



Biddeford Saco Old Orchard Beach Transit Committee

AGENDA

Virtual

May 26, 2022

4:00 PM – 5:30 PM

<https://us06web.zoom.us/j/87595505856?pwd=ZmdBTzFtNVkxWG9CQVhRZnBOOUVzUT09>

Meeting ID: 875 9550 5856 | Passcode: 760303

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Agenda Item	Responsibility	Action or Information
1.) Call to Order	Kenny Blow	Action
2.) Roll Call / Ascertain Quorum	Kenny Blow	Action
3.) Public Comment	Kenny Blow	Information
4.) Approval of Previous Minutes <ul style="list-style-type: none">• March 2022• April 2022	Kenny Blow	Action
5.) Finance Subcommittee Report <ul style="list-style-type: none">• Current Budget Status Report• FY23 Preparations• ZOOM Funding Discussion• Low-No Grant Application Funding Update• Municipal Contributions	Staff	Information
6.) Executive Director Report <ul style="list-style-type: none">• Ridership Report• Electric Bus• Regional ARPA Update• GPCOG “ Ride with Me”	Chad Heid	Information
7.) Administrative Discussion Items <ul style="list-style-type: none">• Upcoming Meetings: May 26, 4p, Committee June 21, 12p, Finance Subcommittee June 23, 4p, Committee July 25, 12p, Finance July 28, 4p, Committee	Staff	Information
8.) New Business		Information
9.) Adjournment		Action



Biddeford Saco Old Orchard Beach Transit Committee

Meeting Minutes

March 24, 2022

4:00 PM

Virtual Meeting – Zoom

Motion by Curt Koehler to appoint a temporary Chairperson in the absence of one. Seconded by Doris Ortiz. Doris Ortiz will step in as temporary Chairperson. Amanda Jens, Curt Koehler, Doris Ortiz, Jen Hayes, Phil Hatch, Bryan Kaenrath and Maya Atlas all were in favor. Motion approved. Passed unanimously.

- 1. Call to Order** – Temporary Chair Doris Ortiz called the meeting to Order at 4:02 PM.

Executive Director Chad Heid welcomed new BSOOB Transit Committee member Bryan Kaenrath, Saco City Administrator, to the Transit Committee. He is replacing Jessa Berna.

- 2. Roll Call** – Members virtually present: Curt Koehler, Jen Hayes, Amanda Jens, Doris Ortiz, Phil Hatch, Maya Atlas, Bryan Kaenrath
Absent: Kenny Blow
Staff present: Chad Heid, Craig Pendleton, Caroline FreeSpirit, Rod Carpenter, Anne Austin

- 3. Public Comment** – No comment from the public at this time.

- 4. Approval of the Previous Meeting Minutes** –

Motion by Curt Koehler to approve the meeting minutes of February 24, 2022 as presented. Jen Hayes seconded. Roll call vote: Curt Koehler, Jen Hayes, Amanda Jens, Phil Hatch, Maya Atlas, and Bryan Kaenrath voted in favor. Motion passed unanimously. Minutes approved.

- 5. Election of Officers – Vacancy for Chair Role**

Greg Tansley, long time Chair, has retired. Executive Director informed the Committee that Vice Chair, Kenny Blow has volunteered to accept the Chairperson role, pending a nomination and favorable vote of the members.

New election of Chair -

Motion by Curt Koehler to nominate Kenny Blow for Chair of the Transit Committee. Seconded by Phil Hatch. Roll call vote: Curt Koehler, Doris Ortiz, Jen Hayes, Amanda Jens, Phil Hatch, Maya Atlas, and Bryan Kaenrath voted in favor. No further discussion. Motion passed unanimously.

With Kenny Blow voted in as Chair, Vice Chair vacancy needs to be filled.

New election for Vice Chair -



Motion by Curt Koehler to nominate Doris Ortiz for Vice Chair of the Transit Committee. Seconded by Phil Hatch. Roll call vote: Bryan Kaenrath, Maya Atlas, Phil Hatch, Amanda Jens, Jen Hayes, Doris Ortiz and Curt Koehler voted in favor. No further discussion. Motion passed unanimously.

Executive Director, Chad Heid noted that former Chair Greg Tansley will be greatly missed and we are grateful for his contributions, professional acumen and experience.

6. Monthly Financial Report – Caroline FreeSpirit, Finance Manager reviewed the financial position as of February 28, 2022.

Month End Details: The fiscal year is 67% complete. The organization has expended 75% the total budgeted personnel expense. While the agency usually varies closely to budget on payroll related expenses, this month's variance is due to the retroactive pay provided to the workforce based on the terms of the Collective Bargaining Agreement (CBA.)

As of the month close, fuel costs are 39% of budget, as opposed to 53% the previous year. We are currently receiving fuel at a contracted price of \$1.39 per gallon, significantly below market rate. The FY22 budget anticipated that future contracts would be higher, in the range of \$2.10 per gallon. We signed a diesel fuel contract for 80,000 gallons at \$3.14 per gallon. We are about to consume the final gallons under the current contract terms. There will be a significant increase in fuel expenses for the coming months. That said, the fiscal year should still be within the budgeted costs.

Future Considerations: A revised budget will be presented to the Committee this month. The biggest increase, by a wide margin, are the personnel expenses from the CBA. The revised budget will be discussed in more detail as its own agenda item at the Committee meeting. The retroactive pay for all represented employees will be fully funded by the CARES Phase IV grant. The FTA is aware of this use of CARES funding and has stated the use is in accordance with the original intent of CARES Act funding.

As we transition to the operation and charging of the electric buses, which have already arrived, there will be a new GL account specifically tied to the expenses of the CMP meters that will be used exclusively for the operation and charging of electric vehicles. In this manner, we will see if there will be any energy savings compared to the diesel fleet.

7. Finance Subcommittee Report –

RFP Updates –

1. Diesel Procurement- \$3.14/ gallon, comes out to \$252,000.
2. Award of HVAC Air Sanitation system. Provider is USSC. UV ionization that circulates the air of vehicle through HVAC unit and eliminates approximately 99.5% of airborne viruses and bacteria. Big marketing point once all are retrofitted to the units.

Municipal requests - for \$250,000 contributions – Chad presented to the City of Biddeford and will be presenting to the City of Saco and to the Town of Old Orchard Beach within the next couple weeks. Phil Hatch suggested a clear historical perspective of the last few years, what the pandemic has done, up to the current day- may be helpful to present to the council.

Maya Atlas asked if there were any specific topics that the Transit Committee members could help to support. Chad Heid will be able to have a better idea once he speaks with each of the three municipalities.



Doris Ortiz noted that the Biddeford Council has been very supportive for BSOOB Transit and is optimistic they will vote in favor of the municipal request of \$250,000.

Budget Revisions – Looking to revise the FY22 budget with an update; net total increase of \$265,150 to go into effect in April 2022. This is balanced through a number of expense and revenue line adjustments. CARES money to be used to pay for the retroactive wages.

Recommended revisions are based on the following themes:

- Employee Compensation Adjustments
- Increases to Expenses- Strategic and Organizational Investments
- Corrective adjustments – increases to expense lines.
- Decreases to Expenses

These adjustments are necessary to ensure appropriate line items for an accurate FY'23 budget.

8. FY22 Budget Revisions – Review of details-

Employee Compensation Adjustments: +\$249,777

The BSOOB Transit represented workforce agreed a collective bargaining agreement with wage increases and retroactive pay. The vast majority of these increases are an outcome of that action. In each of the existing and revised budgets, there are three full time operator vacancies. Operator recruitment and retention has been an ongoing issue. Budgeted overtime costs will also increase in this revision.

Increases to Expenses: +\$170,700

This groups of revisions address organizational need based on requirements for enhanced capacity, increasing professionalism, and updating projections based on rates of inflation and usage.

Decreases to Expenses: -\$155,327

Each of these adjustments reduce the organizational expense totals. The first two adjustments based on the current and projected actions through the rest of the fiscal year. The Miscellaneous revision is a reallocation of expenses from the 60797 budget line to the Wage lines.

Revenues Increases: \$265,150

These revisions are based on annualized drawdowns and projected increases on a monthly basis moving forward. There is also a revision on the Zoom fare revenue, which has already exceeded the initial projection by almost 300%.

Transit Committee members commented this was a thoughtful, well put together budget and were in support of the changes.

Motion by Curt Koehler to adopt the proposed revised FY22 budget as our official budget for this fiscal year. Phil Hatch seconded. Roll call vote: Curt Koehler, Jen Hayes, Amanda Jens, Phil Hatch, Maya Atlas, Bryan Kaenrath voted in favor. None opposed. Motion passed unanimously.

9. Executive Director Report – Chad Heid, Executive Director presented his Director's report.

- *Ridership* - Fixed route ridership has increased from January 2022 to February 2022.



- *Ride Checker Data/ Black Line*– graph indicates where passengers get on and off the most, as well as load factor data, which shows where the most people are on the bus at one time.
- *Proterra Electric Buses*- 2 have arrived! Training for maintenance staff and operators will occur March 28th through April 8th. Firefighters will also be trained. High voltage electric buses require this in depth training to ensure safe operation and maintenance. Unveiling event planned late April or early May.
- *Transit Together* – Project Advisory Group Meeting on April 6th at 1pm. If any member is interested, contact Chad. Recruitment video created by this group, highlighting operator's role in transit.
- *PACTS ARPA Follow Up* – RTAC voted to approve Scenario #3a:
 - No CARES deficit funding
 - \$600k for frequency enhancements on Rte. 1 & 111
 - \$90k Regional half fare arrangement
 - \$60k - \$90k for enhancement customer info tech
 - \$110k Transit Stop Access Project
 - Transit operator dissent
 - Split Letter
- *Other Items* – FY23 Budget Process – present in June
 - Saco Transportation Center – continue discussions and work collaboratively with the City of Saco to enhance the rider experience, discuss possibility of expanding footprint
 - Green Line fare reduction – possibility
 - Summer service adjustments – finalizing trolley plans for upcoming season
 - Website based trip planner – New bullet on website- Trip Planner
 - Recruitment efforts – in the process of hiring 3 new operators, a mechanic and a grant program specialist. We will be attending Dual Chamber Job Fair end of April.
 - Operator uniforms- moving forward with uniforms to professionalize the operators
 - Touchpass to Umo transition – mobile fare app

10. Governance Subcommittee Report –

Bylaw review update: Chad Heid summarized that the Governance Subcommittee has landed on a well ordered list of amendments to the by-laws. It was agreed that the next step is municipal partner outreach to gain their feedback.

Executive Director Action Plan- strategic planning among members to define specific goals for the Director still an action item.

11. New Business – Dual Chamber Job Fair – April 27th

Put on by OOB Chamber of Commerce and Biddeford + Saco Chamber of Commerce.

- BSOOB Transit will be participating.

12. Adjournment – Meeting was adjourned at 5:40 PM.



Biddeford Saco Old Orchard Beach Transit Committee

Meeting Notes

April 28, 2022

4:00 PM

Saco Transportation Center Conference Room

- 1. Call to Order** – No quorum. Meeting notes only. Meeting began at 4:03 PM.
- 2. Roll Call** – Members present: Curt Koehler, Phil Hatch, Maya Atlas, Doris Ortiz.
Staff present: Chad Heid, Craig Pendleton, Caroline FreeSpirit, Anne Austin.
Other: Casey Leonard, RKO
- 3. Public Comment** – None.
- 4. Approval of the Previous Meeting Minutes** – No quorum. Approval of the March 24, 2022 meeting minutes tabled.
- 5. FY21 Audit Presentation** - Casey Leonard from Runyon Kersteen Ouellette (RKO) presented the audit results for FY 2021.

Summary - The financial statements are fairly stated and the Transit Committee received a clean opinion.

Compliance Audits:

Government Auditing Standards (GAS) - had no material weaknesses, but did have some significant deficiencies for material audit adjustments because several entries needed to be made in accounts payable, accounts receivable, accrued payroll, inventory, and unearned revenues.

RKO is recommending that reconciliations are done on a monthly basis. Prepare list of entries that need to be made. On a monthly basis ensure those are complete. These recommended actions will be implemented.

Audit in Accordance with Uniform Guidance - Also in Fiscal 2021, because the Transit Committee expended more than \$750,000 worth of federal grant proceeds, a separate federal compliance audit was performed. The Transit Committee expended about \$4.7 million. Project specific. Federal Transit Cluster tested (group of grants). There were no findings and received a clean opinion.

Maine Uniform Accounting Auditing Practices (MAAP) for community agencies- this compliance audit performed because more than \$500,00 was passed through the Maine Department of Transportation. Tested Maine Transportation Systems Planning grants. There were no findings and a clean opinion was received.

Casey Leonard reviewed the graphs in the presentation including net position, revenues and expenditures, as well as revenue and expense distributions, comparing 2020 with 2021.



6. Monthly Financial Report – Caroline FreeSpirit, Finance Manager reviewed the financial position as of March 31, 2022.

Month End Details: We have completed 75% of the fiscal year, tracking approximately 72% of the way through the total personnel expense budget. Fuel costs are 43% of the budgeted fuel expense, as opposed to 58% the previous year. We have started receiving fuel at the new contracted price of \$3.14 per gallon. (Previous contracted price was \$1.39 per gallon.) Example of increase: in the past we could fill our underground tanks for approximately \$12,000 per fill. Our first refill under the new contract cost \$25,000. However, we should still end up the year at or below budgeted totals.

Future Considerations: The budget revisions presented and approved last month have been implemented. Now we will pivot to the FY23 budget preparation. There will be some difficulty this year finalizing our budget because of the timing of GPCOG's FYCOP process. Based on GPCOG scheduling for transit operators, a final agreement for the 5307 Formula Fund split will not be ready much before 06/28/22. Since this is the process that obligates and programs the majority of federal funding for BSOOB Transit, there is uncertainty as our fiscal year starts July 1, 2022. If this delayed process puts us into the TrAMs down time (early July), there is a possibility that we will require the use of the line of credit until it is resolved.

As we transition to the operation and charging of electric buses, there is a new GL account specifically for the CMP meters that will be used exclusively for the charging of electric vehicles. The agency will be monitoring these rates.

7. Finance Subcommittee Report –

FY23 Budget Timeline – The primary actions are focused on the FY23 budget. We will ramp up Finance Subcommittee meetings in May. Draft budget will be presented. Discussed the municipalities' commitments to the \$250,000 contribution. Biddeford budget committee has moved it to the council. Saco may need an amendment to ensure the \$250,000 contribution. Old Orchard Beach has not expressed any objection.

Discussion ensued regarding Age Friendly Saco, on-demand transport and how BSOOB Transit could potentially work together in the future. Chad Heid will add to the agenda at a future meeting.

Electric Bus / Low-No Application – There is a May 31st deadline for a new round of money. We are coordinating with MDOT to help support our application on the 80/20 split, trying to secure the 20% match required. We have formally requested \$442,600 request of a \$532,000 local match requirement. Awaiting approval. We are pursuing 3 new electric buses. Members discussed future marketing options.

GPCOG / FYCOP (Five Year Capital Operating Plan) Process – This process, which involves the split of funds between all the transit operators, has been pushed out. There has yet to be any meetings. FTA was late apportioning the amount. GPCOG Policy Board meeting is June 28th. First on the agenda is to approve the FYCOP split, so a lot of work between the agencies needs to be completed beforehand. The 5307 split is our operating money, clearly a big piece of the funding.



8. Trolley Service Plan & Green Line Adjustments – Craig Pendleton, Director of Transportation, shared the upcoming trolley schedule will begin Memorial Day weekend, pauses for 3 weeks, then full service beginning June 17, 2022. One major change this season is elimination of the Camp Ellis trolley which had the lowest ridership. This will free up revenue and ensure staffing needs are met on the high ridership routes. This season is poised to be a busy season. Many campgrounds and hotels are already booking up. Committee members discussed staffing concerns and the needs of the business as paramount.

Advertising for the trolley has been put on social media. An advertisement is in Keep It Local, offering a one free ride ticket for the trolley.

Effective Monday, May 2nd, 2022, transportation will be provided to Ready Seafood on the existing Green Line that services the area. They reached out to BSOOB Transit for employee transportation and agreed to pay \$57,500 for the period of operation, May to December. This financial partnership will accommodate the demand to get approximately 50 employees to work and back from Old Orchard Beach, helping a local business within our community. We used this new and expanded service to comply and meet the requirements of the Saco TIFF. This is an exciting partnership showing our ability to meet the needs of our community. There will be multiple trips per day between 3:30p and 6:00p (weekdays) providing hourly service between Old Orchard Beach and Saco. Green Line will transition from \$4 a ride to \$2 a ride.

9. Executive Director Report – Chad Heid, Executive Director, presented his report.

Ridership Report – Graphs were presented. 2019 shows the greatest ridership, pre-COVID. Ridership is improving month over month in 2021 and 2022. Ridership by route was discussed. Biddeford's Orange/Black run shows the highest ridership followed by the Old Orchard Beach trolley and Pine Point trolley. The lowest ridership was on the Camp Ellis trolley which came in significantly lower at only 2%.

Electric Bus Event– There will be an unveiling event in conjunction with GP Metro in Portland at Ocean Gateway Park on Monday, May 16, 2022 at 10:00 AM. Invites will be sent via email. These are the first electric buses in the state.

CMP rates were discussed. We are fighting to get a preferential rate to run the electric buses for the public, align with the State's vision and be stewards to the environment.

Staffing Issues- We continue recruitment and to try and entice qualified drivers, as well as other staff positions, but staffing continues to be challenging.

Governance Outreach – The Governance Subcommittee needs additional input from the municipalities. Most likely will be on a pause until the budget cycles have been completed.

UV Ionization technology is being implemented on the buses for clean air for our fleet. Security cameras will also be on our fleet providing real time capability.

Discussed the support vehicle/ hybrid van fire. No one was hurt, but vehicle a total loss--is under warranty and insured.



10. Administrative Discussion Items – Upcoming Meetings:

- May 9th, 12:00pm, Finance
- May 23rd, 12:00pm, Finance
- May 26th, 4:00pm, Committee

11. New Business – Discussed meeting in person versus remote. Finance Subcommittee members expressed wanting to meet in person, but with a virtual option for those unable to attend.

Amanda Jens had notified the Executive Director that she has decided she will no longer be serving as citizen representative for the City of Saco on the Transit Committee due to other obligations. Chad Heid, Executive Director, acknowledged and expressed gratitude for her service and thanks her for her contributions.

12. Adjournment – Meeting was adjourned at 5:52 PM.



**BSOOB Transit Finance Subcommittee
Meeting Agenda**

**Virtual - Zoom
Monday, May 23, 2022
12:00 PM – 1:30 PM**

Join Zoom Meeting

<https://us06web.zoom.us/j/83934791524?pwd=SUU3UUtWQzJOYXNPRkIyRmJKYlFZQT09>

Meeting ID: 839 3479 1524 | Passcode: 653708

Agenda Item	Responsibility	Action or Information
1.) Call to Order	Kenny Blow	Action
2.) Roll Call / Ascertain Quorum	Kenny Blow	Action
3.) Public Comment	Kenny Blow	Information
4.) Approval of Previous Minutes – April 25, 2022	Kenny Blow	Action
5.) Budget Discussion <ul style="list-style-type: none">• Current Budget Status Report• FY23 Preparations and Discussion	Staff	Information
6.) Electric Bus / Low-No Application <ul style="list-style-type: none">• Maine DOT Local Match Update	Staff	Information
7.) ZOOM Express Funding Discussion	Staff	Information
8.) Administrative Discussion Items <ul style="list-style-type: none">• Upcoming Meetings: Thursday May 26th, 4p, Committee <i>Moved</i> – Tuesday, June 21, 12p, Finance		Information
9.) New Business		Information
10.) Adjournment		Action



BSOOB Transit Finance Subcommittee

Meeting Minutes

April 25, 2022

12:00 PM – 1:30 PM

Virtual Zoom Meeting

<https://us06web.zoom.us/j/85932047843?pwd=RXdNVUFINXJXaCtLZ1V2QTF0bXJxUT09>

Meeting ID: 859 3204 7843 Passcode: 999452

1. **Call to Order** – Phil Hatch called the meeting to order at 12:10 PM.
2. **Roll Call/ Ascertain Quorum** – Members present: Phil Hatch, Curt Koehler, Doris Ortiz
Absent (excused): Kenny Blow, Staff present: Chad Heid, Caroline FreeSpirit, Anne Austin.
3. **Public Comment** – None.
4. **Approval of the Previous Minutes** –

Motion by Curt Koehler to approve the March 21, 2022 meeting minutes as Doris Ortiz seconded. Motion passed unanimously. Minutes approved.

5. **Budget Discussion** – Chad summarized the previous efforts for the revised budget approval and noted that this subcommittee is very helpful in guiding the agency forward. Caroline then provided details regarding expenses and revenues as they are tracking through the year. With the revisions in place, expense lines are aligned with projections. She also noted that the first CMP utility bill for the electric buses has been received, and it was higher than expected. The FY23 budget development effort has commenced, and Caroline explained the timeline for the PACTS FYCOP process along with some poor alignment in the fiscal processing.

Chad followed up with an explanation on the CMP account profile as initially established by the utility. The agency charger account was created a primary account, but a “Time of Use” (TOU) account is preferred. The work has been completed to correctly configure the BSOOB Transit charger to a TOU account. Curt asked if there is any consideration for outfitting the BSOOB facilities with solar panels. Chad replied that we’ll explore opportunities in the next year.

The topic of preventative maintenance cost allocations was presented by Chad, noting that the agency has gained clarity on the FTA definition that “all maintenance is preventative maintenance.” This clarification will allow the agency to leverage more of the 5307 formula funds allocated for PM work than in the past. This distinction is important for the agency, as PM expenses are funded at an 80% Fed / 20% local match, while the general operating expenses are 50% / 50%. Curt encouraged staff to continue evaluating other opportunities to maximize the 5307 funds available, along with documenting any adjustments in processes.

6. **Electric Bus / Low-No Grant Application** – Chad provided information on the planned Low-No Emission grant program, with a funding partially supported by Maine DOT for 3 additional battery-electric buses. The initial request of Maine DOT is \$442,600 (12.5% project total), leaving BSOOB Transit to pay



\$90,000 of the local match. Phil remarked that we should be hopeful of the award, given that the agency is already operating new electric buses.

7. **GPCOG / PACTS FYCOP Process** – Chad detailed the 5307 formula funds split, including the history of the SYCOP and the evolution to the FYCOP (Five Year Capital and Operating Plan). Chad explained that the meetings for the FYCOP discussions have been pushed to middle May and Early June, which leaves little time to do a deep dive on the regional requests. Chad provided the planned FYCOP requests, as shown below:

Project Listing	% Growth Assumption	Local Match Assumption	2022	2023	2024	2025	2026	Five-Year Total
Capital Program								
Facilities		20%	\$ -	\$ 125,000	\$ 750,000	\$ 200,000	\$ -	\$ 1,075,000
Maintenance and Safety		20%	\$ 85,000	\$ -	\$ -	\$ -	\$ -	\$ 85,000
Preventive Maintenance	2.0%	20%	\$ 212,710	\$ 216,964	\$ 221,303	\$ 225,729	\$ 230,244	\$ 1,106,950
Bus Stops and Shelters		20%	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ 50,000
Mobility Management	2.0%	20%	\$ 65,264	\$ 66,570	\$ 67,901	\$ 69,259	\$ 70,644	\$ 339,638
Technology - AVL		20%	\$ 180,000	\$ -	\$ -	\$ -	\$ -	\$ 180,000
Technology - ERP and Finance		20%	\$ -	\$ 175,000	\$ -	\$ -	\$ -	\$ 175,000
Technology - Microtransit		20%	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000
Bus Replacements		20%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bus Wash System		20%	\$ -	\$ 275,000	\$ -	\$ -	\$ -	\$ 275,000
On Route Charger Project Overage		0%	\$ 130,059	\$ -	\$ -	\$ -	\$ -	\$ 130,059
Microtransit Vans (2)		20%	\$ -	\$ 150,000	\$ -	\$ -	\$ -	\$ 150,000
...		0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Capital Program			\$ 723,033	\$ 1,133,534	\$ 1,039,204	\$ 494,988	\$ 300,888	\$ 3,691,647
Total Local Match			\$ 118,595	\$ 226,707	\$ 207,841	\$ 98,998	\$ 60,178	\$ 712,318
Operating Program								
Fixed Route Bus Service	2.0%	100%	\$ 906,932	\$ 925,071	\$ 943,572	\$ 962,443	\$ 981,692	\$ 4,719,710
Pulse Implementation	2.0%	100%	\$ -	\$ -	\$ 315,000	\$ 321,300	\$ 327,726	\$ 964,026
Cost Allocation Realignment	2.0%	100%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Operating Program			\$ 906,932	\$ 925,071	\$ 1,258,572	\$ 1,283,743	\$ 1,309,418	\$ 5,683,736
Total Local Match			\$ 906,932	\$ 925,071	\$ 1,258,572	\$ 1,283,743	\$ 1,309,418	\$ 5,683,736

Doris expressed appreciation for the intent of planning a significant 5-year capital plan. Chad responded that it should be the intent of the operators and the regional MPO to develop a more robust capital and operating plan for future years. Phil asked for clarification on the role of a micro-transit solution for the region. Chad expressed that if funded, this micro-transit solution could be used to provide services requested by Age Friendly Saco.

8. **Ready Seafood – Green Line Adjustments** – Chad explained the BSOOB Transit-Ready Seafood transportation partnership, which includes additional trips on the Route #60 – Green Line, both in the early AM and PM peak. These trips will be accessible to all community members. As part of the partnership, which will cost \$57,500 for an operating plan between May and December, Ready seafood employees will have full access to the BSOOB Transit network.

As part of this service adjustment the Green line will now have a \$2 full fare, better aligned with the other local/urban routes. Chad explained that the decreased per trip cost is projected to increase ridership. The increased ridership projection, along with the Ready Seafood partnership, should offset any revenue reductions from the fare decrease. Phil recognized the adjustments as very positive changes. Curt provided some historical context on the zone based fare that used to be in place on the Green Line.



9. Administrative Discussion Items

Upcoming Meetings:

April 28th, 4p, Committee

May 9th, 12p, Finance

May 23rd, 12p, Finance

- 10. New Business** – Chad expressed that staffing concerns are a major operating concern right now. The Zoom service has been temporarily reduced to one bus for the week of 4/25 – 4/29. There was a group discussion on the continued staffing struggle.

Curt proposed that the committee should consider a motion towards setting aside a capital reserve fund for future capital expenses. He suggested that staff recommend a designated fund balance for future expenditures.

- 11. Adjournment** – The meeting was adjourned at 1:14 PM.

Memorandum

May 20, 2022

To: BSOOB Transit Committee Members
From: Caroline Freespirit, Finance Manager
Subject: Review of Financial Position as of April 30, 2022

Month End Details:

We have completed 83% of the fiscal year. The organization is tracking approximately 78% of the way through the total personnel expense budget.

As of the month close, fuel costs are 53% of budget, as opposed to 63% the previous year. We should still end up the year at or below budgeted totals. Fare revenues are approaching the budget projections with two months remaining in the fiscal year.

Future Considerations:

We are now in the thick of our FY23 budget preparation. As previously discussed, there will be some difficulty this year finalizing the budget because of the timing of GPCOG's FYCOP process. It seems unlikely that a final agreement for a Split Letter will not be ready for signing before 6/28/22. As the Transit Committee reviews a proposed budget in the June committee meetings, it may be necessary to act with assumptions built into the approval process. One such example is that staff will have indications on the proposed outcomes of the FYCOP process, but will not have clarity until the PACTS Policy Board meeting on 6/28. As such, the Transit Committee will have to use the indications provided by staff as benchmarks for the 5307 formula funds available.

The era of full funding of the rural routes is coming to an end, particularly concerning the ZOOM Express service. There are resources available for full-funding of the ZOOM for at least 66% of the year, after which we will be using 5311 funding that will cover 50% of expenses. The Maine Turnpike Authority used to contribute to the operations expense, but that funding relationship is no more. Discussion is needed about what the strategy for funding and operating the Zoom service will be moving forward.

CARES funding will be fully expended during FY23, the final allocations have been combined into the final Phase V grant for \$792,473. This has been submitted to TRAMS. After the CARES funding is done, there may be ARPA funds available to us, both from the PACTS region and Maine DOT. However, the amounts being considered will certainly be much less that CARES had been.

Grant	Scope	Suffix	Comments	Amount Spent	Balance Remaining	Local Match Still Required	Match Percent	Original Grant	Original Total Budget
FTA: ME-2018-012-00			5307 Funds	FTA: ME-2018-012-00	Start Date 6/29/2018 - End Date 6/30/2021				
	442	A2	Planning Consultant	19,200.00	0.00	-			
FTA: ME-2019-011-00			5307 Funds	FTA: ME-2019-011-00	Start Date 7/25/2019 - End Date 6/30/22				
	441	A3	Planning Consultant	1,522.00	14,478.00	3,619.50	20%		
FTA: ME-2020-031-01-00			5307 Funds FY21	FTA: ME-2020-031-01-00	Start Date 8/21/20 - End Date 6/30/23				
	117	A2	Preventive Maintenance	133,678.00	29,882.00	7,470.50	20%	163,560.00	204,450.00
	114	A4	Cap-Surv/Security	35,655.00	60,345.00	15,086.25	20%	96,000.00	120,000.00
	117	A2	Mobility Management	51,660.00	0.00	-	20%	51,660.00	64,575.00
	441	A3	Planning Consultant	0.00	17,600.00	4,400.00	20%	17,600.00	22,000.00
FTA: ME-2021019			5307 Funds FY22	FTA: ME-2021019	Start Date 8/23/21 - End Date 6/30/24				
	300	A1	Service Operations	575,361.00	153,449.00	153,449.00	50%	728,810.00	1,457,620.00
	117	A4	Preventive Maintenance	0.00	166,831.00	41,707.75	20%	166,831.00	208,538.75
	114	A3	Cap-Surv/Security	0.00	60,000.00	15,000.00	20%	60,000.00	75,000.00
	114	A3	2 Support Vehicles	38,608.00	121,392.00	30,348.00	20%	160,000.00	190,348.00
	111	A5	Replacement VANS	0.00	60,000.00	15,000.00	20%	60,000.00	75,000.00
	117	A4	Mobility Management	9,029.00	42,159.00	10,539.75	20%	51,188.00	61,727.75
	441	A2	Planning Consultant	0.00	19,200.00	4,800.00	20%	19,200.00	24,000.00
FTA: ME-2020-022-00			Zoom Coaches	FTA: ME-2020-022-00					
	111	A1	Zoom Coaches	854,154.00	191,306.00	47,826.50	20%		
FTA: ME-2021-004-01-00			CARE Phase III	FTA: ME-2021-004-01-00					
	300	A1	Covid Related Expense	152,477.00	0.00	0	0%	152,477.00	
	300	A1	Pandemic Assistance	275,080.00	0.00	0	0%	275,080.00	
FTA: ME-2021-020-00			CARE Phase IV	FTA: ME-2021-020-00					
	300	A1	All Covid	290,791.00	34,749.00	0	0%	325,540.00	
Place Holder			CARE 5307 Funds PHASE V Place Holder						
			Covid Related Expense	0.00	792,473.00			792,473.00	
Second LONO Grant Place Holder				0.00	0.00			0.00	

Grant	Scope	Suffix	Comments	Amount Spent	Balance Remaining	Local Match Still Required	Match Percent	Original Grant	Original Total Budget
FTA: ME-2019-020-00			Low-No - 2 Buses	941,172.00	328,828.00	14,892.80		1,270,000.00	1,329,225.00
MEDOT CSN 42857			VW Settlement Funds	1,500,000.00	0.00			1,500,000.00	1,500,000.00
MDOT: ME-2018-024-00, CSN 41564	Intercity 2020-2		Intercity 2020-2	MDOT: ME-2018-024-00, CSN 41564 119,121.08	384,331.92	384,331.92	50%	50% covered by Greyhound	
Intercity CARES			Intercity CARES Intercity CARES	1,021,452.00	(0.00)	0	0%		
Intercity CARISSA			Intercity CARISSA Intercity CARISSA	1/1/21 through 6/30/2023 177,684.45	522,315.55				
MDOT: ME-2019-019-00, CSN 40774	Zoom 2020 Operating			117,339.21	54,660.79	54,660.79	50%	50% covered by MTA in the past, but that is uncertain	
MDOT: ME-2021-005-00, CSN 43013	ZOOM Carissa ZOOM Carissa			MDOT: ME-2021-005-00, CSN 43013 381,774.20	43,225.80	0	0%		
Assignment Letter 20 CSN 43129			Urban State 2022	102,674.60	17,882.40	0		Supplements 5307 funds and silver line for 3 years	

Statement of Revenues, Expenses and Changes in Fund Equity
As of APRIL 2022

	Fund 801 Transit Agency	Last Year
Revenues		
Fares:		
Intercity fares	\$ 40,209.54	21,315.23
Urban fares	61,941.69	29,509.36
Trolley fares	103,757.72	50,781.67
Zoom fares	21,232.21	4,303.61
Noreaster UNE fares	7,368.46	7,528.12
Total fares	234,509.62	113,437.99
Grant revenues, including this month unbilled:		
FTA-Urban, Planning & Capital	2,457,467.10	2,176,626.22
MDOT-Urban	84,792.20	31,145.00
MDOT-Intercity	483,689.62	411,905.29
MDOT-RTAP	0.00	0.00
MDOT-ZOOM	375,121.01	277,866.00
MTA-ZOOM	0.00	45,341.61
FTA-Capital-Mobility	38,261.30	33,250.06
MDOT-Interline	0.00	0.00
Other grant revenue	1,840,000.00	7,613.14
MDOT-Capital grant	0.00	0.00
Total grant revenues	5,279,331.23	2,983,747.32
Insurance claims revenue	11,581.30	0.00
Fuel & miscellaneous operating revenue	8,342.72	8,107.82
Contract repair parts & labor revenue	96,330.01	125,380.46
Municipal contributions	625,000.00	520,000.00
Greyhound ticket sales	312.82	35.50
Contract stops - all	68,958.55	102,556.84
Contract revenue - UNE annual contribution	24,000.00	48,000.00
Advertising revenue - urban	39,293.75	18,200.00
Advertising revenue - intercity	525.00	0.00
Advertising revenue - zoom	6,181.54	0.00
Advertising Commissions Paid	(17,394.05)	(3,650.34)
Other income	46,048.03	7,720.00
Total revenues	6,423,020.52	3,923,535.59
Reconciliation (for Finance Dept. use only)		
Revenue Control	6,353,143.64	3,805,232.39
Add current month unbilled grants	69,873.40	118,303.20
Less nonoperating income	(3.48)	
Adjusted Revenue Control to tie to above	<u>6,423,020.52</u>	<u>3,923,535.59</u>
Difference	0.00	0.00

Expenses

Indirect Expenses		
Administrative Salaries	341,773.06	348,396.61
Administrative Benefits	192,100.64	186,335.16
Employee's Expense	11,479.42	10,884.13
Travel	13,049.91	2,687.63
Training	5,586.99	1,964.19
Utilities	18,963.23	17,017.09
Telephone	4,050.00	3,457.64
Postage	894.89	1,221.92
Office Supplies	14,316.92	14,190.04
Miscellaneous Office	77,295.52	89,539.02
Advertising	12,184.75	11,378.04
Professional Services	88,376.90	125,610.00
Insurance	172,655.03	157,109.00
Facility Repairs & Maint.	5,000.24	12,348.32
Vehicle Fuel	2,806.21	2,780.95
Depreciation	427,340.05	311,698.98
Total indirect expenses	1,387,873.76	1,296,618.72
Direct expenses:		
Operating wages-Drivers	901,907.24	723,331.90
Operating wages-Repair	260,495.50	207,550.82
Operating benefits-Drivers	168,318.22	147,986.42
Operating benefits-Repair	86,832.09	83,113.88
Miscellaneous supplies & costs	46,419.31	26,858.35
Vehicle Fuel	114,594.21	111,967.06
Vehicle Maintenance	186,070.45	219,974.84
Preventive Maintenance, all sources	139,700.64	133,718.87
Total operations expenses	1,904,337.66	1,654,502.14
Total operating expenses	3,292,211.42	2,951,120.86
Reconciliation (for Finance Dept. use only)		
Appropriation Control	5,948,753.24	4,587,042.99
Encumbrance Control		
Less nonoperating expense	(2,656,559.89)	(1,635,922.13)
Adjusted Approp. Control to tie to above	3,292,193.35	2,951,120.86
Difference	18.07	0.00
Operating income (loss)	3,130,809.10	972,414.73
Nonoperating revenues (expenses):		
Sale of surplus property	0.00	0.00
Loss on disposal of capital assets	0.00	0.00
Capital expense	(2,659,883.80)	(1,637,029.97)
Interest revenue (expense)	3,323.91	1,107.84
Total nonoperating revenue (expense)	(2,656,559.89)	(1,635,922.13)
Net income (loss)	474,249.21	(663,507.40)
Fund equity, beginning of year		
adjust reserve for inventory	3,317,938.44	1,815,707.49
change in value of fixed assets	1,212,178.72	1,109,852.03
loss on disposal of capital assets		
prior year adjustment		
Fund equity, end of year	\$ 5,004,366.37	2,262,052.12
To tie to balance sheet fund equity	5,004,357.92	2,262,052.12
Difference	(8.45)	0.00

Balance Sheet
As of APRIL 2022

	Fund 801 Transit Agency	Fund 801 Transit Agency
ASSETS		
Current assets:		
Petty Cash	200.00	200.00
Cash on Hand	200.00	200.00
Accounts Receivable		
Billed	252,577.95	252,842.80
Unbilled, this month	69,873.40	118,303.20
Inventory	342,332.47	279,716.04
Total current assets	665,183.82	651,262.04
Fixed assets:		
Property, plant and equipment	7,445,347.03	5,806,921.73
Less accumulated depreciation	(3,580,990.39)	(3,623,953.82)
Total fixed assets	3,864,356.64	2,182,967.91
Other assets:		
Prepaid expenses	(17,025.00)	(17,025.00)
Total prepaids	(17,025.00)	(17,025.00)
Total assets	4,512,515.46	2,817,204.95
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	(376,179.83)	97,512.25
Payroll liabilities outstanding	17,515.17	40,155.22
Accrued payroll	58,911.67	51,758.46
Accrued compensated absences	99,075.35	99,075.35
Unearned receipts	11,115.72	11,115.72
Total current liabilities	(189,561.92)	299,617.00
Non-current liabilities:		
Owed to (from) City of Biddeford	(302,280.54)	255,535.83
Total non-current liabilities	(302,280.54)	255,535.83
Total liabilities	(491,842.46)	555,152.83
Equity		
Retained earnings, end of prior year	4,530,134.12	2,925,559.52
Net income, current year	474,223.80	(663,507.40)
Total equity	5,004,357.92	2,262,052.12
Total liabilities and fund equity	\$ 4,512,515.46	2,817,204.95
Difference - Assets - (Liab. + Fund Equity)	0.00	0.00

YTD Cost Center Analysis - Local Service As of APRIL 2022	Agency	Agency
Revenues		
Fares:		
Portland fares	\$ 0.00	0.00
Shuttle fares	61,941.69	29,509.36
Trolley fares	103,757.72	50,781.67
Zoom fares	0.00	0.00
Noreaster UNE fares	7,368.46	7,528.12
Total fares	173,067.87	87,819.15
Grant revenues:		
FTA-Urban, including this month unbilled	1,349,239.10	1,146,096.22
MDOT-Urban	84,792.20	31,145.00
MDOT-Intercity	0.00	0.00
MDOT-ZOOM	0.00	0.00
MTA-ZOOM	0.00	0.00
Total grant revenues	1,434,031.30	1,177,241.22
Insurance claims revenue	11,581.30	0.00
Fuel & miscellaneous operating revenue	8,342.72	3,447.21
Contract repair parts & labor revenue	0.00	0.00
Municipal contributions	0.00	0.00
Contract stops - Local	68,958.55	102,556.84
Contract stops - Trolley	0.00	0.00
Contract revenue - UNE annual contribution	24,000.00	48,000.00
Advertising revenue - local (budget here)	0.00	0.00
Advertising revenue - intercity (charge to grant here)	525.00	0.00
Advertising revenue - trolley	0.00	0.00
Advertising revenue - zoom	0.00	0.00
Advertising Commissions Paid	(9,989.66)	(2,260.66)
Interest income	0.00	0.00
Other local revenue	0.00	0.00
Other income	0.00	0.00
Total revenues	1,698,935.78	1,416,803.76

Local Service	Agency	Agency
Expenses		
Administrative expenses:		
Administrative Salaries	202,609.89	221,009.44
Administrative Benefits	123,445.80	126,115.29
Employee's Expense	7,512.13	7,479.57
Travel	8,539.86	1,846.94
Training	3,656.13	1,349.79
Utilities	10,879.31	10,582.74
Telephone	2,355.84	2,222.28
Postage	585.62	839.70
Office Supplies	6,854.19	8,866.39
Miscellaneous Office	40,914.06	40,385.10
Advertising	7,129.00	6,427.12
Professional Services	40,197.87	26,903.88
Insurance	111,208.88	102,783.80
Facility Repairs & Maint.	3,272.16	8,412.70
Vehicle Fuel	1,773.33	1,868.85
Depreciation	9,892.11	25,054.54
Total administrative expenses	580,826.18	592,148.13
Operations expenses:		
Operating wages-Divers	603,365.69	453,493.69
Operating wages-Repair	133,413.09	118,241.70
Operating benefits-Divers	107,578.25	99,772.44
Operating benefits-Repair	44,471.16	47,349.98
Miscellaneous supplies & costs	17,176.64	10,128.82
Vehicle Fuel	59,814.99	63,787.63
Vehicle Maint.- regular	46,500.32	51,948.63
Preventive Maintenance	90,621.35	103,943.40
Total operations expenses	1,102,941.49	948,666.29
Total operating expenses	1,683,767.67	1,540,814.42
Municipal Contribution needed	(15,168.11)	124,010.66
Operating income (loss)	0.00	0.00

YTD Cost Center Analysis - Intercity Service As of APRIL 2022	Agency	Agency
Revenues		
Fares:		
Portland fares	\$ 40,209.54	21,315.23
Shuttle fares	0.00	0.00
Trolley fares	0.00	0.00
Zoom fares	0.00	0.00
Total fares	40,209.54	21,315.23
Grant revenues:		
FTA-Urban	0.00	0.00
	0.00	0.00
	0.00	0.00
MDOT-Intercity	483,689.62	411,905.29
MDOT-Interline	0.00	0.00
	0.00	0.00
MDOT-ZOOM	0.00	0.00
MTA-ZOOM	0.00	0.00
Grant revenue - UNE	0.00	0.00
	0.00	0.00
Total grant revenues	483,689.62	411,905.29
Fuel & miscellaneous operating revenue	0.00	0.00
Contract repair parts & labor revenue	0.00	0.00
Municipal contributions	25,000.00	25,000.00
Greyhound ticket sales	312.82	35.50
Contract stops - Local	0.00	0.00
Contract stops - Trolley	0.00	0.00
Contract revenue - UNE annual contribution	0.00	0.00
Advertising revenue - local	0.00	0.00
Advertising revenue - zoom (charge to grant here)	6,181.54	0.00
Advertising revenue - intercity (budget here)	0.00	0.00
Advertising Commissions Paid	(3,749.17)	(720.94)
Interest income	0.00	0.00
Other local revenue	0.00	0.00
Other income	0.00	0.00
Total revenues	551,644.35	457,535.08

Intercity Service	Agency	Agency
Expenses		
Administrative expenses:		
Administrative Salaries	62,386.76	68,116.70
Administrative Benefits	38,010.89	38,869.64
Employee's Expense	2,313.10	2,305.26
Travel	2,629.56	569.24
Training	1,125.78	416.02
Utilities	3,349.91	3,261.68
Telephone	725.40	684.92
Postage	180.32	258.80
Office Supplies	2,110.51	2,732.69
Miscellaneous Office	12,706.79	12,472.73
Advertising	2,559.95	2,049.66
Professional Services	12,377.55	8,291.97
Insurance	29,389.84	26,659.48
Facility Repairs & Maint.	1,007.55	2,592.85
Vehicle Fuel	585.63	593.10
Depreciation	3,712.56	7,990.10
Total administrative expenses	175,172.10	177,864.84
Operations expenses:		
Operating wages-Drivers	162,386.10	117,765.77
Operating wages-Repair	64,348.82	46,325.34
Operating benefits-Drivers	35,410.61	32,645.80
Operating benefits-Repair	21,449.67	18,551.02
Miscellaneous supplies & costs	8,265.47	3,968.32
Vehicle Fuel	27,737.74	24,991.05
Vehicle Maint.	47,456.01	41,879.44
Preventive Maintenance	19,988.44	10,957.62
Total operations expenses	387,042.86	297,084.36
Total operating expenses	562,214.96	474,949.20
Municipal Contribution needed	10,570.61	17,414.12
Operating income (loss)	0.00	0.00

YTD Cost Center Analysis - Zoom Service	Agency	Agency
As of APRIL 2022		
Revenues		
Fares:		
Portland fares	\$ 0.00	0.00
Shuttle fares	0.00	0.00
Trolley fares	0.00	0.00
Zoom fares	21,232.21	4,303.61
Noreaster UNE fares	0.00	0.00
Fares - other	0.00	0.00
Total fares	21,232.21	4,303.61
Grant revenues:		
FTA-Urban	0.00	0.00
	0.00	0.00
	0.00	0.00
MDOT-Intercity	0.00	0.00
	0.00	0.00
MDOT-ZOOM	375,121.01	277,866.00
MTA-ZOOM	0.00	45,341.61
Grant revenue - UNE	0.00	0.00
	0.00	0.00
Total grant revenues	375,121.01	323,207.61
Fuel & miscellaneous operating revenue	0.00	0.00
Contract repair parts & labor revenue	0.00	0.00
Municipal contributions	0.00	0.00
Contract stops - Local	0.00	0.00
Contract stops - Trolley	0.00	0.00
Contract revenue - UNE annual contribution	0.00	0.00
Advertising revenue - local (charge to grant here)	39,293.75	18,200.00
Advertising revenue - intercity	0.00	0.00
Advertising revenue - trolley	0.00	0.00
Advertising revenue - zoom (budget here)	0.00	0.00
Advertising Commissions Paid	(3,655.22)	(668.74)
Interest income	0.00	0.00
Other local revenue	0.00	0.00
Other income	0.00	0.00
Total revenues	431,991.75	345,042.48

ZOOM Service	Agency	Agency
Expenses		
Administrative expenses:		
1 Administrative Salaries	44,615.04	32,482.47
1 Administrative Benefits	27,182.98	18,535.57
1 Employee's Expense	1,654.18	1,099.30
2 Travel	1,880.49	271.45
9 Training	805.09	198.38
3 Utilities	2,395.64	1,555.38
3 Telephone	518.76	326.62
9 Postage	128.95	123.41
9 Office Supplies	1,509.30	1,303.12
9 Miscellaneous Office	9,244.39	6,293.69
11 Advertising	2,495.81	2,901.26
5 Professional Services	8,851.64	3,954.15
4 Insurance	32,056.31	27,665.72
6 Facility Repairs & Maint.	720.53	1,236.44
7 Vehicle Fuel	447.25	319.00
10 Depreciation	3,619.53	7,411.58
Total administrative expenses	138,125.89	105,677.54
Operations expenses:		
1 Operating wages-Drivers	116,155.45	56,160.29
1 Operating wages-Repair	62,733.59	42,983.77
1 Operating benefits-Drivers	25,329.36	15,568.17
1 Operating benefits-Repair	20,911.26	17,212.88
9 Miscellaneous supplies & costs	19,904.20	12,062.81
7 Vehicle Fuel	27,041.49	23,188.38
8 Vehicle Maint.	6,958.93	7,213.19
12 Preventive Maintenance	29,090.85	18,817.85
Total operations expenses	308,125.13	193,207.34
Total operating expenses	446,251.02	298,884.88
Municipal Contribution needed	14,259.27	(46,157.60)
Operating income (loss)	0.00	0.00

YTD Cost Center Analysis - Mobility/Outreach As of APRIL 2022	Agency	Agency
Revenues		
Fares:		
Portland fares	\$ 0.00	0.00
Shuttle fares	0.00	0.00
Trolley fares	0.00	0.00
Zoom fares	0.00	0.00
Noreaster UNE fares	0.00	0.00
Fares - other	0.00	0.00
Total fares	0.00	0.00
Grant revenues:		
FTA-Urban	0.00	0.00
MDOT-Intercity	0.00	0.00
FTA-Capital/Mobility/Outreach	38,261.30	33,250.06
MDOT-ZOOM	0.00	0.00
MTA-ZOOM	0.00	0.00
Grant revenue - UNE	0.00	0.00
Total grant revenues	38,261.30	33,250.06
Fuel & miscellaneous operating revenue	0.00	0.00
Contract repair parts & labor revenue	0.00	0.00
Municipal contributions	0.00	0.00
Contract stops - Local	0.00	0.00
Contract stops - Trolley	0.00	0.00
Contract revenue - UNE annual contribution	0.00	0.00
Advertising revenue - local	0.00	0.00
Advertising revenue - intercity	0.00	0.00
Advertising revenue - trolley	0.00	0.00
Advertising revenue - zoom	0.00	0.00
Advertising Commissions Paid	0.00	0.00
Interest income	0.00	0.00
Other local revenue	0.00	0.00
Other income	0.00	0.00
Total revenues	38,261.30	33,250.06

Mobility/Outreach Coordinator	Agency	Agency
Expenses		
Administrative expenses:		
Administrative Salaries	32,161.37	26,788.00
Administrative Benefits	3,460.97	2,814.66
Employee's Expense	0.00	0.00
Travel	0.00	0.00
Training	0.00	0.00
Utilities	2,338.37	1,617.29
Telephone	450.00	223.82
Postage	0.00	0.00
Office Supplies	519.00	0.00
Miscellaneous Office	5,526.44	2,486.38
Advertising	0.00	0.00
Professional Services	0.00	0.00
Insurance	0.00	0.00
Facility Repairs & Maint.	0.00	0.00
Vehicle Fuel	0.00	0.00
Depreciation	0.00	0.00
Total administrative expenses	44,456.15	33,930.15
Operations expenses:		
Operating wages-Drivers	0.00	0.00
Operating wages-Repair	0.00	0.00
Operating benefits-Drivers	0.00	0.00
Operating benefits-Repair	0.00	0.00
Miscellaneous supplies & costs	1,073.00	698.40
Vehicle Fuel	0.00	0.00
Vehicle Maint.	0.00	0.00
Preventive Maintenance	0.00	0.00
Total operations expenses	1,073.00	698.40
Total operating expenses	45,529.15	34,628.55
Municipal Contribution needed	7,267.85	1,378.49
Operating income (loss)	0.00	0.00

YTD Cost Center Analysis - Outside Repair/Sales As of APRIL 2022	Agency	Agency
Revenues		
Fares:		
Portland fares	\$ 0.00	0.00
Shuttle fares	0.00	0.00
Trolley fares	0.00	0.00
Zoom fares	0.00	0.00
Noreaster UNE fares	0.00	0.00
Fares - other	0.00	0.00
Total fares	0.00	0.00
Grant revenues:		
FTA-Urban	0.00	0.00
	0.00	0.00
	0.00	0.00
MDOT-Intercity	0.00	0.00
	0.00	0.00
MDOT-ZOOM	0.00	0.00
MTA-ZOOM	0.00	0.00
Grant revenue - UNE	0.00	0.00
	0.00	0.00
Total grant revenues	0.00	0.00
Fuel & miscellaneous operating revenue	0.00	0.00
Contract repair parts & labor revenue	96,330.01	125,380.46
Municipal contributions	0.00	0.00
Contract stops - Local	0.00	0.00
Contract stops - Trolley	0.00	0.00
Contract revenue - UNE annual contribution	0.00	0.00
Advertising revenue - local	0.00	0.00
Advertising revenue - intercity	0.00	0.00
Advertising revenue - trolley	0.00	0.00
Advertising revenue - zoom	0.00	0.00
Advertising Commissions Paid	0.00	0.00
Interest income	0.00	0.00
Other local revenue	0.00	0.00
Other income	0.00	0.00
Total revenues	96,330.01	125,380.46

Outside Agency Repairs & Fuel Sales	Agency	Agency
Expenses		
Administrative expenses:		
Administrative Salaries	0.00	0.00
Administrative Benefits	0.00	0.00
Employee's Expense	0.00	0.00
Travel	0.00	0.00
Training	0.00	0.00
Utilities	0.00	0.00
Telephone	0.00	0.00
Postage	0.00	0.00
Office Supplies	0.00	0.00
Miscellaneous Office	0.00	0.00
Advertising	0.00	0.00
Professional Services	0.00	0.00
Insurance	0.00	0.00
Facility Repairs & Maint.	0.00	0.00
Vehicle Fuel	0.00	0.00
Depreciation	0.00	0.00
Total administrative expenses	0.00	0.00
Operations expenses:		
Operating wages-Drivers	0.00	0.00
Operating wages-Repair	0.00	0.00
Operating benefits-Drivers	0.00	0.00
Operating benefits-Repair	0.00	0.00
Miscellaneous supplies & costs	0.00	0.00
Vehicle Fuel	0.00	0.00
Vehicle Maint.	85,155.19	114,282.97
Total operations expenses	85,155.19	114,282.97
Total operating expenses	85,155.19	114,282.97
Municipal Contribution needed	(11,174.82)	(11,097.49)
Operating income (loss)	0.00	0.00

YTD Cost Center Analysis - Items not Allocated As of APRIL 2022	Agency	Agency
Revenues		
Grant revenues:		
FTA non-operating grant revenue	1,108,228.00	1,030,530.00
MDOT non-operating grant revenue	1,840,000.00	0.00
MDOT RTAP grant revenue	0.00	0.00
Other grant revenue	0.00	7,613.14
MDOT capital grant revenue	0.00	0.00
Total grant revenues	2,948,228.00	1,038,143.14
Municipal contributions	600,000.00	495,000.00
Fuel & miscellaneous operating revenue	0.00	4,660.61
Other income	46,048.03	7,720.00
Total revenues	3,594,276.03	1,545,523.75
Expenses		
Administrative expenses:		
Administrative Salaries	0.00	0.00
Administrative Benefits	0.00	0.00
Employee's Expense	0.00	0.00
Travel	0.00	0.00
Training	0.00	0.00
Utilities	0.00	0.00
Telephone	0.00	0.00
Postage	0.00	0.00
Miscellaneous & Office	2,587.25	3,964.12
RTAP Grant Expense	0.00	0.00
Advertising	0.00	0.00
Professional Services	26,949.84	86,460.00
Insurance	0.00	0.00
Facility Repairs & Maint.	0.00	106.33
Vehicle Fuel	0.00	0.00
Depreciation	410,115.86	271,242.76
Total administrative expenses	439,652.95	361,773.21
Operations expenses:		
Operating wages-Drivers	0.00	0.00
Operating wages-Repair	0.00	0.00
Operating benefits-Drivers	0.00	0.00
Operating benefits-Repair	0.00	0.00
Miscellaneous supplies & costs	0.00	0.00
Vehicle Fuel	0.00	0.00
Vehicle Maint.	0.00	4,650.61
Total operations expenses	0.00	4,650.61
Items Paid from Restricted Fund Balance	0.00	0.00
Loss on Disposal of Capital Assets	0.00	0.00
Building Construc/Repair Capital	0.00	0.00
Equipment Purchase Capital	28,038.35	19,373.87
Vehicles Purchase Capital	2,631,845.45	1,617,656.10
Total capital expenses	2,659,883.80	1,637,029.97
Total expenses	3,099,536.75	2,003,453.79
Non-allocated items income (loss)	494,739.28	(457,930.04)
Income (loss) before depreciation	904,855.14	(186,687.28)
Municipal Contributions needed to fund operations	5,754.80	85,548.18
Excess (shortfall) in Municipal Contributions	899,100.34	(272,235.46)

YTD Cost Center Analysis - COVID RELATED As of APRIL 2022	Agency	Agency
Revenues		
Fares:		
Portland fares	\$ 0.00	0.00
Shuttle fares	0.00	0.00
Trolley fares	0.00	0.00
Biddeford rural loop fares	0.00	0.00
Zoom fares	0.00	0.00
Noreaster UNE fares	0.00	0.00
Fares - other	0.00	0.00
Total fares	0.00	0.00

Grant revenues:		
FTA-Urban	0.00	0.00
	0.00	0.00
	0.00	0.00
MDOT-Intercity	0.00	0.00
	0.00	0.00
MDOT-ZOOM	0.00	0.00
MTA-ZOOM	0.00	0.00
MDOT-Biddeford rural loop	0.00	0.00
Grant revenue - UNE	0.00	0.00
	0.00	0.00
Total grant revenues	0.00	0.00
Fuel & miscellaneous operating revenue	0.00	0.00
Contract repair parts & labor revenue	0.00	0.00
Municipal contributions	0.00	0.00
Contract stops - Local	0.00	0.00
Contract stops - Trolley	0.00	0.00
Contract stops - Biddeford rural loop	0.00	0.00
Contract revenue - UNE annual contribution	0.00	0.00
Advertising revenue - local	0.00	0.00
Advertising revenue - intercity	0.00	0.00
Advertising revenue - trolley	0.00	0.00
Advertising revenue - Biddeford rural loop	0.00	0.00
Advertising revenue - zoom	0.00	0.00
Advertising Commissions Paid	0.00	0.00
Interest income	0.00	0.00
Other local revenue	0.00	0.00
Other income	0.00	0.00
Total revenues	0.00	0.00
	Agency	Agency
Expenses		
Administrative expenses:		
Administrative Salaries	0.00	0.00
Administrative Benefits	0.00	0.00
Employee's Expense	0.00	0.00
Travel	0.00	0.00
Training	0.00	0.00
Utilities	0.00	0.00
Telephone	0.00	0.00
Postage	0.00	0.00
Office Supplies	0.00	0.00
Miscellaneous Office	6,316.58	23,937.00
Advertising / Printing	0.00	180.00
Professional Services	0.00	0.00
Insurance	0.00	0.00
Facility Repairs & Maint.	0.00	0.00
Vehicle Fuel	0.00	0.00
Depreciation	0.00	0.00
Total administrative expenses	6,316.58	24,117.00
Operations expenses:		
Operating wages-Drivers	20,000.00	95,912.15
Operating wages-Repair	0.00	0.00
Operating benefits-Drivers	0.00	0.00
Operating benefits-Repair	0.00	0.00
Miscellaneous supplies & costs	0.00	0.00
Vehicle Fuel	0.00	0.00
Vehicle Maint.	0.00	0.00
Preventive Maintenance	0.00	0.00
Total operations expenses	20,000.00	95,912.15
Total operating expenses	26,316.58	120,029.15
Operating income (loss)	(26,316.58)	(120,029.15)
YTD Cost Center Analysis -	Agency	Agency
As of APRIL 2022		
Revenues		
Fares:		
Portland fares	\$ 0.00	0.00
Shuttle fares	0.00	0.00
Trolley fares	0.00	0.00

Biddeford-Old Orchard Beach-Saco Transit Committee

Zoom fares	0.00	0.00
Noreaster UNE fares	0.00	0.00
Fares - other	0.00	0.00
Total fares	0.00	0.00
Grant revenues:		
FTA-Urban	0.00	0.00
	0.00	0.00
	0.00	0.00
MDOT-Intercity	0.00	0.00
	0.00	0.00
MDOT-ZOOM	0.00	0.00
MDOT-Trolley	0.00	0.00
MTA-ZOOM	0.00	0.00
Grant revenue - UNE	0.00	0.00
	0.00	0.00
Total grant revenues	0.00	0.00
Fuel & miscellaneous operating revenue	0.00	0.00
Contract repair parts & labor revenue	0.00	0.00
Municipal contributions	0.00	0.00
Contract stops - Local	0.00	0.00
Contract stops - Trolley	0.00	0.00
Contract revenue - UNE annual contribution	0.00	0.00
Advertising revenue - local	0.00	0.00
Advertising revenue - intercity	0.00	0.00
Advertising revenue - trolley	0.00	0.00
Advertising revenue - zoom	0.00	0.00
Advertising Commissions Paid	0.00	0.00
Interest income	0.00	0.00
Other local revenue	0.00	0.00
Other income	0.00	0.00
Total revenues	0.00	0.00
	Agency	Agency
Expenses		
Administrative expenses:		
Administrative Salaries	0.00	0.00
Administrative Benefits	0.00	0.00
Employee's Expense	0.00	0.00
Travel	0.00	0.00
Training	0.00	0.00
Utilities	0.00	0.00
Telephone	0.00	0.00
Postage	0.00	0.00
Office Supplies	0.00	0.00
Miscellaneous Office	0.00	0.00
Advertising	0.00	0.00
Professional Services	0.00	0.00
Insurance	0.00	0.00
Facility Repairs & Maint.	0.00	0.00
Vehicle Fuel	0.00	0.00
Depreciation	0.00	0.00
Total administrative expenses	0.00	0.00
Operations expenses:		
Operating wages-Drivers	0.00	0.00
Operating wages-Repair	0.00	0.00
Operating benefits-Drivers	0.00	0.00
Operating benefits-Repair	0.00	0.00
Miscellaneous supplies & costs	0.00	0.00
Vehicle Fuel	0.00	0.00
Vehicle Maint.	0.00	0.00
Preventive Maintenance	0.00	0.00
Total operations expenses	0.00	0.00
Total operating expenses	0.00	0.00
Operating income (loss)	0.00	0.00
Biddeford-Saco-OOB Transit Committee		
YTD Cost Center Analysis - Total of all Areas	FY22	Last Year
As of APRIL 2022	Totals	F.S. Totals
Revenues		
Fares:		

Biddeford-Old Orchard Beach-Saco Transit Committee

Portland fares	\$ 40,209.54	21,315.23
Shuttle fares	61,941.69	29,509.36
Trolley fares	103,757.72	50,781.67
Zoom fares	21,232.21	4,303.61
Noreaster UNE fares	7,368.46	7,528.12
Total fares	234,509.62	113,437.99
Grant revenues:		
FTA-Urban	2,457,467.10	2,176,626.22
MDOT-Urban	84,792.20	31,145.00
MDOT-Intercity	483,689.62	411,905.29
MDOT-RTAP	0.00	0.00
MDOT-ZOOM	375,121.01	277,866.00
MTA-ZOOM	0.00	45,341.61
Planning/Mobility/Outreach	38,261.30	33,250.06
Interline grant revenue	0.00	0.00
MDOT-Other grants	1,840,000.00	7,613.14
Capital grants	0.00	0.00
Total grant revenues	5,279,331.23	2,983,747.32
Insurance claims revenue	11,581.30	0.00
Fuel & miscellaneous operating revenue	8,342.72	8,107.82
Contract repair parts & labor revenue	96,330.01	125,380.46
Municipal contributions	625,000.00	520,000.00
Greyhound ticket sales	312.82	35.50
Contract stops - Local	68,958.55	102,556.84
Contract revenue - UNE annual contribution	24,000.00	48,000.00
Advertising revenue - local	39,293.75	18,200.00
Advertising revenue - intercity	525.00	0.00
Advertising revenue - zoom	6,181.54	0.00
Advertising Commissions Paid	(17,394.05)	(3,650.34)
Other income	46,048.03	7,720.00
Total revenues	6,423,020.52	3,923,535.59
Expenses		
Administrative expenses:		
Administrative Salaries	341,773.06	348,396.61
Administrative Benefits	192,100.64	186,335.16
Employee's Expense	11,479.42	10,884.13
Travel	13,049.91	2,687.63
Training	5,586.99	1,964.19
Utilities	18,963.23	17,017.09
Telephone	4,050.00	3,457.64
Postage	894.89	1,221.92
Office Supplies	10,993.01	13,082.20
Miscellaneous Office	77,295.52	89,539.02
Advertising	12,184.75	11,378.04
Professional Services	88,376.90	125,610.00
Insurance	172,655.03	157,109.00
Facility Repairs & Maint.	5,000.24	12,348.32
Vehicle Fuel	2,806.21	2,780.95
Total administrative expenses	957,209.80	983,811.90
Operations expenses:		
Operating wages-Drivers	901,907.24	723,331.90
Operating wages-Repair	260,495.50	207,550.82
Operating benefits-Drivers	168,318.22	147,986.42
Operating benefits-Repair	86,832.09	83,113.88
Miscellaneous supplies & costs	46,419.31	26,858.35
Vehicle Fuel	114,594.21	111,967.06
Vehicle Maint.	186,070.45	219,974.84
Preventive Maintenance	139,700.64	133,718.87
Depreciation	427,340.05	311,698.98
Total operations expenses	2,331,677.71	1,966,201.12
Total operating expenses	3,288,887.51	2,950,013.02
Operating income (loss)	3,134,133.01	973,522.57
Contingency fund	0.00	0.00
Loss on disposal of capital assets	0.00	0.00
Capital expense	2,659,883.80	1,637,029.97
Interest expense (included in office supplies allocation)		
Total non-operating expenses	2,659,883.80	1,637,029.97

Biddeford-Old Orchard Beach-Saco Transit Committee

Total expenses	<u>5,948,771.31</u>	<u>4,587,042.99</u>
Net income (loss)	<u>474,249.21</u>	<u>(663,507.40)</u>

B-S-OOB Transit Committee
Monthly Financial Report - Revenues
Month Ending APRIL 2022

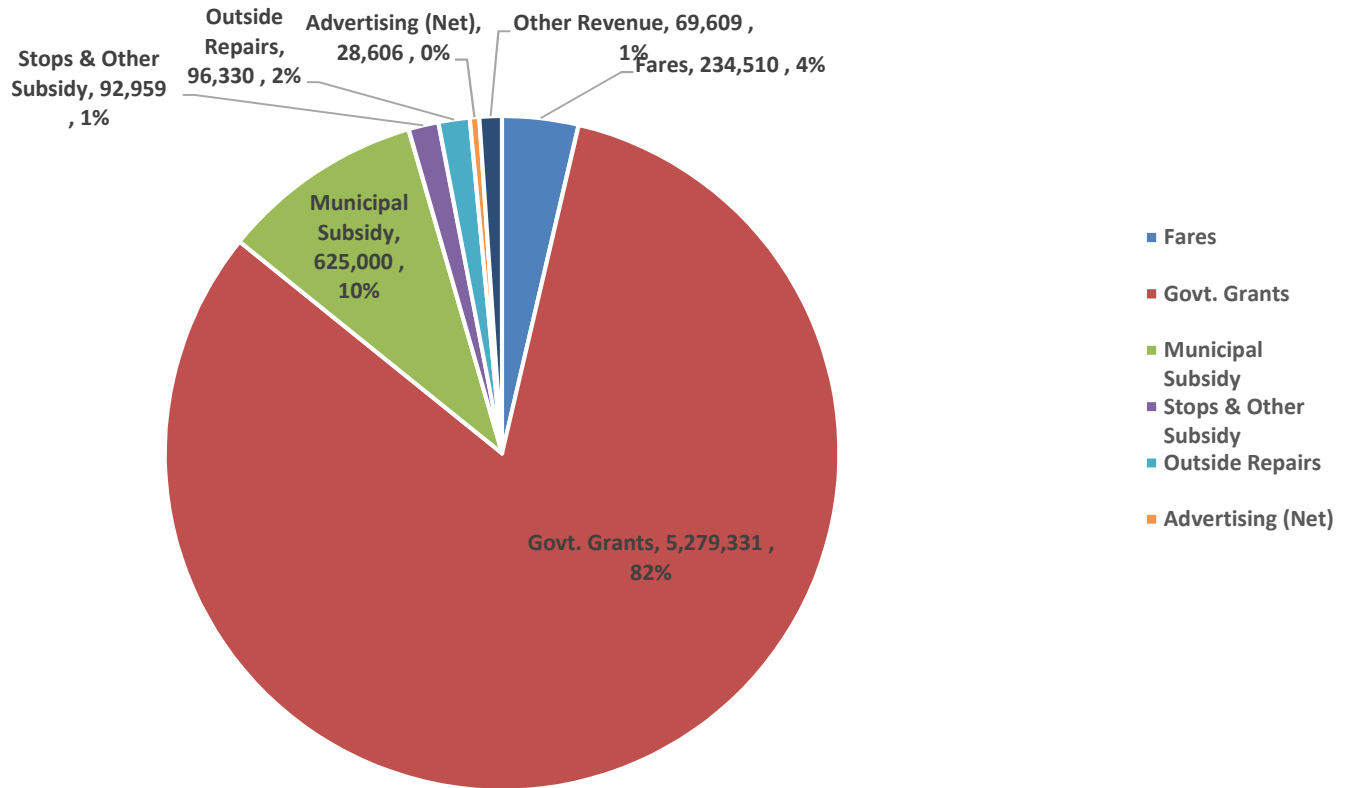
Target %: .83

	FY2022				FY2021		
	Estimate	Month Ended April	Remaining Estimate	Percentage Realized	Revised Estimate	Month Ended April	Percentage Realized
General Revenues:							
Sale of surplus property	0	46,048	(46,048)	0.0%	0	7,720	0.0%
Donations	0	0	0	0.0%	0	0	0.0%
Interest earned	0	0	0	0.0%	0	0	0.0%
Advertising commissions paid	(12,200)	(17,398)	5,198	142.6%	(20,000)	(3,650)	18.3%
Miscellaneous revenue	500	19,924	(19,424)	3984.8%	2,000	3,447	172.4%
YCCTC Repairs Revenues:							
Repair parts	52,000	35,791	16,209	68.8%	100,000	53,693	53.7%
Repair labor	63,000	31,163	31,837	49.5%	75,000	48,098	64.1%
Other Agency Repairs Revenues:							0.0%
Repair parts	20,000	16,772	3,228	83.9%	20,000	12,370	61.9%
Repair labor	15,000	12,604	2,396	84.0%	15,000	11,221	74.8%
Local Service Revenues:							
FTA Urban grant	1,300,000	1,349,239	(49,239)	103.8%	614,135	1,146,096	186.6%
Local fares	150,500	173,068	(22,568)	115.0%	283,000	87,819	31.0%
Advertising sales	40,000	39,294	706	98.2%	84,000	18,200	21.7%
Contract stops	82,000	68,959	13,041	84.1%	128,000	102,557	80.1%
MDOT grants	31,450	84,792	(53,342)	269.6%	31,145	31,145	100.0%
UNE contribution	72,000	24,000	48,000	33.3%	72,000	48,000	66.7%
Other local service revenues	0	0			0	0	
Zoom Service Revenues:							
Zoom fares	26,000	21,232	4,768	81.7%	110,000	4,304	3.9%
Advertising sales	0	6,182	(6,182)	0.0%	30,000	0	0.0%
MDOT Zoom grant	526,935	375,121	151,814	71.2%	140,000	277,866	198.5%
MTA Zoom grant	0	0	0	0.0%	130,000	45,342	34.9%
Intercity Service Revenues:							
Intercity fares/ticket sales	50,100	40,522	9,578	80.9%	127,000	21,351	16.8%
Advertising sales	0	525	(525)	0.0%	20,000	0	0.0%
MDOT Intercity grant	687,104	483,690	203,414	70.4%	586,850	411,905	70.2%
Municipal contributions	25,000	25,000	0	100.0%	25,000	25,000	100.0%
Mobility/Outreach Coordinator							
FTA Planning grant	52,953	38,261	14,692	72.3%	36,895	33,250	90.1%
Fuel Sales Revenue:							
Fuel sales	0	0	0	0.0%	0	0	0.0%
Non-operating Revenues:							
FTA non-operating grants	3,927,739	1,108,228	2,819,511	28.2%	288,000	1,030,530	357.8%
MDOT non-operating grants	0	1,840,000	(1,840,000)	0.0%	0	0	0.0%
MDOT RTAP grant	0	0	0	0.0%	15,000	0	0.0%
Other grants	104,860	0	104,860	0.0%	0	7,613	0.0%
Capital grants	0	0	0	0.0%	0	0	0.0%
Municipal contributions	600,000	600,000	0	100.0%	375,000	495,000	132.0%
Other non-operating revenues	0	0	0	0.0%	473	4,661	985.4%
TOTAL REVENUES	7,814,941	6,423,017	1,391,924	82.2%	3,288,498	3,923,538	119.3%
Total, less Municipal contributions	7,214,941	5,823,017	1,391,924	80.7%	2,913,498	3,428,538	117.7%
Total fares	226,600	234,822	(8,222)	103.6%	520,000	113,474	21.8%
Total less fares & Municipal conts.	6,988,341	5,588,195	1,400,146	80.0%	2,393,498	3,315,064	138.5%
Total external repairs/fuel sales	150,000	96,330	53,670	64.2%	210,000	125,382	59.7%
Total operating revenues	3,182,342	2,874,789	307,553	90.3%	2,610,025	2,385,734	91.4%

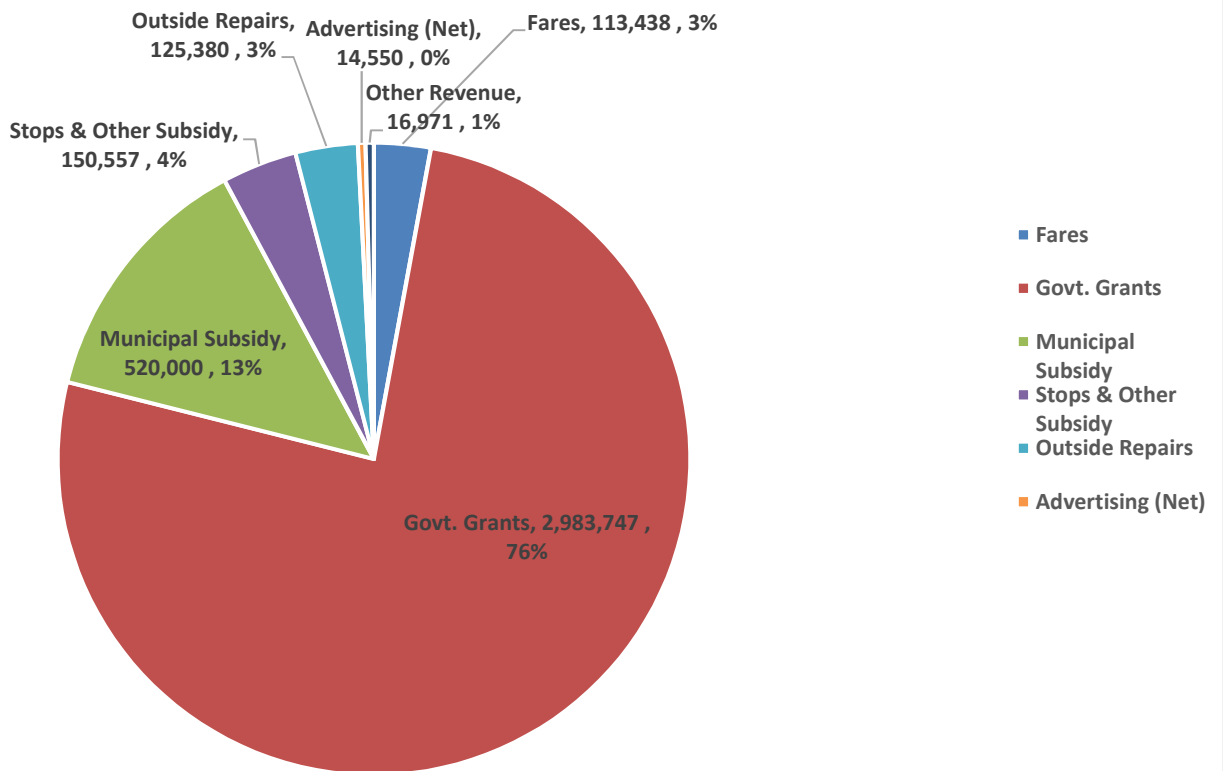
B-S-OOB Transit Committee
Monthly Financial Report - Expenditures
Month Ending APRIL 2022

Target %: 83

	FY2022				FY2021		
	Revised Budget	Month Ended April	Remaining Budget	Percentage Expended	Revised Budget	Month Ended April	Percentage Expended
Admin/Overhead Expenditures:							
Salaries & wages	409,400	309,612	99,788	75.6%	319,374	321,609	100.7%
Employee benefits	217,913	188,640	29,273	86.6%	171,984	179,721	104.5%
Other employment costs	38,500	30,116	8,384	78.2%	22,520	19,335	85.9%
Purchased professional svcs.	76,500	68,720	7,780	89.8%	60,100	44,843	74.6%
General operating costs	158,100	544,231	(386,131)	344.2%	322,400	427,378	132.6%
Insurances	196,363	172,667	23,696	87.9%	96,000	157,109	163.7%
Borrowing costs	0	(3,324)	3,324	0.0%	0	(1,108)	0.0%
Contingency	0	0	0	0.0%	0	0	0.0%
Garage Operating Expenditures:							
Salaries & wages, regular	368,732	293,555	75,177	79.6%	258,918	268,936	103.9%
Overtime wages	53,574	47,813	5,761	89.2%	24,082	35,963	149.3%
Employee benefits	121,686	86,841	34,845	71.4%	72,699	83,114	114.3%
Other employment costs	2,000	3,047	(1,047)	152.4%	3,745	2,382	63.6%
Reclassification to external repairs	(115,000)	(80,847)	(34,153)	70.3%	(160,000)	(97,348)	60.8%
General operating costs	159,430	102,121	57,309	64.1%	145,235	114,312	78.7%
YCCTC Repairs Expenditures:							
All costs	110,000	58,255	51,745	53.0%	155,000	93,522	60.3%
Other Agency Repairs Expenditures:							
All costs	20,000	26,900	(6,900)	134.5%	32,000	20,761	64.9%
Bus Services Expenditures:							
Salaries & wages, regular	1,106,944	873,532	233,412	78.9%	704,577	621,403	88.2%
Overtime wages	63,574	58,987	4,587	92.8%	39,677	37,795	95.3%
Employee benefits	258,953	183,523	75,430	70.9%	174,460	157,170	90.1%
Other employment costs	0	40	(40)	0.0%	9,744	0	0.0%
Advertising costs	7,500	308	7,192	4.1%	1,500	1,000	66.7%
Fuel costs	210,410	112,299	98,111	53.4%	176,896	111,967	63.3%
General operating costs	123,500	108,143	15,357	87.6%	233,800	100,310	42.9%
Mobility/Outreach Coordinator							
Salaries & wages, regular	49,068	31,417	17,651	64.0%	39,601	26,716	67.5%
Overtime wages	0	744	(744)	0.0%	990	73	7.4%
Employee benefits	5,314	3,461	1,853	65.1%	4,395	2,815	64.1%
Other employment costs	0	0	0	0.0%	333	0	0.0%
General operating costs	13,020	9,907	3,113	76.1%	800	5,026	628.3%
Fuel Sales Expenditures:							
Fuel costs	0	0	0	0.0%	0	0	0.0%
Non-operating Expenditures							
Training/Travel/Lodging	0	0	0	0.0%	200	0	0.0%
Consultants	60,000	26,950	33,050	44.9%	30,000	86,460	288.2%
RTAP grant expenses	0	0	0	0.0%	15,000	0	0.0%
Repairs & maintenance, non-cap	0	0	0	0.0%	0	4,757	0.0%
Loss on disposal of assets	0	0	0	0.0%	0	0	0.0%
Capital equipment	4,057,118	2,659,884	1,397,234	65.6%	330,000	1,637,030	496.1%
Other non-oper. Expense	42,337	2,587	39,750	6.1%	2,468	3,964	160.6%
Total Expenditures	7,814,936	5,920,129	1,894,807	75.8%	3,288,498	4,467,015	135.8%
Total Personnel Costs	2,710,658	2,115,636	595,022	78.0%	1,874,099	1,773,967	94.7%
Total Fuel Costs	210,410	112,299	98,111	53.4%	176,896	111,967	63.3%
Total Capital Equipment Costs, net	4,057,118	2,659,884	1,397,234	65.6%	330,000	1,637,030	496.1%
Total Other Costs	836,750	1,032,310	(195,560)	123.4%	907,503	944,051	104.0%



FY2022 YTD Revenues, APRIL



FY2021 YTD Revenues, APRIL

