



STATUS REPORT ~ FINANCIAL HIGHLIGHTS

Period Ending December 31, 2016

| All Mode Major Revenues | | | | | | | |
|---------------------------------|-------------------------|---------------------|-------------------------|--------------------------------------|-------------------------|---------------------|--------------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget collected to date | Annual Budget | YTD Actual | % of Budget collected to date |
| Operating Revenues: | | | | | | | |
| Total Fare (Cash) Revenues | \$4,717,010 | \$981,436 | (\$3,735,574) | 21% | \$4,659,140 | \$999,367 | 21% |
| Total Pass Revenues | 12,614,728 | \$2,491,099 | (10,123,629) | 20% | 12,542,271 | 2,994,244 | 24% |
| Advertising Income | 755,770 | 199,080 | (556,690) | 26% | 774,942 | 153,426 | 20% |
| Interest Income | 84,466 | 20,613 | (63,853) | 24% | 43,726 | 10,561 | 24% |
| Other Income | 476,683 | 157,563 | (319,120) | 33% | 562,776 | 85,685 | 15% |
| Ad Valorem | 34,788,573 | 31,687,075 | (3,101,498) | 91% | 34,884,712 | 29,278,320 | 84% |
| Federal Operating Grants | 12,342,000 | 70,115 | (12,271,885) | 1% | 9,793,406 | 59,650 | 1% |
| State Operating Grants | 5,827,256 | 150,602 | (5,676,654) | 3% | 5,319,707 | 130,815 | 2% |
| Local Operating Grants | 650,000 | 333,504 | (316,496) | 51% | 650,000 | 112,500 | 17% |
| Tampa Historic Streetcar, Inc. | 458,877 | 214,785 | (244,092) | 47% | 350,939 | 140,410 | 40% |
| Fund Balance - Operating | 0 | 0 | (0) | 0% | (1,556,140) | 0 | 0% |
| Total Operating Revenues | \$72,715,363 | \$36,305,872 | (\$36,409,491) | 50% | \$68,025,479 | \$33,964,978 | 50% |

| All Mode Major Expenses | | | | | | | |
|----------------------------------|-------------------------|---------------------|-------------------------|-------------------------------------|-------------------------|---------------------|-------------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget expended to date | Annual Budget | YTD Actual | % of Budget expended to date |
| Operating Expenses: | | | | | | | |
| Salaries and Wages | \$36,735,562 | \$11,530,877 | (\$25,204,685) | 31% | \$36,954,492 | \$10,510,482 | 28% |
| Fringe Benefits | 10,529,491 | 3,906,417 | (6,623,074) | 37% | 10,914,596 | 3,241,022 | 30% |
| Fuel and Oil | 5,199,962 | 1,008,534 | (4,191,428) | 19% | 4,895,138 | 1,141,944 | 23% |
| Parts and Supplies | 4,720,641 | 1,016,521 | (3,704,120) | 22% | 3,470,399 | 876,022 | 25% |
| Operational Contract Services | 4,600,701 | 1,565,537 | (3,035,164) | 34% | 2,878,443 | 678,851 | 24% |
| Administrative Contract Services | 1,882,290 | 281,744 | (1,600,546) | 15% | 1,122,529 | 139,764 | 12% |
| Legal Services | 610,595 | 73,600 | (536,995) | 12% | 481,715 | 66,592 | 14% |
| Marketing and Printing | 691,477 | 138,414 | (553,063) | 20% | 638,250 | 114,656 | 18% |
| Insurance Costs | 3,042,804 | 964,373 | (2,078,431) | 32% | 2,677,419 | 1,243,263 | 46% |
| Utilities | 1,010,530 | 249,889 | (760,641) | 25% | 857,290 | 186,830 | 22% |
| Taxes and Fees | 829,304 | 37,083 | (792,221) | 4% | 764,521 | 194,800 | 25% |
| Other Expenses | 2,862,006 | 881,752 | (1,980,254) | 31% | 2,370,687 | 807,470 | 34% |
| Total Operating Expenses | \$72,715,363 | \$21,654,741 | (\$51,060,622) | 30% | \$68,025,479 | \$19,201,696 | 28% |



“Mode Snapshots”

| Bus - Revenues | | | | | | | |
|-----------------------------------|-------------------------|---------------------|-------------------------|--------------------------------------|-------------------------|---------------------|--------------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget collected to date | Annual Budget | YTD Actual | % of Budget collected to date |
| <u>Operating Revenues:</u> | | | | | | | |
| Total Fare(Cash) Revenues | \$4,411,221 | \$913,725 | (\$3,497,496) | 21% | \$4,417,363 | \$930,347 | 21% |
| Total Pass Revenues | 11,716,750 | 2,296,061 | (9,420,689) | 20% | 11,716,750 | 2,803,592 | 24% |
| Total Other Revenues | 49,409,849 | 30,991,932 | (18,417,917) | 63% | 44,781,804 | 28,508,215 | 64% |
| Total Operating Revenues | \$65,537,820 | \$34,201,718 | (\$31,336,102) | 52% | \$60,915,917 | \$32,242,154 | 53% |

| Bus - Expenses | | | | | | | |
|-----------------------------------|-------------------------|---------------------|-------------------------|-------------------------------------|-------------------------|---------------------|-------------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget expended to date | Annual Budget | YTD Actual | % of Budget expended to date |
| <u>Operating Expenses:</u> | | | | | | | |
| Salaries | \$32,006,692 | \$10,046,230 | (\$21,960,462) | 31% | \$32,524,696 | \$9,234,733 | 28% |
| Fringe Benefits | 9,783,123 | 3,666,884 | (6,116,239) | 37% | 9,657,934 | 3,032,192 | 31% |
| Fuel and Oil | 4,865,408 | 948,975 | (3,916,433) | 20% | 4,459,082 | 1,083,466 | 24% |
| Parts and Supplies | 4,322,506 | 948,947 | (3,373,559) | 22% | 3,169,944 | 800,412 | 25% |
| Total Other Expenses | 14,560,091 | 3,864,798 | (10,695,293) | 27% | 11,104,260 | 3,335,913 | 30% |
| Total Operating Expenses | \$65,537,820 | \$19,475,834 | (\$46,061,986) | 30% | \$60,915,917 | \$17,486,716 | 29% |

| Paratransit - Revenues | | | | | | | |
|-----------------------------------|-------------------------|--------------------|-------------------------|--------------------------------------|-------------------------|--------------------|--------------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget collected to date | Annual Budget | YTD Actual | % of Budget collected to date |
| <u>Operating Revenues:</u> | | | | | | | |
| Total Fare(Cash) Revenues | \$157,585 | \$43,477 | (\$114,108) | 28% | \$157,585 | \$41,069 | 26% |
| Total Pass Revenues | 450,208 | 87,120 | (363,088) | 19% | 450,208 | 89,320 | 20% |
| Total Other Revenues | 4,750,989 | 1,514,113 | (3,236,876) | 32% | 4,924,640 | 1,210,238 | 25% |
| Total Operating Revenues | \$5,358,782 | \$1,644,710 | (\$3,714,072) | 31% | \$5,532,433 | \$1,340,627 | 24% |

| Paratransit - Expenses | | | | | | | |
|-----------------------------------|-------------------------|--------------------|-------------------------|-------------------------------------|-------------------------|--------------------|-------------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget expended to date | Annual Budget | YTD Actual | % of Budget expended to date |
| <u>Operating Expenses:</u> | | | | | | | |
| Salaries | \$3,584,156 | \$1,150,067 | (\$2,434,089) | 32% | \$3,589,606 | \$1,022,310 | 28% |
| Fringe Benefits | 598,547 | 187,427 | (411,120) | 31% | 1,024,220 | 167,849 | 16% |
| Fuel and Oil | 333,654 | 59,559 | (274,095) | 18% | 435,156 | 58,478 | 13% |
| Parts and Supplies | 232,275 | 34,800 | (197,475) | 15% | 148,621 | 44,984 | 30% |
| Total Other Expenses | 610,150 | 212,857 | (397,293) | 35% | 334,830 | 47,008 | 14% |
| Total Operating Expenses | \$5,358,782 | \$1,644,710 | (\$3,714,072) | 31% | \$5,532,433 | \$1,340,629 | 24% |



| Streetcar - Revenues | | | | | | | |
|---------------------------------|--------------------|------------------|----------------------|-------------------------------|--------------------|------------------|-------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget collected to date | Annual Budget | YTD Actual | % of Budget collected to date |
| Operating Revenues: | | | | | | | |
| Total Fare(Cash) Revenues | \$148,204 | \$24,234 | (\$123,970) | 16% | \$84,192 | \$27,951 | 33% |
| Total Pass Revenues | 447,770 | 107,918 | (339,852) | 24% | 375,313 | 101,332 | 27% |
| Total Other Revenues | 1,222,787 | 327,292 | (895,495) | 27% | 1,117,624 | 252,914 | 23% |
| Total Operating Revenues | \$1,818,761 | \$459,444 | (\$1,359,317) | 25% | \$1,577,129 | \$382,197 | 24% |

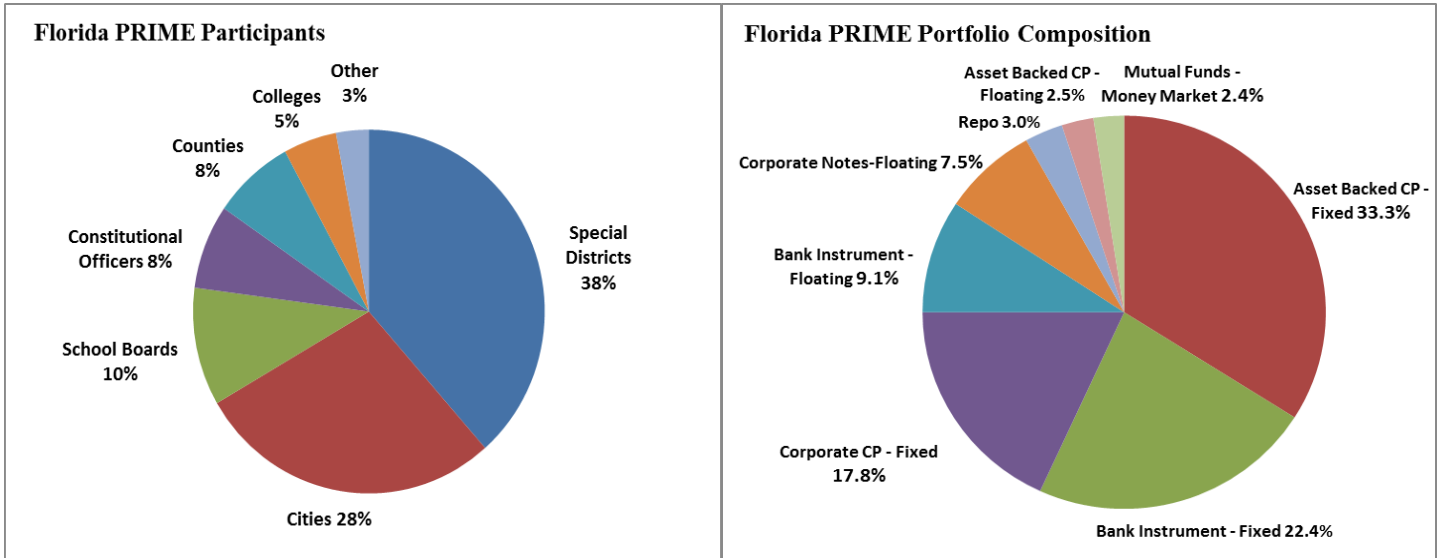
| Streetcar - Expenses | | | | | | | |
|---------------------------------|--------------------|------------------|----------------------|------------------------------|--------------------|------------------|------------------------------|
| | Fiscal Year 2017 | | | | Fiscal Year 2016 | | |
| | Annual Budget | YTD Actual | Budget to Actual | % of Budget expended to date | Annual Budget | YTD Actual | % of Budget expended to date |
| Operating Expenses: | | | | | | | |
| Salaries | \$1,144,715 | \$334,580 | (\$810,135) | 29% | \$840,189 | \$253,439 | 30% |
| Fringe Benefits | 147,821 | 52,106 | (95,715) | 35% | 232,442 | 40,981 | 18% |
| Fuel and Oil | 900 | 0 | (900) | 0% | 900 | 0 | 0% |
| Parts and Supplies | 165,860 | 32,774 | (133,086) | 20% | 151,834 | 30,626 | 20% |
| Total Other Expenses | 359,465 | 114,737 | (244,728) | 32% | 351,764 | 49,305 | 14% |
| Total Operating Expenses | \$1,818,761 | \$534,197 | (\$1,284,564) | 29% | \$1,577,129 | \$374,351 | 24% |

Investment Portfolio Overview

HART utilizes the State of Florida’s local government investment pool, Florida PRIME, as its primary source of cash holdings. Considered low-risk and conservative in its investment strategy, Florida PRIME allows HART to attain a higher yield compared to that of a typical bank cash-flow concentration account.

| HART Florida PRIME Performance - FY2017 | | | |
|---|--------------------|--------------------|---------------------|
| | Oct-16 | Nov-16 | Dec-16 |
| Interest Bearing Balance | \$3,707,034 | \$3,708,232 | \$23,821,644 |
| Interest Earned (included above) | <u>\$4,298</u> | <u>\$1,198</u> | <u>13,412</u> |
| Total SBOA (Florida PRIME) Investments | \$3,707,034 | \$3,708,232 | \$23,821,644 |
| <i>Yield Rates</i> | 0.86% | 0.85% | 0.90% |

The following charts represent Florida PRIME participation and portfolio composition for December 2016.



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