

MART FINANCE MEETING

May 18, 2020 10:30am

Remote Meeting

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Agenda

- Approval of Finance Committee Meeting Minutes, January 10, 2020
- FY2020 Financial Update
- FY21 Budget for Discussion / Recommendation to Advisory Board
- Other Business
- Adjournment

MONTACHUSETT REGIONAL TRANSIT AUTHORITY

Comparison of FY2021 and FY2020 Budgets

EXPENDITURES	FY2021 Budget	FY2020 Budget
Fixed Motor Bus Route Service	4,888,846	4,850,478
Fixed Motor Bus Expense	4,309,159	4,288,010
Diesel Fuel Expense	236,221	257,300
Link Service Expense	385,096	364,111
Intercity Bus Expense	178,462	191,384
Jarc Expense	82,021	73,918
Allocation Expense	(302,113)	(324,245)
Paratransit Service	6,148,103	6,354,929
Council on Aging	2,191,980	2,200,754
Council on Aging - Maintenance	942,773	889,725
Allocation Expense - COA	(211,892)	(262,417)
ADA Complimentary	1,547,641	1,411,863
ADA (>3/4 mile rule)	-	-
Demand Response	397,566	516,198
Subscription Service	974,477	1,194,715
Unleaded Fuel Expense	552,436	780,836
Allocation Expense - ADA	(246,878)	(376,745)
Self Funded Service	1,687,456	2,072,091
GVNA/Child Aid/FSU	533,772	583,741
Allocation Expense - ADA	(178,774)	(272,815)
Operating Company - HST Services	1,604,530	2,136,297
Allocation Expense - Operating Company	(272,072)	(375,132)
Brokerage Service	106,452,722	171,527,437
ICO Non-Direct - MassHealth Expense	91,111	328,765
ICO Non-Direct - Department of Developmental Services Dayhab Expense	95,840	161,594
Department of Mental Health	945,191	1,783,028
Department of Public Health Expense	1,813,251	3,416,833
MassHealth Assistance Expense	42,965,385	61,891,734
Department of Developmental Services Expense	10,231,834	17,800,475
Department of Developmental Services Dayhab Expense	50,007,572	85,744,160
HST Adjustments Expense	-	-
Mass Rehab Commission Expense	302,294	399,816
Mass Commission for the Blind	244	1,032
Dial-A-Mart Service Expense	-	-
Insurance	896,035	950,583
Insurance - General Liability Excess/Umbrella	310,129	253,231
Insurance - Operating Property	75,366	119,216
Insurance - Parking Property	-	-
Insurance - Other Vehicles	405,373	480,773
Insurance - Bus	105,167	97,363
Administration	10,294,017	10,003,417
Payroll - Administrative	4,399,566	4,300,261
Payroll - Administrative Overtime	39,569	20,000
Payroll - Temporary Staff	542,702	776,222
Payroll - Uncompensated Absences	(28,868)	7,284
Payroll - Fica/Medicare Tax	323,723	317,421
Payroll - Unemployment Tax	53,212	55,351
Payroll - Health Insurance	555,123	581,403
Payroll - Life/Disability Insurance	53,440	55,551
Payroll - Workers Comp Insurance	4,785	4,320
Payroll - Pension Benefit	446,673	439,929
Advertising - Marketing / Legal / Consultant	18,885	11,215
Printing	9,499	8,938
Consultant - Technical/MRPC	125,000	123,787
Consultant - Other	-	-
Security	80,061	56,829
Legal Counsel	115,000	72,000
Auditor	40,000	33,000

MONTACHUSETT REGIONAL TRANSIT AUTHORITY

Comparison of FY2021 and FY2020 Budgets

Office Supplies	58,857	71,396
Equipment/Maintenance	30,146	38,397
Equipment Lease Expense	9,827	7,747
Purchase Services	46,100	26,095
IT Software	92,528	67,766
Travel	5,359	2,844
Meetings	34,824	24,866
Rent Expense	431,497	420,050
Consultants - Computer Service Contracts	706,296	715,049
Interest Expense	363,037	432,219
Miscellaneous Expense	35,630	12,349
Telephone	693,188	773,373
Telephone - Maintenance	17,617	29,944
Reserve Fund / Bad Debt Expense	450,000	-
Maintenance - Water St. Facility	55,311	63,740
Maintenance - ITC Facility	21,599	10,966
Maintenance - Gardner Facility	47,896	40,457
Maintenance - N. Main Facility	34,980	34,768
Maintenance - Athol Facility	8,212	5,480
Utilities - Water St. Facility	91,758	70,221
Utilities - ITC Facility	157,195	129,253
Utilities - Gardner Facility	44,658	71,509
Utilities - N. Main Facility	29,027	51,245
Utilities - Athol Facility	13,198	13,605
Debt Service / Bank fees	36,907	26,567
Ticket Agency Service	34,980	181,929
Ticket Agency	34,980	181,929
Commuter Rail Service	329,414	303,053
Parking (Credit Card Fees)	30,563	49,363
Maintenance - Leom/Fit Parking	46,235	51,380
Utilities - Fitc/Leom Parking	35,900	32,176
Maintenance - Wachusett Parking	101,454	95,972
Utilities - Wachusett Parking	6,565	7,800
Special Require (FRA/Commuter Interface)	53,333	53,333
Maintenance - Shirley/Ayer Parking	11,330	11,330
Utilities - Shirley/Ayer Parking	44,034	1,699
TOTAL OPERATIONAL EXPENDITURES	130,731,573	196,243,917
REVENUE		
Fixed Motor Bus Route Service	446,539	633,426
Fixed Motor Bus Revenue	416,727	589,284
Link Service Revenue	11,615	17,232
Intercity Bus Revenue	3,108	5,973
Jarc Revenue	15,089	20,937
Paratransit Service	336,460	513,298
E&H COA	39,824	78,332
ADA Complimentary	38,670	85,484
Demand Response	47,941	120,254
Subscription Service	210,025	229,228
Self Funded Service	415,592	578,757
GVNA/Child Aid/FSU	415,592	578,757
Operating Company HST Service	-	-
Brokerage Service	116,062,941	182,530,071
ICO Direct - MassHealth Revenue	-	-
ICO Non-Direct - MassHealth Revenue	118,746	391,978
ICO Direct - Department of Developmental Services Dayhab Revenue	-	-
ICO Non-Direct - Department of Developmental Services Dayhab Revenue	86,535	170,050
Department of Mental Health Revenue	944,243	1,797,778
Department of Public Health Revenue	1,813,779	3,417,089

MONTACHUSETT REGIONAL TRANSIT AUTHORITY

Comparison of FY2021 and FY2020 Budgets

MassHealth Revenue	42,979,355	61,867,200
Department of Developmental Services Revenue	10,707,430	18,686,566
Department of Developmental Services Dayhab Revenue	51,013,282	87,670,265
Mass Rehab Commission Revenue	308,428	399,638
Mass Commission for the Blind Revenue	244	1,032
Hst Broker Fee / Adjustment	8,090,899	8,128,475
Miscellaneous Income	655,808	727,848
Advertising Revenue	24,000	60,000
Tax Refund	109,008	133,926
Other - Ins Rev/Misc/Pension	20,000	29,511
Interest Income	32,800	37,000
Property Income	470,000	467,409
Ticket Agency Service	37,950	184,300
Ticket Agency Revenue	37,950	184,300
Commuter Rail Service	228,600	318,000
Parking Lot Revenue	228,600	318,000
State Earmark Funds	-	-
State Earmark	-	-
TOTAL REVENUES	118,183,890	185,485,698
Net Expense less Revenue	12,547,683	10,758,219
Federal Funds	4,742,830	2,400,000
Section 5307 Urban	-	2,400,000
Capital Grants - Non-Fixed Assets	4,742,830	-
Oper - Rev Before Unfunded Capital	7,804,853	8,358,219
Capital Expense	700,000	320,977
Net Profit/loss	-	-
Net Operation	8,504,853	8,679,196
Local Assessment	2,596,672	2,533,339
State Assistance	5,908,180	6,145,865
NET COST LESS LOCAL AND STATE FUNDS	-	-

MONTACHUSETT REGIONAL TRANSIT AUTHORITY
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Fixed Motor Bus Route Service	4,888,846	4,850,478
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TOTAL OPERATIONAL EXPENDITURES	130,731,573	196,243,917
REVENUE		
Fixed Motor Bus Route Service	446,539	633,426
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TOTAL REVENUES	118,183,890	185,485,698
Net Expense less Revenue	12,547,683	10,758,219
Federal Funds	4,742,830	2,400,000
Oper - Rev Before Unfunded Capital	7,604,853	8,358,219
Projected Capital Expenses	700,000	320,977
Net Profit / Loss	-	-
Net Operation	8,504,853	8,679,196
Local Assessment	2,596,672	2,533,339
State Contract Assistance	5,908,180	6,145,865
NET COST LESS LOCAL AND STATE FUNDS	-	-

KEY DRIVERS:

- MART is maintaining Transit operations
- MART is maintaining Brokerage services
- MART has Incorporated level funded state contract assistance in the FY2021 budget
- The FY2021 budget assumes farebox revenues coming back online before the end of the 2nd Quarter
- MART will utilize CARES Act funding to partially offset potential timing issues
- CARES Act funding budgeted for FY2021 is \$4,572,830
- CARES Act funding can help cover costs into FY2022 if we are efficient

Revenue and Cost Impact of Covid-19 on FY2021 Budget	in (1000's)	
- Loss of \$800,000 in self-funded transit operations		\$800
- Loss of \$500,000 in Brokerage Cost Offsets		\$500
- Loss of \$150,000 in Parking Revenue		\$150
- Loss of \$340,000 in farebox revenue		\$340
- Cost Increase of \$400,000 due to Covid-19 Related Activities		\$400
- Projecting \$100,000 in Miscellaneous Expenses		\$100
Total CARES Act Funding to Cover Revenue Losses / Projected Expenses		\$2,290
Substitution of Federal 5307 Operating Funds w/ CARES Act Funding		\$2,400
Total CARES Act Funding Utilization		\$4,690

MONTH to DATE - MARCH 2020	MART	MART	MART
KEY DRIVERS	TRANSIT	BROKERAGE	Consolidated
NET SURPLUS/(DEFICIT)	(0)	(1,105)	(1,106)
Items causing deficit			-
Legal - TLT/Other	-	-	-
Transit - Non-Grant Capital	-	-	-
Brokerage Non-Grant Capital	-	-	-
New (97million State Asisstance)	-	-	-
			-
ADJ NET SURPLUS/(DEFICIT)	(0)	(1,105)	(1,106)

MART utilized Cares dollars to offset Covid-19 Impact \$ 630,386

FY YEAR to DATE - MARCH 2020	MART	MART	MART
KEY DRIVERS	TRANSIT	BROKERAGE	Consolidated
NET SURPLUS/(DEFICIT)	0	4	4
Items causing deficit			-
Legal - TLT/Other	-	-	-
Transit - Non-Grant Capital	-	-	-
Brokerage Non-Grant Capital	-	-	-
New (97million State Asisstance)	-	-	-
			-
ADJ NET SURPLUS/(DEFICIT)	0	4	4

NET SURPLUS/(DEFICIT)	0	4	4
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MART utilized Cares dollars to offset Covid-19 Impact \$ 840,786

MART

Financial Summary II
as of March 31, 2020

Financial Summary II as of March 31, 2020		March-20										March-20									
		Month to Date					Year to Date					Year to Date									
		Actual MTD 2020	Budget MTD 2020	Prior YR MTD 2019	Variance (\$) MTD Act vs Bud MTD Act vs Bud	Var. U/(%) Act vs Bud	Variance (\$) Act vs Prior Yr	Var. U/(%) Act vs Prior Yr	Actual YTD 2020	Budget YTD 2020	Prior YR YTD 2019	Variance (\$) Actual vs Bud	Var. U/(%) Actual vs Bud	Variance (\$) Actual vs Prior Yr	Var. U/(%) Actual vs Prior Yr						
INCOME																					
Services Income	10,067,797	16,192,106	13,865,164	(6,124,309)	(37.8)%	(3,797,366)	(27.4)%	128,436,451	129,438,547	122,621,363	(1,002,096)	(0.8)%	5,815,088	4.7%							
Grants	1,236,319	929,513	959,133	306,806	33.0%	277,186	28.9%	9,264,901	8,290,666	7,938,138	974,235	11.8%	1,326,763	16.7%							
HST MGMT FEE	654,852	699,823	624,410	(44,971)	(6.4)%	30,442	4.9%	5,891,970	5,747,638	5,620,243	144,332	2.5%	271,727	4.8%							
Non-Service Income	78,803	100,722	97,630	(21,919)	(21.8)%	(18,827)	(19.3)%	840,500	929,689	861,050	(89,189)	(9.6)%	(20,550)	(2.4)%							
TOTAL INCOME	12,037,772	17,922,164	15,546,337	(5,884,392)	(32.8)%	(3,508,565)	(22.6)%	144,433,822	144,406,539	137,040,794	27,283	0.0%	7,393,028	5.4%							
EXPENSES																					
Service Expense	10,901,705	17,143,541	14,629,022	6,241,836	36.4%	3,727,317	25.5%	134,504,654	135,108,614	128,221,748	603,960	0.4%	(6,282,906)	(4.9)%							
Non-Service Expense																					
(Other)	16,440	26,232	22,362	9,792	37.3%	5,921	26.5%	169,428	214,951	214,442	45,523	21.2%	45,014	21.0%							
Facilities	79,609	82,198	113,498	2,588	3.1%	33,888	29.9%	654,892	565,205	569,364	(89,688)	(15.9)%	(85,528)	(15.0)%							
Inventory	1,797	(2,770)	(746)	(191.8%)	(2,301)	(16,233)	114.2%	2,301	(16,233)	(9,213)	(18,534)	114.2%	(11,513)	125.0%							
Fuel	58,502	102,636	80,693	44,134	43.0%	22,191	27.5%	691,218	766,424	772,783	75,206	9.8%	81,565	10.6%							
Facilities, RENT	35,079	35,075	35,134	(4)	(0.0)%	56	0.2%	315,727	314,906	315,168	(821)	(0.3)%	(560)	(0.2)%							
Payroll Benefits	543,324	605,461	506,178	62,137	10.3%	(37,146)	(7.3)%	4,829,964	4,890,582	4,715,776	60,618	1.2%	(114,188)	(2.4)%							
Professional Services	13,335	9,440	44,831	(3,895)	(41.3)%	31,496	70.3%	131,030	78,750	404,474	(52,280)	(66.4)%	273,444	67.6%							
Consulting	66,267	69,261	62,366	2,994	4.3%	(3,902)	(6.3)%	609,145	629,905	582,468	20,760	3.3%	(26,677)	(4.6)%							
Advertising	250	883	824	633	71.7%	574	69.6%	12,412	7,768	7,644	(4,644)	(59.8)%	(4,768)	(62.4)%							
Dues/Sub Membership	1,471	(288)	1,467	(1,759)	610.5%	(4)	(0.2)%	14,863	(5,301)	16,142	(20,165)	(380.4)%	1,278	7.9%							
Office	11,607	7,645	12,211	(3,962)	(51.8)%	604	4.9%	92,441	84,388	88,328	(8,053)	(9.5)%	(4,113)	(4.7)%							
Insurance	76,428	76,881	75,779	2,453	3.1%	(649)	(0.9)%	658,174	713,940	697,075	55,766	7.8%	38,901	5.6%							
IT/Communications	55,630	83,601	25,504	27,771	33.2%	(30,326)	(118.9)%	608,514	713,166	551,624	103,652	14.5%	(57,690)	(10.5)%							
Travel/Meetings	111	965	1,925	853	88.5%	1,814	94.2%	26,246	16,284	20,398	(9,982)	(61.4)%	(5,848)	(28.7)%							
RAN Service	24,334	30,990	29,839	6,656	21.5%	5,505	18.4%	232,980	339,249	286,435	106,268	31.3%	53,454	18.7%							
Debt Service	126,841	420	0	(126,422)	(301.1)%	(126,841)	(100.0)%	463,611	14,013	11,759	(449,599)	(3208.6)%	(451,852)	(3842.5)%							
Bank Fees	917	860	680	(57)	(6.7)%	(237)	(34.9)%	13,277	6,301	6,632	(6,976)	(110.7)%	(6,646)	(100.2)%							
Miscellaneous	0	12,843	(4,789)	12,843	100.0%	(4,789)	100.0%	0	12,833	(28,737)	12,833	100.0%	(28,737)	100.0%							
TOTAL EXPENSES	12,014,594	18,292,439	15,614,752	6,277,845	34.3%	3,820,158	23.2%	144,031,879	144,456,724	137,444,509	423,645	0.3%	(6,587,370)	(4.6)%							
GAAP P&L	23,178	(370,276)	(88,415)	393,453	0.0%	111,593	0.0%	401,943	(49,185)	(401,715)	451,128	0.0%	805,658	0.0%							
Debt Expense	4,444	4,444	4,444	0	0.0%	0	0.0%	40,000	40,000	40,000	0	0.0%	0	0.0%							
Unfunded Capital - Assets	19,840	(1,903)	(4,649)	17,936	1142.3%	15,190	526.7%	361,939	276,362	757,208	(65,577)	(31.0)%	395,268	52.2%							
NET	(1,706)	(372,876)	(88,210)	375,517	(99.7)%	96,403	98.7%	4	(365,947)	(1,200,922)	(365,551)	(100.0)%	(1,200,926)	100.0%							

MART

Financial Summary I - YTD

as of March 31, 2020
by Service Channels

	Funding Grant Oper	Transit 01	Paratransit 02	Council On Aging 04	HST/Brokerage 05	Taxi 06	Operating Company 07	Total
INCOME	9,264,901	1,451,042	493,206	47,824	131,368,961	31,784	1,776,104	144,433,822
PAYROLL EXPENSES	0	960,006	0	0	3,869,958	0	0	4,829,964
OPERATING EXPENSES	0	5,482,973	2,590,254	2,467,477	127,210,083	55,767	1,395,361	139,201,915
TOTAL EXPENSES	0	6,442,979	2,590,254	2,467,477	131,080,041	55,767	1,395,361	144,031,879
GAAP P&L	9,264,901	(4,991,937)	(2,097,048)	(2,419,652)	288,920	(23,983)	380,743	401,943
Debt Expense	0	40,000	0	0	0	0	0	40,000
Unfunded Capital - Assets	0	73,023	0	0	288,916	0	0	361,939
NET SURPLUS/(DEFICIT)	9,264,901	(5,104,960)	(2,097,048)	(2,419,652)	4	(23,983)	380,743	4

Year to Date

MART TRANSIT	MART BROKERAGE
13,064,861	131,368,961
960,006	3,869,958
11,991,832	127,210,083
12,951,838	131,080,041
113,023	288,920
40,000	0
73,023	288,916
0	4