

## **STATUS REPORT ~ FINANCIAL HIGHLIGHTS**

*Period Ending October 31, 2018*

### ***Key Information Points:***

- We are 8% through the Fiscal Year with our target to trend as closely to that as possible with expenditures;
- Year to date operating expenses are at 8% of the annual budget

### ***Key Takeaways:***

- Total revenues below target which is customary for this period (no Ad Valorem receipts in Oct);
- Fare & Pass revenues, when combined, are on track with budget;
- Total expenses are at target
- Operational Contract Services and Insurance Costs are ahead of target due certain payments made that apply to the full year

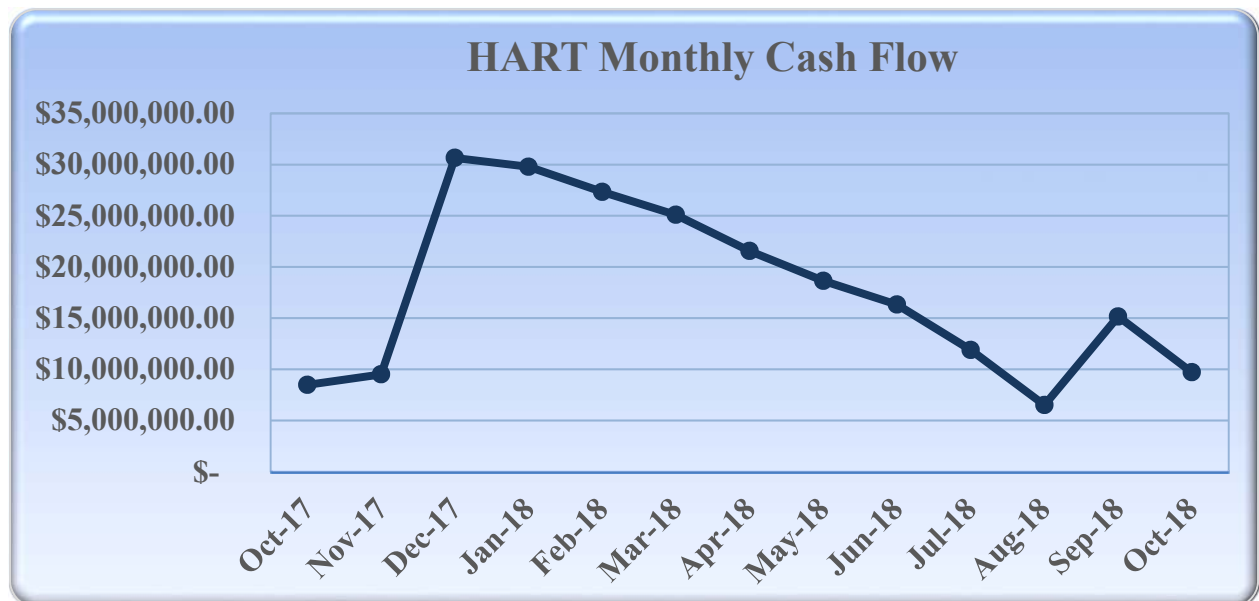


<b>All Mode Major Revenues</b>							
	<b>Fiscal Year 2019</b>				<b>Fiscal Year 2018</b>		
	<b>Annual Budget</b>	<b>YTD Actual</b>	<b>Budget to Actual</b>	<b>% of Budget collected to date</b>	<b>Annual Budget</b>	<b>YTD Actual</b>	<b>% of Budget collected to date</b>
<b>Operating Revenues:</b>							
Total Fare (Cash) Revenues	\$5,743,493	\$253,729	(\$5,489,764)	4%	\$3,462,602	\$282,482	8%
Total Pass Revenues	6,621,777	820,730	(5,801,047)	12%	10,418,155	801,780	8%
Advertising Income	936,472	1,170	(935,302)	0%	828,367	174,175	21%
Interest Income	199,180	21,258	(177,922)	11%	80,000	9,287	12%
Other Income	301,468	47,390	(254,078)	16%	774,330	7,556	1%
Ad Valorem	44,264,946	(268,638)	(44,533,584)	-1%	40,112,746	132	0%
Federal Operating Grants	12,582,352	0	(12,582,352)	0%	11,411,608	(46,522)	0%
State Operating Grants	7,694,318	263,437	(7,430,881)	3%	5,379,360	23,492	0%
Local Operating Contributions	2,976,000	37,500	(2,938,500)	1%	650,000	265,940	41%
Tampa Historic Streetcar, Inc.	618,578	173,570	(445,008)	28%	633,728	68,883	11%
Fund Balance - Operating	(3,010,842)	0	3,010,842	0%	(3,183,506)	0	0%
<b>Total Operating Revenues</b>	<b>\$78,927,742</b>	<b>\$1,350,146</b>	<b>(\$77,577,596)</b>	<b>2%</b>	<b>\$70,567,390</b>	<b>\$1,587,206</b>	<b>2%</b>
<b>All Mode Major Expenses</b>							
	<b>Fiscal Year 2019</b>				<b>Fiscal Year 2018</b>		
	<b>Annual Budget</b>	<b>YTD Actual</b>	<b>Budget to Actual</b>	<b>% of Budget expended to date</b>	<b>Annual Budget</b>	<b>YTD Actual</b>	<b>% of Budget expended to date</b>
<b>Operating Expenses:</b>							
Salaries and Wages	\$38,125,205	\$3,453,045	(\$34,672,160)	9%	\$36,399,248	\$3,398,535	9%
Fringe Benefits	15,523,756	1,031,563	(14,492,193)	7%	13,059,708	1,233,110	9%
Fuel and Oil	4,622,782	270,584	(4,352,198)	6%	3,324,951	183,670	6%
Parts and Supplies	4,401,503	216,881	(4,184,622)	5%	3,504,584	138,610	4%
Operational Contract Services	5,945,308	868,791	(5,076,517)	15%	4,925,243	1,098,043	22%
Administrative Contract Services	1,281,311	34,480	(1,246,831)	3%	1,612,533	33,216	2%
Legal Services	652,930	(25,918)	(678,848)	-4%	690,905	(2,739)	0%
Marketing and Printing	753,441	49,744	(703,697)	7%	533,935	41,923	8%
Insurance Costs	3,756,387	464,567	(3,291,820)	12%	3,447,475	668,157	19%
Utilities	1,073,149	2,863	(1,070,286)	0%	1,061,145	23,004	2%
Taxes and Fees	129,187	1,297	(127,890)	1%	145,351	(5,944)	-4%
Other Expenses	2,662,783	197,199	(2,465,584)	7%	1,862,312	78,138	4%
<b>Total Operating Expenses</b>	<b>\$78,927,742</b>	<b>\$6,565,097</b>	<b>(\$72,362,645)</b>	<b>8%</b>	<b>\$70,567,390</b>	<b>\$6,887,722</b>	<b>10%</b>

*Cash in the Bank Overview*

HART’s cash is managed in two accounts; for the primary account 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. The second account is a concentration account at Bank of America for receiving deposits and managing Payroll and Accounts Payable disbursements. The graphic below depicts the cash on hand as of the day listed, as it is fluid and changes day to day.

<b>CASH ON HAND (as of 10/31/18)</b>	
<u>Account</u>	<u>Total</u>
Florida Community Bank	\$ 2,303,409.78
SBOA	\$ 7,410,475.45
<b>Total</b>	<b>\$ 9,713,885.23</b>
<b>CURRENT CASH BALANCE</b>	<b>\$ 9,713,885.23</b>



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