



## 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 efficient 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 the people who work here – more than 700 men and women dedicated to providing the best services and introducing initiatives that keep CDTA responsive to community needs.

Our service network includes regular routes, bus rapid transit, express service, seasonal trolleys, 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 travel choices being added to our menu and improved community support for what we do.

### 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.

Revenue Item	Budget FY2020	Budget FY2021
Government Assistance	\$55,866,104	\$60,648,544
Customer Revenue	\$18,800,000	\$20,651,667
Mortgage Recording Tax	\$11,250,000	\$11,250,000
Facilities	\$3,251,631	\$3,651,631
Other	\$1,008,500	\$1,501,000
<b>Total Revenue</b>	<b>\$90,176,235</b>	<b>\$97,702,842</b>

### Expense Overview

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

Expense Item	Budget FY2020	Budget FY2021
Wages	\$44,856,774	\$48,377,073
Benefits	\$19,715,225	\$20,697,463
Maintenance & Operations	\$13,437,683	\$15,210,072
Fuel	\$5,321,594	\$5,669,108
Purchased Transportation	\$5,815,359	\$6,665,359
Insurance	\$1,029,600	\$1,083,767
<b>Total Expenses</b>	<b>\$90,176,235</b>	<b>\$97,702,842</b>

### BUDGET HIGHLIGHTS

- \$11.2M** Mortgage Recording Tax (MRT) assumptions are the same as last year based (\$11.2 million) on forecasted economic conditions.
- Customer revenue is expected to increase as we introduce River Corridor BRT service and a hybrid Universal Access agreement with NYS.
- +\$400K** As we incorporate our bike share program into the operating budget, we expect an increase in naming rights advertising. This is a successful program and we are looking to expand and replace bikes.
- We plan to increase parking rates the Rensselaer Rail Station and anticipate additional revenue. Most of this increase will be reinvested in maintenance and exploring new technology.
- Our federal maintenance (5307) line will increase \$300,000 due to a formula increase. The percentage used in the operating budget (75%) will not change.
- We project modest increases in State Operating Assistance (STOA). We can use 5307 funding or some of the FY20 projected surplus for support.
- +8%** We have budgeted an 8% wage increase tied to a 3% contractual increase and new service positions.
- Plan changes to employee health care has kept this spending line in-check. We have kept projections for health care to less than 5%, which includes additional employees for new services.
- Other benefits are expected to increase by 5.5% to accommodate contributions to the employee pension plan. This includes a negotiated amount along with additional employees for new services.
- +\$1.2M** We are projecting a \$1.2 million increase to Professional Services; we are incorporating our bike share program into the operating budget; we will grow our advertising budget and improve security at our rail stations. The bike share program has corresponding revenue to offset expenses.
- Purchased Transportation has been underfunded and we are adjusting this to reflect actual costs. We anticipate being much closer to budget expectations this year.

# 2022 FISCAL YEAR OPERATING & CAPITAL PLAN

