AUGUST 2023
MONTHLY REPORT
CONNECTING COMMUNITIES. CREATING OPPORTUNITY. BEING KIND TO OUR PLANET.
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A. Introduction

This Monthly Report is intended to share performance data to the MST Board of Directors, our customers, and stakeholders, information regarding the overall performance of transit operations using the model developed by the Harvard Business School known as the “Triple Bottom Line.” In this model, companies measure their performance in the areas of “People, Planet, and Profit.” Using this model as a guide, MST presents this Monthly Report measuring data under the categories of People, Planet, and Performance.

Under the category of “People,” we share MST’s Service and Passenger Profile, Ridership on both fixed-route services and RIDES, and MST in the news.

Under the category of “Planet,” we share our positive impact on our planet in terms of GHG reduced from MST riders, single occupant vehicles removed from roads and highways, fleet transition to zero-emissions progress, and fuel conversion from diesel to renewable biofuel.

Under the category of “Performance,” we have included data in the areas of operations, maintenance of fleet and facilities, and finance.

Fixed-Route Performance Summary:

<table>
<thead>
<tr>
<th>SERVICE DELIVERED</th>
<th>SERVICE QUALITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ridership</td>
<td>238,508</td>
</tr>
<tr>
<td>Passengers/Vehicle Revenue Hour</td>
<td>12.6 On-Time Time Points</td>
</tr>
<tr>
<td>Revenue Miles</td>
<td>302,228 On-Time Passenger Departures</td>
</tr>
<tr>
<td>One-Way Trips Operated</td>
<td>28,661 Percent On-Time Departures</td>
</tr>
<tr>
<td>On-Time Passenger Departures</td>
<td>196,156</td>
</tr>
<tr>
<td>Delayed Time Points</td>
<td>19,443</td>
</tr>
<tr>
<td>On-Time Time Points</td>
<td>76,960</td>
</tr>
<tr>
<td>Percent On-Time Departures</td>
<td>82%</td>
</tr>
</tbody>
</table>

Systemwide Service:

Boardings reported for the month of August show ridership to be 22.2% higher than in August of 2022, when 195,184 boardings were reported. Over that same timeframe, the amount of revenue hours operated increased by 12.7%, resulting in an 8.5% increase in productivity, from 11.6 Passengers Per Hour (PPH) last August to 12.6 PPH this August.

Seasonal Service:

MST Trolley Monterey reported 30,273 boardings for the month of August.

MST RIDES Performance Summary:

<table>
<thead>
<tr>
<th>SERVICE DELIVERED</th>
<th>SERVICE QUALITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ridership</td>
<td>9,089 On-Time Pass. Boardings</td>
</tr>
<tr>
<td>Pass/Vehicle Rev. Hour</td>
<td>3,713 Percent on-Time Boardings</td>
</tr>
<tr>
<td>Revenue Miles</td>
<td>71,681</td>
</tr>
<tr>
<td>One-Way Trips Operated</td>
<td>7,772</td>
</tr>
</tbody>
</table>
B. People

a. MST Service and Passenger Profile - FY 2023/2024
b. MST Fixed-Route Ridership
c. MST RIDES ADA Paratransit Ridership
d. MST in the News
B. People
a. MST Service and Passenger Profile - FY 2023/2024

1. Service Area Profile

33 Transit lines
159 Square miles of service area

Within 15 minutes walking distance* of a transit line and bus stop, there are:

~391,300 People (Census 2020)
~118,500 People employed at jobs located outside the home
~1% Workers who take public transit to work

*Walking distance as measured in distance is .75 miles.

Vulnerable Populations

- % of people living with a disability, 9%
- % of people in poverty, 13%
- % of people who are 65+, 13%
- % of households that are car free, 5%
- % of people who are historically underrepresented (Census 2020), 76%
- % of people who are veterans, 3%

Data source: US Census and American Community Survey reported in Remix data layers (July 2023). Percentages add to over 100% due to multiple options available.
3. Why We Ride

Note: Multiple options available, numbers do not add to 100%.
4. A Day Without Transit
June 2023

- Drive Myself, 12.0%
- Taxi/Uber/Lift, 17.6%
- Walk/Bike/Scooter, 17.2%
- Would not Make Trip, 19.6%
- Driven by Friend/Family, 33.6%
B. People
a. MST Service and Passenger Profile - FY 2023/2024

5. MST Operating Budget

Revenues by Source

- State Sales Tax, $19,395,686, 33%
- Federal Fuel Tax, $12,270,350, 21%
- Measure Q, $12,800,000, 22%
- Passenger Fares, $3,144,016, 5%
- State Fuel Tax, $5,255,584, 9%
- Interest/Advertising/Other, $1,011,000, 2%
- Required Reserves, $4,569,804, 8%
- Federal Fuel Tax, $12,270,350, 21%
- State Sales Tax, $19,395,686, 33%
- Measure Q, $12,800,000, 22%
- Passenger Fares, $3,144,016, 5%
- State Fuel Tax, $5,255,584, 9%
- Interest/Advertising/Other, $1,011,000, 2%
- Required Reserves, $4,569,804, 8%

Expenses by Source

- Purchased Transportation, $11,522,000, 20%
- Labor/Benefits, $32,563,050, 56%
- Insurance/Utilities/Leases/Misc., $4,208,705, 7%
- Fuel/Parts/Supplies, $6,184,310, 10%
- Outside Services, $3,968,375, 7%
- Required Reserves, $4,569,804, 8%
- Federal Fuel Tax, $12,270,350, 21%
- State Sales Tax, $19,395,686, 33%
- Measure Q, $12,800,000, 22%
- Passenger Fares, $3,144,016, 5%
- State Fuel Tax, $5,255,584, 9%
- Interest/Advertising/Other, $1,011,000, 2%
Direct Effect: The effect of cost savings to system users under the transportation scenario modeled, or spending by the operator or constructing entity of a project or service.

Indirect Impacts: The effect of spending by the suppliers to business users benefiting from system improvements, or suppliers of operators or constructing entities of a project or service.

Induced Impacts: The effect of household spending due to additional employment and payroll generated by direct and indirect impacts.

Output represents the value of industry production. For manufacturers, this would be sales plus/minus change in inventory. For service sectors production, output is simply the value of sales. For retail and wholesale trade, output is represented by gross margin and not gross sales. Margin is sales receipts less the cost of goods sold.

Value Added changes from a project can also be considered as changes in Gross Regional Product or GDP. Value Added is the difference between an industry’s or establishment’s total output and the cost of intermediate inputs. It consists of employee compensation, taxes on production and imports less subsidies, and gross operating surplus (similar to profit).
2. Departures in Disadvantaged Communities
4. AM/PM Departures

August 2023

AM Ridership (6:00-9:00)
Pm Ridership (12:00-5:59)
### 6. MST Top 10

By Transit App Clicks – August 2023

<table>
<thead>
<tr>
<th>Line</th>
<th>Route Description</th>
<th>Rider Clicks</th>
<th>Rider Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>B</td>
<td>JAZZ B Aquarium / Sand City via Broadway</td>
<td>21,004</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>A</td>
<td>JAZZ A Aquarium / Sand City via Hilby</td>
<td>16,755</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>20</td>
<td>Monterey – Salinas</td>
<td>13,816</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>41</td>
<td>Salinas – Alisal – Northridge</td>
<td>7,670</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>23</td>
<td>Salinas – King City</td>
<td>5,816</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>18</td>
<td>Sand City – Marina via Monterey Road</td>
<td>5,049</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>5</td>
<td>Monterey – Carmel Rancho</td>
<td>3,867</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>17</td>
<td>Sand City – Marina via Gen Jim Moore</td>
<td>3,146</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>49</td>
<td>Salinas – Santa Rita via North Main</td>
<td>2,519</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
<tr>
<td>42</td>
<td>Salinas - Alisal</td>
<td>2,301</td>
<td>🌟🌟🌟🌟🌟</td>
</tr>
</tbody>
</table>
1. RIDES Passenger Departures and Trip Purpose

- Medical, Nutritional, Functional Assessments
- Education, Training, Day Care, Workshop/Meeting
- Personal, Recreational, Shopping
- Employment
- Diaries

Number of Departures

- Jan, 2023
- Feb, 2023
- Mar, 2023
- Apr, 2023
- May, 2023
- Jun, 2023
- Jul, 2023
- Aug, 2023
- Sep, 2023
- Oct, 2023
- Nov, 2023
- Dec, 2023

Page 25
2. RIDES On-Time Passenger Trips

- More than 60 minutes
- 30-60 minutes
- 15-30 minutes
- 0-15 minutes
- On Time

---|---|---|---|---|---|---|---
66% | 99% | 73% | 71% | 74% | 75% | 79% | 79%
B. People
d. MST in the News

1. MST in the News and Other Transit Stories

Published news stories include the following:

a. “California Open-Loop” (Mobility Payments, 08/14/2023).
b. “Salinas Valley News” (King City Rustler, 08/17/2023).
California Open-Loop Procurement Program Didn’t Add New Transit Agencies During Q2, as Orange County Bawks

The Southern California agency and another in California issued RFPs this year that appear to shun Cal-ITP’s modular, all-open-loop, approach.

Dan Buzian August 12, 2023 Open-Loop CalITP

The Orange County Transportation Authority, or OCTA, in Southern California, would seem to be exactly the type of transit agency that the state’s open-loop procurement program, Cal-ITP, is targeting.

It’s a small to mid-tier agency that accepts mostly cash for riders to pay for their 40 million annual trips. And among OCTA’s top priorities for its fare-collection system is to be able to accept open-loop payments.

But OCTA is not going through Cal-ITP’s “Mobility Marketplace,” that is, it’s not planning to buy the open-loop technology it needs from among six vendors with master service agreements (MSAs) with the state. Instead, OCTA earlier this year issued a request for proposal for a fully hosted account-based fare-collection system supporting both open- and closed-loop payments, along with mobile ticketing.

That is the reason that if this procurement will likely wind up costing the agency more—at $14.5 million over five years—than going through the state program would have.

OCTA would not be in the market for new validators from Cal-ITP to begin with since the agency bought and installed nearly 500 validators on board its buses starting in 2018 to scan mobile tickets from the agency’s OCTA app. It hopes to use this hardware to also accept both closed- and open-loop payments.

But the agency spokesman said there are other reasons OCTA is not going through the state program.

“OCTA needs to support reduced-fare programs, including students, seniors and passes: Cal-ITP MSAs do not support all reduced-fare options we would like to support,” an OCTA spokesman told Mobility Payments.

“I (the MSAs also don’t address those customers without a bank account, or the so-called ‘underbanked.’”

Cal-ITP has, in fact, enabled agencies to support concessionary fares for seniors, with one small agency trialing it. More agencies plan to try it out and Cal-ITP plans to support other concession types, such as discounts for military veterans and students. But there have been usability issues and low adoption so far with the system.

In addition, to accommodate more underbanked people, Cal-ITP has proposed agencies promote use of nonbank open-loop payments programs, such as the Cash App from Intuit, Block, even known as Square. But use is low for this initiative, as well, so far. And some backers of the open-loop-only concept have acknowledged that agencies would have to continue to support cash acceptance for the foreseeable future.

No New Agencies

All of this further calls into question whether California’s bold plan is working to encourage mainly small transit agencies—many of which accept cash and paper tickets for the most of their fares—to go primarily to open loop.

That approach relies on the modular approach to procurement, in which agencies separately validator and fare-calculation or “transit processor” suppliers, along with acquirers. The vendors are responsible for integrating their platforms with one another, usually for a fee.

But OCTA is not the only California transit agency in Cal-ITP’s sweet spot that is not apparently going with the full state program. A smaller transit agency in California, Santa Cruz Metro, issued its own RFP June 30, for an account-based fare-collection system for its 96 fixed-route buses and more than 50 demand-responsive vehicles. Like OCTA, it also seeks support for both open- and closed-loop payments, as well as mobile ticketing—though according to one source, the RFP is on hold.

In addition, Mobility Payments has obtained reports on the latest orders to vendors with MSA contracts through the state of California.

They showed that through the second quarter of 2023, the Cal-ITP program had still attracted new orders from just six agencies and one small group. That was the same number after the first year of the program, which ended in the first quarter of this year, as Mobility Payments reported.

The new second-quarter reports show several of the same agencies ordered more EMV-enabled validators, totaling $382,800 for the quarter. That increased total validator orders by just under 40% in the second quarter, bringing total validator orders for the 15 months of the Cal-ITP program to just under $1.4 million (See chart above.)

And a source said there are projects in the pipeline, but declined to mention any names of agencies that have signed up.

TAP-Clipper Satellites

One of the problems for Cal-ITP said a backer is that many small agencies in Los Angeles County and the San Francisco Bay Area, are already part of closed-loop card programs owned by large transit authorities. These are TAP from Metro of Los Angeles and Clipper from MTC of San Francisco. Large fare-collection system provider Cubic Transportation Systems, which does not participate in the Cal-ITP program, manages and maintains both TAP and Clipper for the authorities.

Combined, around 50 transit agencies, most of them small, use TAP and Clipper, under agreements with the respective authorities. That has included restrictions in the past, including a memorandum of understanding from MTC dating from 2010 that states transit agencies using Clipper "shall not establish other fare payment systems or fare policies that could deter or discourage these patrons' preference to use Clipper."

The two authorities are expected to eventually support open-loop payments—and they could include the satellite TAP and Clipper agencies when they do.

In addition, there was still only one transit agency—the city bus operator serving Myrtle Beach, South Carolina—procuring from the Cal-ITP program. Cal-ITP has made its Mobility Marketplace available to transit agencies throughout the U.S. And it has also encouraged a U.S. federal agency, the General Services Administration, or GSA, to open its Multiple Award Schedule, MSAS, procurement program to suppliers of EMV-enabled validators. It’s not clear yet if any validator supplier has sold hardware through the GSA program.

Low Open-Loop Transactions Value So Far

Meanwhile, during the second quarter of this year, Littlepay, the only Cal-ITP-registered "transit processor" to get orders as of June 2023, reported some revenue figures.

That indicates that the Cal-ITP projects are beginning to move out of the trial stage, but Littlepay only reported revenue of $27,600 for the quarter, mainly for May and June. Of this amount, at least $15,000 were fixed fees, for on-boarding and setup.

The remaining $12,150 might be revenue from Littlepay’s SaaS fare processing fee of 2.25% (it calls this its introductory rate). That includes Northern California commuter rail agency Capitol Corridor, the largest agency that has bought open-loop technology through the Cap-ITP program and a “fiscal sponsor” of Cal-ITP.

But part of the $12,150 might be a consultancy fee for Cap-ITP. And the agency’s open-loop project still remains in pilot. As Mobility Payments reported in May, the second phase and eventual rollout is to put validators and readers in all train cars, starting this summer. It will equip 76 train cars.

In any case, it would mean open-loop transactions are still low for the first two to three months for the five agencies or small groups for which Littlepay reported revenue—totaling at most $540,000 in open-loop transaction value. But besides Capitol Corridor still being a trial, these transactions do not include any activity from Monterey-Salinas Transit, the first agency to pilot Cal-ITP and which this year installed all-new validators to roll out the service beyond the trial stage.

Requirement for Closed-Loop Cards

Littlepay integrates its platform with acquiring Elavon and Visa’s Cybersource to handle the Cal-ITP program open-loop payments transactions. The OCTA spokesman said the agency might hire a “payment processor” from the California MSAs, which likely referred to Elavon. Elavon is the only acquirer left in the Mobility Marketplace, after Fiserv dropped out. But the OCTA spokesman said the agency is also considering such payments companies as Fiserv, CP Commerce and Paymentus to handle its project.

The agency added that the closed-loop cards will enable customers to use cash to reload at local retailers, “and they can continue to gain incentives for weekly and monthly passes.” The new system will support fare capping, certainly with closed loop and mobile ticketing and likely with open loop. This would enable users to avoid having to buy daily or monthly passes, or all three, in advance.

Germany-based INIT provided all or most of the validators to OCTA from 2010 to 2018. The spokesman said it will be able to use this hardware also accept both closed-loop and open-loop cards. “The existing validators have a maintenance contract, different from an upgrade. The RFP required any vendors to establish an API to work with all existing hardware,” he said.

An industry observer, however, told Mobility Payments he doubts that the agency will be able to use the hardware for EMV payments without a significant upgrade.

INIT is one of the vendors with an MSA to supply validators through the Cal-ITP program, but OCTA will not be buying new ones.

Meanwhile, Santa Cruz Metro said in its RFP that it wants to be able to “customize” the closed-loop cards to include fare smart cards, possibly with the rider’s name and photo and the name of the applicable reduced fare program, or concession.
Santa Cruz Metro does say it wants the new validators it buys to integrate with payments service provider Lattice and acquirer Elavon. Since both have MSAs with the state, that could mean that the agency is planning to buy through the Cal-TP program for at least some of the technology it needs.

The agency had originally planned an open-loop pilot for early 2022, working with UK-based Masabi, outside of the Cal-TP program. That pilot didn’t happen.

A spokesperson for Santa Cruz Metro, however, did not respond to questions about whether it plans to buy any technology through the state Mobility Marketplace or if its RFP has been put on hold.

Yet, both the RFPs from OCTA and Santa Cruz Metro, as written, indicate that neither agency is buying into the concept of a purely modular system that accepts open-loop payments for all or nearly all of its transactions. This is contributing to Cal-TP’s slow start.

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Salinas Valley News Briefs | Aug. 17, 2023

BY RYAN CRONK - August 17, 2023

BUS STOP

GONZALES – Monterey-Salinas Transit has introduced a new bus stop that departs from Fifth Street and Gabilan Court in Gonzales. The line 23 service to Salinas starts at 6:43 a.m. and continues every hour until the last trip at 7:43 p.m. For those used to catching a bus in front of the Gonzales Shopping Center, that service is only for line 23X, which departs at 5:49, 7:17 and 8:17 a.m. to Salinas. Visit mst.org for complete schedule information.
TRANSPORTATION AGENCY FOR MONTEREY COUNTY
www.tamcmonterey.org

HIGHLIGHTS
August 23, 2023

TAMC Board Approves $10.5 Million to Fund Eight Road and Bikeway Projects

The Transportation Agency Board of Directors approved programming $10.5 million in Regional Surface Transportation Program and Transportation Development Act 2% funds to projects of regional significance that improve safety, maintain existing facilities, and/or support the development of a multimodal transportation network utilizing the principles of Complete Streets. Fair geographic balance and cost effectiveness are also taken into consideration when awarding grant funds.

Following the recommendation of the grants review committee, the Technical Advisory Committee, and the Bicycle and Pedestrian Facilities Advisory Committee, the Board of Directors approved the following projects for funding:

- City of King City: US Highway 101/Broadway Street at San Antonio Drive Roundabout Improvement Project: $3,519,000
- City of Marina: Del Monte Boulevard and Reservation Road Intersection Improvements: $1,717,500
- City of Salinas: Harden Parkway Path and Safe Routes to School Project: $1,556,000
- City of Soledad: West Street Road Diet and Complete Street Project: $2,758,000
- Monterey-Salinas Transit: Countywide Bus Stop Project: $425,000

The Board also approved grants for the following “Quick-Build Projects”, projects that use semi-permanent materials to test a concept that quickly addresses a safety need, continuously engages the community, measures progress and performance, and provides a foundation for potential permanent infrastructure:

- City of King City: Division Street Bike Lanes and Crosswalk Upgrades: $117,380
- City of Monterey: Madison/Herrmann/Larkin Traffic Circle: $119,120
- City of Salinas: East Market Street Cycle Track: $326,000

https://www.tamcmonterey.org/files/9bed53dab/08-23-23+BOD+Mtg+-+2023+Competitive+Grants+Program.pptx
B. People
d. MST in the News

2. MST Press Releases

- “MST Celebrates 50 Years of Providing Safe, Dependable, Friendly Service” (8/30/2023).
C: Planet

a. Greenhouse Gas Emissions Reductions
b. Single Occupant Vehicle Trips Removed
c. Fleet Transition to Zero-Emissions
d. Fuel Conversion from Diesel to Renewable
Note: Transit riders reduce greenhouse gas (GHG) emissions by an average of 0.51 lbs of CO2 per passenger mile. This chart shows the positive impact MST passengers have in reducing GHG. Calculations are based on MST passenger miles and EPA’s Greenhouse Gas Equivalencies Calculator.
c. Fleet Transition to Zero-Emissions

Year
2026
2025
2024
2023
2022
2021
2020
2019
2018

Number of Vehicles

0 1 2 3 4 5 6 7 8 9 10

Actual Purchased
Vehicles Planned

6% Rollout Plan Completion
As Measured in Annual Acres of Forest Seguestered

d. Fuel Conversion from Diesel to Renewable
D. Performance

a. Operations Department
b. Maintenance of Fleet and Facilities
c. Finance Department
1. Unusual Occurrences and Responses
Miles Between Preventable Collisions

2. RIDES
D. Performance
b. Maintenance of Fleet and Facilities

3. Preventable Collisions by Type

- MST Collision in Public
- Boarding / Alighting from Bus
- Damage to MST Property
- Tail Swing Collision
- MST Collision within Facilities
- Wheelchair / Mobility Devices Securement
- Mirror hits / swipes
- Other
D. Performance
b. Maintenance of Fleet and Facilities

4. Non-Preventable Collisions by Type

- MST Collision in Public
- Boarding / Alighting from Bus
- Damage to MST Property
- Other
- MST Collision within Facilities
- Wheelchair / Mobility Devices Securement
- Mirror hits / swipes
Miles Between Major Mechanical Road Calls

6 RIDES
7. Bus Type by Fuel Source

- Heavy Duty - Diesel: 49%
- Mini Bus - Gasoline: 48%
- Heavy Duty - Zero Emissions: 3%
8. Average Cost Per Mile by Fuel Type
9. Maintenance of Bus Stops and Facilities

Number of Work Orders Completed

Aug. 2023

- Preventive Maintenance
- Fixed Price
- Preventive Maintenance
- Trash Removal
- Preventive Maintenance
- Specialized Maintenance

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1. Cashflow Forecast
(13-month prior/current/forecast)

Revenue  Disbursements  Unrestricted Reserve  Reserve Target
## 2. Fixed-Route: Revenue & Expense

**MONTEREY-SALINAS TRANSIT DISTRICT**

Period: 08/01/23 - 08/31/23

Fiscal Start Date: 07/01/23

G/L Budget Filter: FY24, Fund Filter: 001|004|005

All amounts are in USD.

<table>
<thead>
<tr>
<th>Description</th>
<th>Cur Mo. Actual</th>
<th>Cur Mo. Budget</th>
<th>Cur Mo. Variance</th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>YTD Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passenger Fares</td>
<td>189,376</td>
<td>180,680</td>
<td>8,696</td>
<td>367,683</td>
<td>361,360</td>
<td>6,323</td>
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<tr>
<td>Special Transit</td>
<td>139,524</td>
<td>66,322</td>
<td>73,202</td>
<td>299,595</td>
<td>132,644</td>
<td>166,951</td>
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<tr>
<td>Cash Revenue</td>
<td>132,301</td>
<td>84,249</td>
<td>48,052</td>
<td>244,733</td>
<td>168,498</td>
<td>76,235</td>
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<td>3,560,415</td>
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<td>7,120,830</td>
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<td><strong>Total Revenue</strong></td>
<td>4,021,617</td>
<td>3,891,666</td>
<td>129,951</td>
<td>8,032,841</td>
<td>7,783,332</td>
<td>249,509</td>
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</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Cur Mo. Actual</th>
<th>Cur Mo. Budget</th>
<th>Cur Mo. Variance</th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>YTD Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Expenses</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Labor</td>
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<td>1,566,754</td>
<td>(119,057)</td>
<td>2,854,488</td>
<td>3,133,508</td>
<td>(279,020)</td>
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<td>1,129,198</td>
<td>(159,991)</td>
<td>2,082,130</td>
<td>2,258,395</td>
<td>(176,265)</td>
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<td>17,425</td>
<td>(15,088)</td>
<td>6,252</td>
<td>34,850</td>
<td>(28,598)</td>
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<td>1 Professional &amp; Technical</td>
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<td>62,897</td>
<td>14,434</td>
<td>124,278</td>
<td>125,794</td>
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<td>55,000</td>
<td>(450)</td>
<td>107,558</td>
<td>110,000</td>
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<td>188,042</td>
<td>(62,598)</td>
<td>233,266</td>
<td>376,084</td>
<td>(142,818)</td>
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<td>Fuel &amp; Lubricants</td>
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<td>264,266</td>
<td>(9,872)</td>
<td>475,427</td>
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<td>(53,105)</td>
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<td>105,131</td>
<td>(48,636)</td>
<td>104,350</td>
<td>210,262</td>
<td>(105,912)</td>
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<td>150,375</td>
<td>149,998</td>
<td>377</td>
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<td>3,591</td>
<td>6,468</td>
<td>4,834</td>
<td>1,634</td>
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<td>Utilities</td>
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<td>74,038</td>
<td>(10,852)</td>
<td>128,545</td>
<td>148,075</td>
<td>(19,531)</td>
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<td>3,681</td>
<td>243,421</td>
<td>244,082</td>
<td>(661)</td>
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<td>Taxes</td>
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<td>(23,559)</td>
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<td>(85,494)</td>
<td>845,014</td>
<td>961,168</td>
<td>(116,154)</td>
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<td>Miscellaneous Expenses</td>
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<td>(25,687)</td>
<td>78,097</td>
<td>118,140</td>
<td>(40,043)</td>
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<td>Pass Thru/Behalf of Others</td>
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<td>0</td>
<td>0</td>
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<td>2 Interest Expense</td>
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<td>9,167</td>
<td>27,323</td>
<td>41,022</td>
<td>18,334</td>
<td>22,688</td>
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<td>Leases &amp; Rentals</td>
<td>45,019</td>
<td>46,333</td>
<td>(1,314)</td>
<td>88,751</td>
<td>92,666</td>
<td>(3,915)</td>
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<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>3,777,348</td>
<td>4,278,482</td>
<td>(501,134)</td>
<td>7,588,124</td>
<td>8,556,964</td>
<td>(968,840)</td>
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<tr>
<td><strong>Operating Surplus (Deficit)</strong></td>
<td>244,268</td>
<td>(386,816)</td>
<td>631,084</td>
<td>444,716</td>
<td>(773,632)</td>
<td>1,218,348</td>
</tr>
</tbody>
</table>

The following fixed-route expenses have negative variances of greater than 5% and have a monetary value greater than $10,000:

1. **Professional & Technical** - This 22.9% negative variance is mainly attributed to consulting services for the Transit Oriented Development (TOD) Planning Study which extended into this FY. This work is 80% grant funded.

2. **Interest Expense** – This 298.1% negative variance was the result of timing in accordance with the federal (TIFIA) loan interest payment terms. Interest payments are made in January and July. This category is expected to be within budget by the end of the fiscal year. The July payment was reclassified from June 2023 and recorded in August.
D. Performance  
c. Finance Department  

3. RIDES: Revenue & Expense  
MONTEREY-SALINAS TRANSIT DISTRICT  
Period: 08/01/23..08/31/23  
Fiscal Start Date: 07/01/23  
G/L Budget Filter: FY24, Fund Filter: 002  
All amounts are in USD.  

<table>
<thead>
<tr>
<th>Description</th>
<th>Cur Mo. Actual</th>
<th>Cur Mo. Budget</th>
<th>Cur Mo. Variance</th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>YTD Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passenger Fares</td>
<td>8,714</td>
<td>15,000</td>
<td>(6,286)</td>
<td>22,500</td>
<td>30,000</td>
<td>(7,500)</td>
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<td>3,001</td>
<td>3,001</td>
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<td>Cash Revenue</td>
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<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<td>Cash Grants &amp; Reimbursement</td>
<td>583,053</td>
<td>583,053</td>
<td>0</td>
<td>1,166,106</td>
<td>1,166,106</td>
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</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>594,768</td>
<td>598,053</td>
<td>(3,285)</td>
<td>1,191,607</td>
<td>1,196,106</td>
<td>(4,499)</td>
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<td><strong>Expenses</strong></td>
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<td></td>
</tr>
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<td>Labor</td>
<td>9,375</td>
<td>11,250</td>
<td>(1,875)</td>
<td>18,644</td>
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<td>(3,856)</td>
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<td>417</td>
<td>(417)</td>
<td>0</td>
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<td>(834)</td>
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<tr>
<td>Professional &amp; Technical</td>
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<td>417</td>
<td>(417)</td>
<td>0</td>
<td>834</td>
<td>(834)</td>
</tr>
<tr>
<td>Outside Services</td>
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<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
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<td>6,500</td>
<td>(6,480)</td>
<td>40</td>
<td>13,000</td>
<td>(12,960)</td>
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<tr>
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<td>61,577</td>
<td>66,667</td>
<td>(5,090)</td>
<td>117,575</td>
<td>133,334</td>
<td>(15,759)</td>
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<td>1,713</td>
<td>(1,064)</td>
<td>1,776</td>
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<td>(1,650)</td>
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<td>0</td>
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<td>Marketing Supplies</td>
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<td>167</td>
<td>(167)</td>
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<td>334</td>
<td>(334)</td>
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<tr>
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<td>0</td>
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<td>0</td>
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<tr>
<td>Purchased Transportation</td>
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<td>479,584</td>
<td>(75,152)</td>
<td>799,705</td>
<td>959,168</td>
<td>(159,463)</td>
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<td>38,490</td>
<td>37,668</td>
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<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Pass Thru/Behalf of Others</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Leases &amp; Rentals</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>501,769</td>
<td>592,056</td>
<td>(90,287)</td>
<td>987,983</td>
<td>1,184,112</td>
<td>(196,129)</td>
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<tr>
<td><strong>Operating Surplus (Deficit)</strong></td>
<td>92,999</td>
<td>5,997</td>
<td>87,002</td>
<td>203,625</td>
<td>11,994</td>
<td>191,631</td>
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</tbody>
</table>

The following RIDES expenses have negative variances of greater than 5% and have a monetary value greater than $10,000:  
None for the month of August.
<table>
<thead>
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<th>Route Description</th>
<th>Passengers/Hour</th>
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<td>West End Celebration</td>
<td>71.2</td>
</tr>
<tr>
<td>MST Trolley Monterey</td>
<td>36.4</td>
</tr>
<tr>
<td>Jazz B Aquarium-Sanctuary via Broadway</td>
<td>21.5</td>
</tr>
<tr>
<td>41 Salinas - Alisal - Northridge</td>
<td>19.7</td>
</tr>
<tr>
<td>20 Monterey-Salinas</td>
<td>17.3</td>
</tr>
<tr>
<td>Jazz A Aquarium-Sanctuary via Hilby</td>
<td>16.6</td>
</tr>
<tr>
<td>5 Monterey-Carmel Rancho</td>
<td>15.6</td>
</tr>
<tr>
<td>49 Salinas - Santa Rita via North Main</td>
<td>15.4</td>
</tr>
<tr>
<td>42 Salinas - Alisal</td>
<td>14.0</td>
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<tr>
<td>44 Salinas - Westridge</td>
<td>11.7</td>
</tr>
<tr>
<td>23 Salinas-King City</td>
<td>11.6</td>
</tr>
<tr>
<td>28 Watsonville via Castroville</td>
<td>11.0</td>
</tr>
<tr>
<td>29 Watsonville via Prunedale</td>
<td>10.2</td>
</tr>
<tr>
<td>48 Salinas - Northridge via North Main</td>
<td>9.4</td>
</tr>
<tr>
<td>2 Monterey - PG via David Avenue</td>
<td>8.8</td>
</tr>
<tr>
<td>1 Monterey - PG via Asilomar</td>
<td>8.8</td>
</tr>
<tr>
<td>Del Rey Oaks Shuttle</td>
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</tr>
<tr>
<td>17 Sand City-Marina via Gen Jim Moore</td>
<td>8.7</td>
</tr>
<tr>
<td>43 Salinas - South Main via SVMH</td>
<td>8.6</td>
</tr>
<tr>
<td>46 Salinas - Natividad</td>
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</tr>
<tr>
<td>45 Salinas - East Market/Creekbridge</td>
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<tr>
<td>23X Salinas-King City Express</td>
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<tr>
<td>18 Sand City-Marina via Monterey Road</td>
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</tr>
<tr>
<td>94 Carmel-Sanctuary</td>
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<tr>
<td>24 Crossroads Carmel-Carmel Valley</td>
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<tr>
<td>25 CSUMB-Salinas</td>
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<tr>
<td>61 Salinas-VA-DOD Clinic</td>
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<tr>
<td>8 Monterey-CHOMP</td>
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<tr>
<td>96 Salinas-Airport Business Center</td>
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<td>84 King City-Paso Robles</td>
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<td>7 Monterey-Ryan Ranch</td>
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</tr>
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<td>34 King City</td>
<td>2.4</td>
</tr>
</tbody>
</table>
7. Fare Payment by Type

Excludes College EcoSmart Pass Program
8. Awarded and Pending Grants
Quarterly Report as of June 30, 2023

Awarded Grants
- Federal: $28,419,344
- State: $43,405,146
- Local: $39,455,679

Pending Award
- Federal: $7,037,693
- State: $1,799,165
- Local: $1,799,165
D. Performance

c. Finance Department

9. Active Capital and Operating Grants
Quarterly Report as of June 30, 2023

Active Operating Grants
- Federal: $30,977,546
- State: $9,031,498
- Local: $19,297,686

Active Capital Grants
- Federal: $8,478,133
- State: $34,373,648
- Local: $9,121,658