



## 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

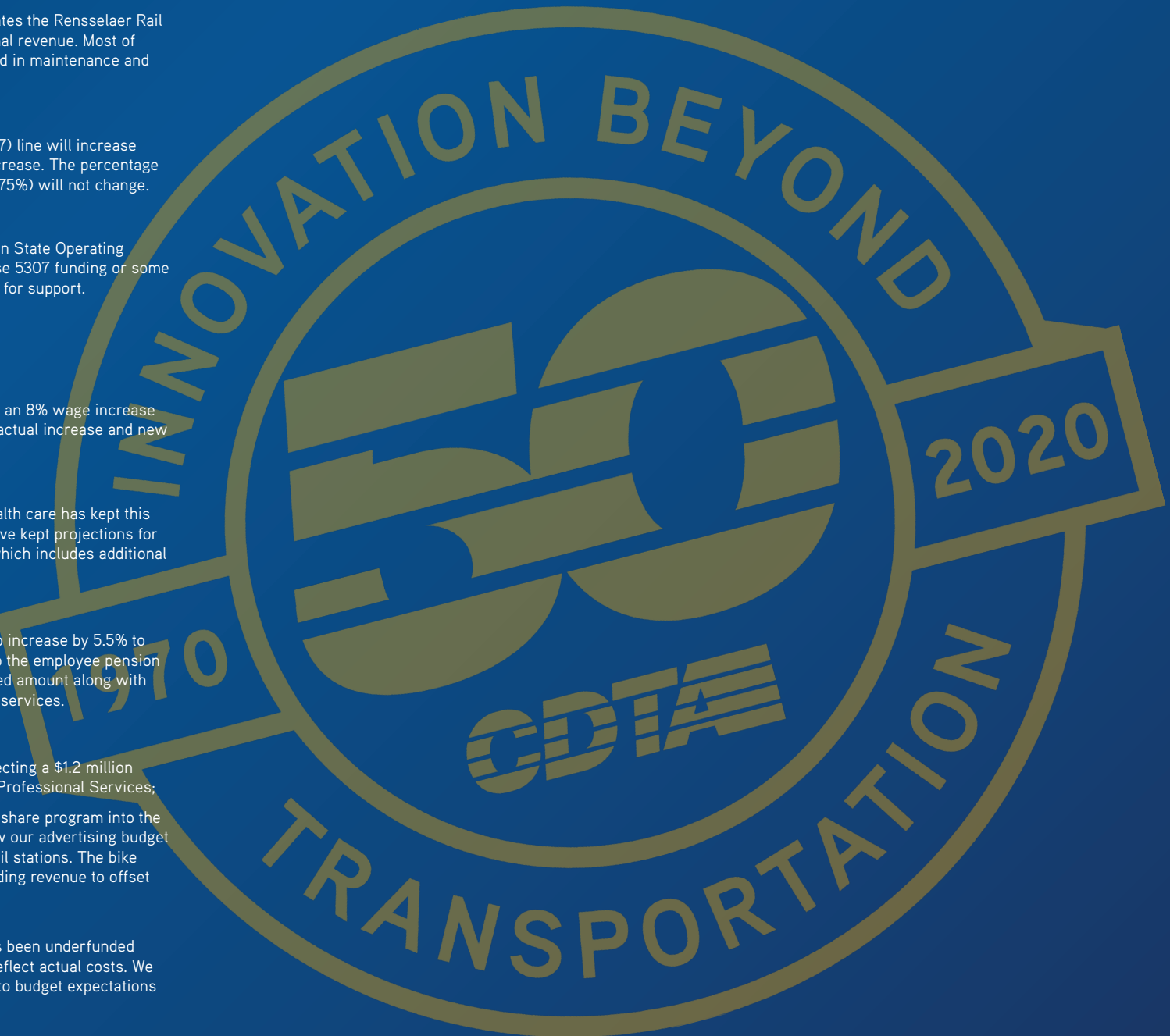
Expenses will grow by 8.3%, driven by wages and benefits, support services, purchased transportation and other spending lines. This comes about as we hire more bus operators and support positions to grow our service network.

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.

# 2021 FISCAL YEAR OPERATING & CAPITAL PLAN





To: CDTA Board Members, Customers, Employees, and Community Members

We are proud to present our Operating and Capital Plan for Fiscal Year 2021. The plan directs our menu of mobility options that connect the Capital Region community. The \$97.7 million spending plan maximizes resources and allows us to appropriate capital needs to serve our customers, employees and partners.

The budget includes a continued expansion of our service network, introduction of our second Bus Rapid Transit line, infusing electric buses into our fleet, and continued development of transit choices and innovative partnerships with employers and community leaders.

CDTA is the first transit property in upstate New York to operate 100% clean energy electric vehicles, which were delivered last summer. Governor Cuomo has asked all New York transit systems to electrify 25% of their fleets by 2025 and we have included purchase of additional electric vehicles in our capital plan.

We continue to deepen our mobility menu with the introduction of our newest service, *FLEX*. This service is a hybrid between fixed route and ridesharing using CDTA vehicles. Our pilot program is connecting customers to work, services and recreation and we are preparing a second *FLEX* service area in Southern Saratoga County.

Our BRT network will expand this year with the introduction of the Blue Line, which will travel along the River Corridor, connecting Albany, Troy and Cohoes. The project includes an expansion of our Troy Garage, new vehicles and on-street amenities. Work also continues along the Washington/Western Avenue corridor as we move closer to a 40-mile network of Bus Rapid Transit services.

Our Universal Access program drives revenue and opens doors for new partnerships. More than 20 major employers and universities work with us to provide access to employees and students. Their ID cards are recognized by our fare box system, which tracks rides and generates reporting data. These UA agreements generate nearly 30% of our ridership and are now reaching into the development community.

Our regional bike share program, CDPHP *Cycle!*, is coming off a banner year as ridership grew to more than 40,000 on the strength of 12,000 members. We continue to expand *Cycle!* with more bikes and innovative ways to promote it as an environmentally responsible travel mode.

All of this is happening as we prepare to celebrate our 50th Anniversary this August. We are proud of our workforce and we thank those that laid the foundation for our success over the last five decades. We are fueled by teamwork, commitment and the work ethic of our CDTA family, past and present.

Thank you.

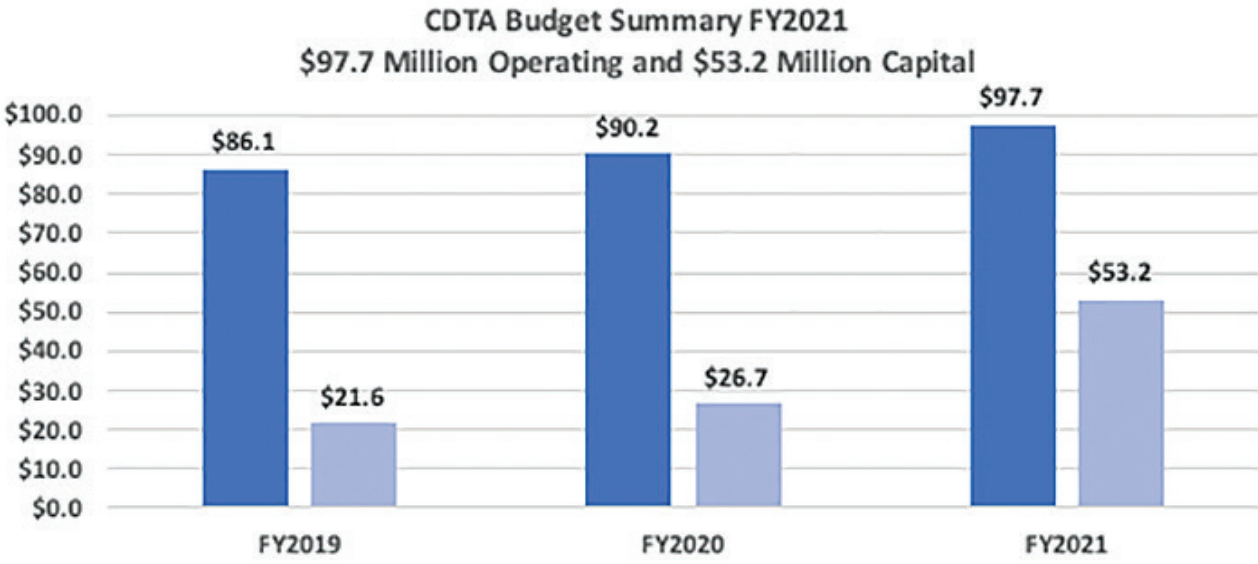
*Jaime Lahut*

Jaime Lahut  
CDTA Chairman of the Board

*Carm Basile*

Carm Basile  
CDTA Chief Executive Officer

BUDGET IN BRIEF



CDTA’s Fiscal Year 2021 Operating Budget is balanced, with revenue and expenses equaling \$97,702,842. Capital expenses will total \$53,235,363 with nearly \$40 million of that is too support our expanding BRT network.

The budget includes revenue from customer fares and universal access contracts, mortgage recording tax, federal assistance and state

funding for operations. Our major expense lines are wages and benefits, maintenance, fuel, purchased transportation, parts and supplies.

The capital budget uses federal and state grant funds as well as CDTA reserves (when applicable). Capital expenses include the vehicle purchases, design and construction of facilities, acquisition of information

and communication systems, and maintenance of equipment and facilities.

Capital programs for FY2021 include BRT network expansion, our annual fleet replacement including electric vehicles, expansion of CDPHP *Cycle!* and *FLEX* microtransit pilot along with construction of an in-house wellness center.



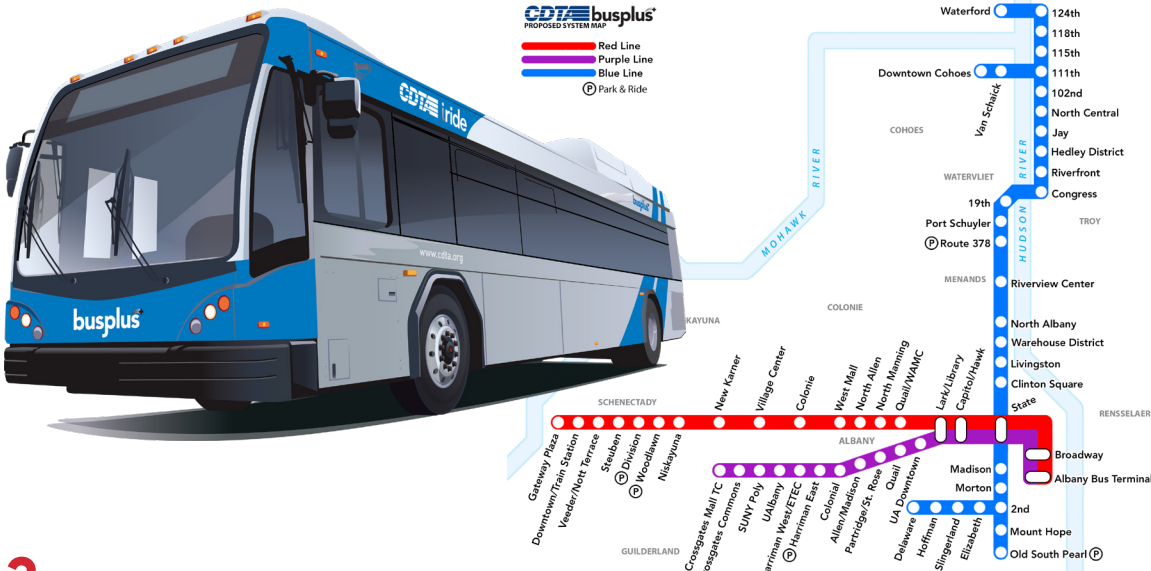
100% Clean Electric Bus



CDPHP Cycle! Bike



Regional Trolley Network



CAPITAL PLAN

\$53,235,363

Capital projects are for safety improvements throughout our system or to replace assets that are exceeding their useful life. Funding the fleet replacement program is a continuous need. The goal is to manage expenses, to maximize the useful life of our assets, and balance a five-year planning cycle.

Project Name	Type	2021
U Albany Downtown (Robin to Lake)	BRT	\$1,200,000
WWBRT - ETEC	BRT	\$4,480,115
River BRT	BRT	\$35,203,789
110 Driver Room	Facilities	\$100,000
Facilities Maintenance and Engineering	Facilities	\$150,000
Wellness Center	Facilities	\$200,000
Facilities Audit	Facilities	\$200,000
Street Amenities (Shelter Program)	Facilities	\$200,000
Troy Driver’s Locker/Bathroom	Facilities	\$300,000
Decommission Legacy Site	Information Technology	\$45,000
Information Technology	Information Technology	\$300,000
Park & Ride Lots	Operating	\$50,000
Car Share	Operating	\$110,000
Marketing iRide	Operating	\$200,000
Micro Transit Operations	Operating	\$250,000
Bike Share Expansion	Operating	\$250,000
VanPool	Operating	\$300,000
Vehicle Overhaul	Rolling Stock	\$200,000
Flex Vehicles	Rolling Stock	\$260,000
Lift Replacement	Rolling Stock	\$350,000
STAR Buses	Rolling Stock	\$570,000
Fleet Financing 2014	Rolling Stock	\$780,000
Fleet Financing 2012	Rolling Stock	\$930,000
NX Commuter Bus Replacement	Rolling Stock	\$1,100,000
Electric Buses	Rolling Stock	\$1,600,000
Bus Replacement Program	Rolling Stock	\$3,906,459

\$53,235,363

