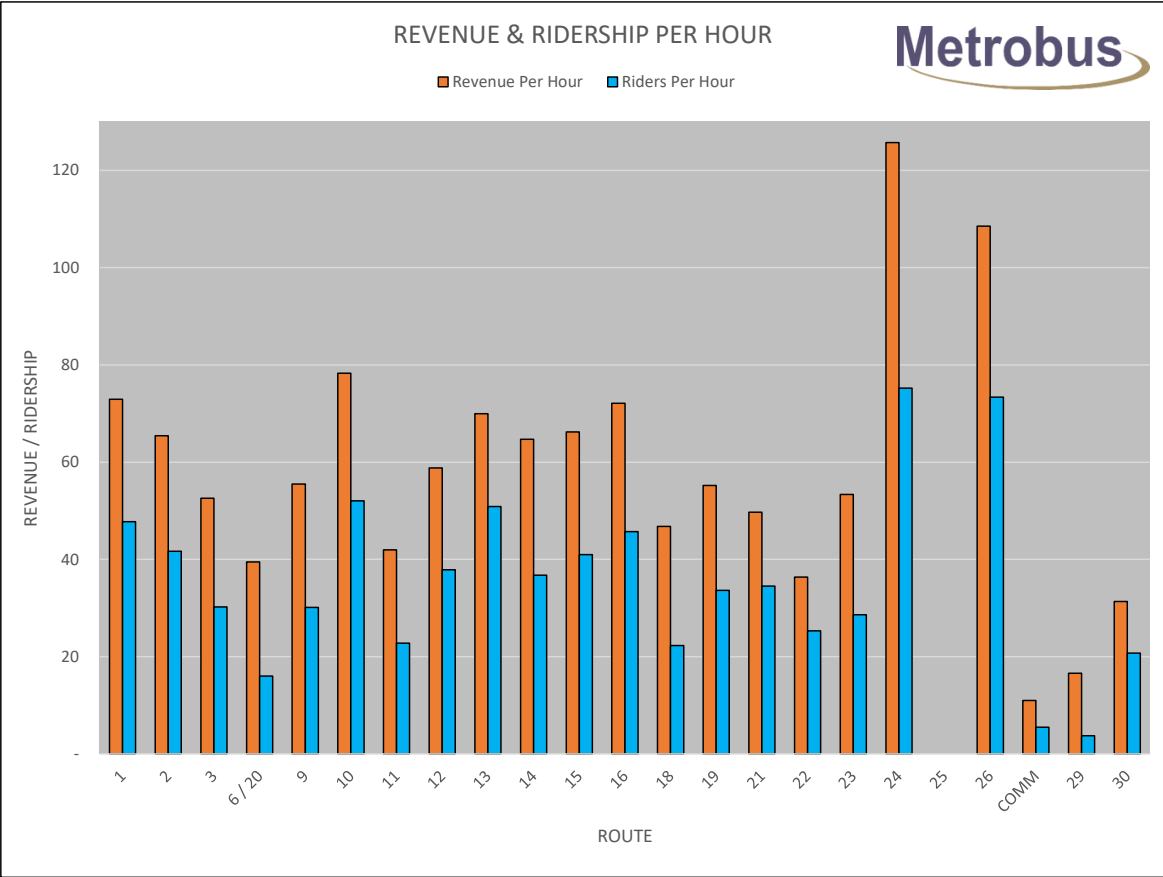
**GOBUS**

LOW INCOME PASS REVENUE \$792	<ul style="list-style-type: none"> <li>☆ 548 active Go-Cards at the end of the month representing 6.9% of all active LIFT cards.</li> </ul>
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CONTRACTOR SUBSIDY EXP \$70,016	<ul style="list-style-type: none"> <li>☆ BUDGET - Ridership Bus: 8,680 rides @ \$26.06 \$226,200</li> <li>☆ BUDGET - Ridership Taxi: 3,720 rides @ \$23.99 \$89,240</li> <li>☆ BUDGET - No Shows: 370 rides @ \$13.03 \$4,820</li> </ul> <hr/> <ul style="list-style-type: none"> <li>☆ ACTUAL - Ridership Bus: 5,769 rides @ \$26.06 (\$150,340)</li> <li>☆ ACTUAL - Ridership Taxi: incl. taxi no shows. 4,295 rides @ \$22.11 (\$94,927)</li> <li>☆ ACTUAL - No Shows: 382 rides @ \$13.03 (\$4,977)</li> </ul> <hr/> (\$250,245)	<hr/> \$320,260 <hr/> (\$250,245) <hr/> \$70,016
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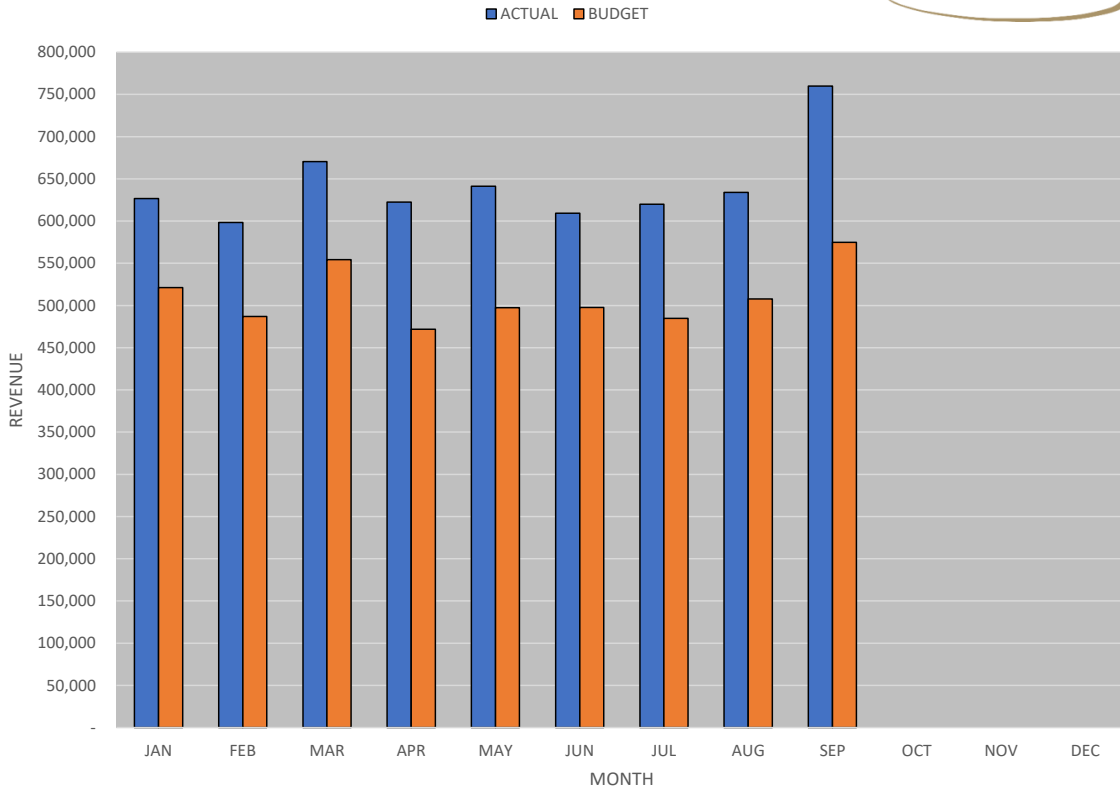
GASOLINE EXPENSE \$13,157	<ul style="list-style-type: none"> <li>☆ Budgeted Usage: 29,170 litres @ \$1.5300 / L \$44,630</li> <li>☆ Actual Usage: 20,730 litres @ \$1.5182 / L (\$31,473)</li> </ul> <hr/> \$13,157	<hr/> \$44,630 (\$31,473) <hr/> \$13,157
	<ul style="list-style-type: none"> <li>☆ Volume Variance: (29,170 - 21,011) @ \$1.5300 / L \$12,913</li> <li>☆ Price Variance: 21,011 @ (\$1.5300 - \$1.4818) / L \$244</li> </ul> <hr/> \$13,157	<hr/> \$12,913 \$244 <hr/> \$13,157

MISCELLANEOUS EXPENSE (\$5,634)	<ul style="list-style-type: none"> <li>☆ Go-Card allocation for rides on Metrobus higher than budgeted (3,598 vs 1,460).</li> </ul>
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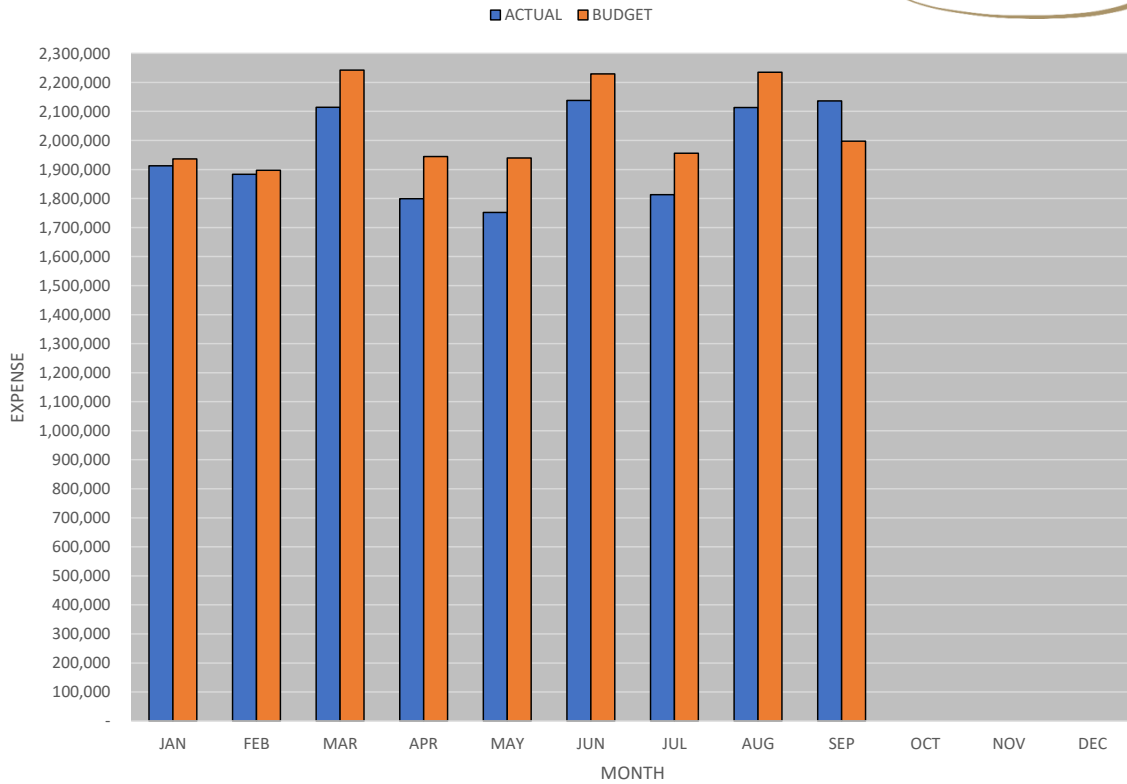




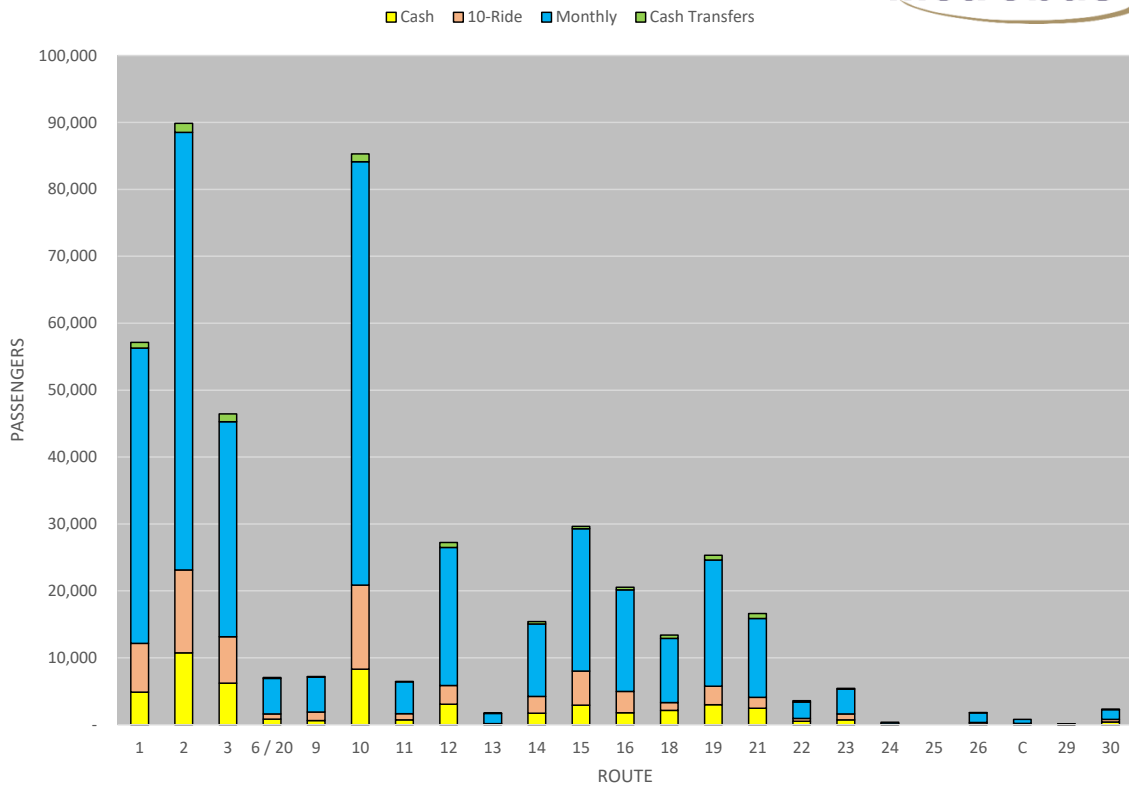
REVENUE REPORT



EXPENSE REPORT



TOTAL PASSENGERS BY ROUTE



ROUTE	REVENUE HOURS	DIRECT BILLING	REVENUE	COST	RC RATIOS	
					MONTHLY	YTD
1	1,178.95		\$85,996.73	\$173,359.88	0.50	0.35
2	2,124.08		\$138,977.05	\$312,337.47	0.44	0.39
3	1,497.80		\$78,730.05	\$220,245.50	0.36	0.32
6	432.95		\$17,082.91	\$63,663.57	0.27	0.23
9	236.60		\$13,129.62	\$34,791.08	0.38	0.27
10	1,615.82		\$126,531.28	\$237,599.87	0.53	0.41
11	281.60		\$11,810.10	\$41,408.15	0.29	0.25
12	699.91		\$41,148.13	\$102,918.97	0.40	0.33
13	33.25		\$2,326.72	\$4,889.28	0.48	0.31
14	409.55		\$26,507.77	\$60,222.69	0.44	0.34
15	714.24		\$47,291.89	\$105,026.14	0.45	0.34
16	440.55		\$31,759.04	\$64,781.12	0.49	0.34
18	579.41		\$27,116.80	\$85,199.92	0.32	0.27
19	731.73		\$40,384.12	\$107,597.97	0.38	0.31
21	459.95	\$58,423.96	\$22,861.93	\$67,633.81	0.34	0.27
22	133.40	\$24,708.31	\$4,851.87	\$19,615.94	0.25	0.23
23	186.25		\$9,933.91	\$27,387.32	0.36	0.30
24	4.75		\$597.27	\$698.47	0.86	0.52
26	24.17		\$2,623.34	\$3,554.10	0.74	0.38
28	146.03	\$0.00	\$1,606.70	\$9,883.00	0.16	0.19
29	304.00	\$5,000.00	\$5,043.37	\$44,701.98	0.11	0.11
30	108.17	\$24,403.00	\$3,388.43	\$15,905.97	0.21	0.13
	<b>12,343.16</b>	<b>\$112,535.27</b>	<b>\$739,699.02</b>	<b>\$1,803,422.18</b>	<b>0.41</b>	<b>0.33</b>

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

\$147.06

Total Expenses	\$2,057,142
Debt Interest	\$9,379
Debt Payment	\$70,000

