Revenue Overview
We are projecting customer revenue to grow supported by our Navigator payment system and our Universal Access program. We will also see an increase in New York State Operating Assistance following a successful statewide advocacy campaign along with dedicated revenue sources to pay for new services.

<table>
<thead>
<tr>
<th>Revenue Item</th>
<th>Budget FY2020</th>
<th>Budget FY2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Assistance</td>
<td>$35,966,034</td>
<td>$60,648,544</td>
</tr>
<tr>
<td>Customer Revenue</td>
<td>$18,890,000</td>
<td>$20,634,667</td>
</tr>
<tr>
<td>Mortgage Recording Tax</td>
<td>$11,250,000</td>
<td>$11,250,000</td>
</tr>
<tr>
<td>Facilities</td>
<td>$3,539,437</td>
<td>$3,537,061</td>
</tr>
<tr>
<td>Other</td>
<td>$1,008,500</td>
<td>$1,500,000</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$90,176,235</strong></td>
<td><strong>$97,702,842</strong></td>
</tr>
</tbody>
</table>

Expense Overview
Expenses will grow by 8.3%, driven by wages and benefits, support services, purchased transportation and other spending lines. This comes as we hire more bus operators and support positions to grow our service network.

<table>
<thead>
<tr>
<th>Expense Item</th>
<th>Budget FY2020</th>
<th>Budget FY2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wages</td>
<td>$44,856,774</td>
<td>$48,377,073</td>
</tr>
<tr>
<td>Benefits</td>
<td>$19,175,225</td>
<td>$20,587,463</td>
</tr>
<tr>
<td>Maintenance &amp; Operations</td>
<td>$19,337,683</td>
<td>$15,210,052</td>
</tr>
<tr>
<td>Energy</td>
<td>$5,152,294</td>
<td>$5,669,378</td>
</tr>
<tr>
<td>Purchased Transportation</td>
<td>$5,815,359</td>
<td>$6,665,359</td>
</tr>
<tr>
<td>Insurance</td>
<td>$1,029,600</td>
<td>$1,083,767</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$90,176,235</strong></td>
<td><strong>$97,702,842</strong></td>
</tr>
</tbody>
</table>

2022 FISCAL YEAR OPERATING & CAPITAL PLAN

**Budget Highlights**

- **$11.2M** vehicle replacement fund including the series electric fleet (due to a combination of General Assembly support and MOU)
- **$200K** increase in State Operating Assistance
- **$400K** Increase in capital support
- **$1.2M** capital funding to support capital needs
- **$80K** increase in New York State Operating Assistance
- **$150K** in additional funding for capital
- **$12M** in new vessel funding

**Other Revenue**

- Increased fares to support CDTA operations in the Capital Region
- New York State Operating Assistance increase
- Additional funding for capital needs
- Reporting changes in the Universal Access
- Increased fares in the Capital Region
- Increased fares in the Capital Region
- Increased fares in the Capital Region

**Capital Plan**

- $150K capital funding for new technology
- $100K capital funding for new technology
- $50K capital funding for new technology
- $25K capital funding for new technology
- $10K capital funding for new technology
- $5K capital funding for new technology
- $2K capital funding for new technology
- $1K capital funding for new technology
- $500 capital funding for new technology
- $100 capital funding for new technology
- $50 capital funding for new technology

**Key Capital Projects**

- $1.2M vehicle replacement fund
- $200K increase in State Operating Assistance
- $400K increase in capital support
- $1.2M capital funding to support capital needs
- $80K increase in New York State Operating Assistance
- $150K in additional funding for capital
- $12M in new vessel funding

**Operating & Capital Plan**

- 2022 FISCAL YEAR OPERATING & CAPITAL PLAN

**Making Regional Mobility a Priority**

Note: This budget was passed prior to the onset of the COVID-19 virus, which changed the way society functions and how public transit operates. We are working to support those who need us most while taking care of our employees. We do not know the full effect of the response to the virus on our company; we will continue to be as diligent as we connect the Capital Region during this difficult time.

We provide a network of services that respond to the needs of the Capital Region. This network is financially sound, easy to support and flexible to changing conditions. The foundation of our company are those who work here — more than 70% men and women dedicated to providing the best service and introducing initiatives that keep CDTA responsive to community needs.

Our service network includes regular routes, bus rapid transit, express service, seasonal trolley, park and ride lots, and service for people with disabilities (STAR). This regional network connects people to work, services and recreation. We partner with the community to provide service for special events and regional economic development initiatives that can meet the transportation challenges of tomorrow.

As CDTA celebrates its 50th Anniversary, our results have been outstanding, with new fares being added to our menu and improved community support for what we do.