



**AGENDA**  
**Meeting**  
of the  
**BOARD OF DIRECTORS**  
of the  
**SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**  
A Public Agency  
**February 7, 2012**  
**8:30 a.m.**  
**Santa Barbara MTD Auditorium**  
550 Olive Street, Santa Barbara, CA 93101

**1. CALL TO ORDER**

**2. ROLL CALL OF THE BOARD OF DIRECTORS**

Dave Davis, Chair; Roger Aceves, Vice Chair; Olivia Rodriguez, Secretary; Dick Weinberg, Director; Brian Fahnestock, Director; John Britton, Director; Chuck McQuary, Director

**3. REPORT REGARDING POSTING OF AGENDA**

**4. RECESS TO CLOSED SESSION- CONFERENCE WITH LEGAL COUNSEL- ANTICIPATED LITIGATION (Section 54956.9 (b)) (ACTION MAY BE TAKEN)**

The Board will meet in closed session pursuant to Government Code § Section 54956.9 (b).  
One case: Proposed United States Environmental Protection Agency Settlement Re: Casmalia Disposal Site Remediation

***PUBLIC COMMENT WILL BE ALLOWED RELATED TO THE CLOSED SESSION ITEM(S) BEFORE THE RECESS***

**5. REPORT ON CLOSED SESSION/ CONVENE TO REGULAR SESSION**

**CONSENT CALENDAR**

**6. APPROVAL OF PRIOR MINUTES (ATTACHMENT- ACTION MAY BE TAKEN)**

The Board will be asked to waive the reading of and approve the draft minutes for the meeting of January 24, 2012.

**7. CASH REPORT- (ATTACHMENTS- ACTION MAY BE TAKEN)**

The Board will be asked to review the cash report of January 17, 2012 through January 30, 2012.

**THIS CONCLUDES THE CONSENT CALENDAR**

**8. PUBLIC COMMENT**

Members of the public may address the Board on items within the jurisdiction of the Board that are not scheduled for public hearing. The time allotted per speaker will be at the discretion of the Board Chair. If you wish to address the Board under this item number, please complete and deliver to the MTD Board Clerk, a "Request to Speak" form including a description of the subject you wish to address. Additional public comment will be allowed during each agenda item, including closed session items. Please fill out the Request to Speak form and indicate the agenda item # that you wish to comment on.

9. **STAFF MEDICAL AND DENTAL INSURANCE RENEWAL (ACTION MAY BE TAKEN)**  
The Board will be asked to authorize staff's recommendation to renew Staff Medical Insurance with United Health Care (UHC) and Staff Dental Insurance with Guardian Dental.
10. **SHORT-TERM LEASE AGREEMENT FOR ARTICULATED BUS - (ACTION MAY BE TAKEN)**  
The Board will be asked to authorize the General Manager to enter into a short-term lease agreement with Nova Bus, for the use of an articulated bus.
11. **QUARTERLY STAFF REPORTS (ATTACHMENT- ACTION MAY BE TAKEN)**  
The Board will review quarterly staff reports for the period of October 1<sup>st</sup> through December 31, 2011.
12. **CAPITAL PROJECT ACTIVITY REPORT- (INFORMATIONAL)**  
Staff will provide the Board with an update of planned projects, no action is required.
13. **MTD CALLE REAL PROPERTY – (ACTION MAY BE TAKEN)**  
Board will be asked to consider communication with the County Board of Supervisors regarding the zoning of MTD Calle Real Property
14. **SIX-MONTH FINANCIAL STATEMENTS (ATTACHMENT- ACTION MAY BE TAKEN)**  
The Board will review Six-Month Financial Statements for FY11/12.
15. **GENERAL MANAGER'S REPORT (ACTION MAY BE TAKEN)**
  - a) Transportation and Circulation Committee (TCC) – Milpas Street
  - b) Interregional Transfers
  - c) Schedule a Facilities Committee Meeting
  - d) Other
16. **OTHER BUSINESS AND COMMITTEE REPORTS- (ACTION MAY BE TAKEN)**  
The Board will report on related public transit issues and committee meetings.

**TIME CERTAIN 9:30 A.M.**

17. **RECESS TO CLOSED SESSION- CONFERENCE WITH LEGAL COUNSEL- ANTICIPATED LITIGATION (Section 54956.9 (b)) (ACTION MAY BE TAKEN)**  
The Board will meet in closed session pursuant to Government Code § Section 54956.9 (b).  
One case: Marlene Shann vs. MTD  
***PUBLIC COMMENT WILL BE ALLOWED RELATED TO THE CLOSED SESSION ITEM(S) BEFORE THE RECESS***
18. **ADJOURNMENT**

**AMERICANS WITH DISABILITIES ACT:** If you need special assistance to participate in this meeting, please contact the MTD Administrative Office at 963-3364 at least **48 hours in advance** of the meeting to allow time for MTD to attempt a reasonable accommodation.



**MINUTES  
WORKSHOP  
of the  
BOARD OF DIRECTORS  
of the  
SANTA BARBARA METROPOLITAN TRANSIT DISTRICT  
A Public Agency  
January 24, 2012  
8:30 a.m.  
Santa Barbara MTD Auditorium  
550 Olive Street, Santa Barbara, CA 93101**

**1. CALL TO ORDER**

Chair Davis called the meeting to order at 8:30 a.m.

**2. ROLL CALL OF THE BOARD OF DIRECTORS**

Chair Davis reported that all members were present.

**3. REPORT REGARDING POSTING OF AGENDA**

Imelda Martin, Executive Assistant to the General Manager and Board of Directors reported that the agenda was posted on January 20, 2012 at MTD's Administrative Office, mailed and emailed to those on the agenda minutes list and posted on MTD's website.

**CONSENT CALENDAR**

**4. & 5. APPROVAL OF PRIOR MINUTES AND CASH REPORT (ATTACHMENT- ACTION MAY BE TAKEN)**

Director McQuary moved to approve the draft minutes for the meeting of January 10, 2012 and the cash report of January 3, 2012 through January 16, 2012. Director Aceves seconded the motion. The motion passed unanimously.

**THIS CONCLUDES THE CONSENT CALENDAR**

**6. PUBLIC COMMENT**

There was none made.

**7. INTERREGIONAL TRANSFER DISCOUNT PROGRAM - (ACTION MAY BE TAKEN)**

Staff updated the Board on discussions with staff of the Ventura County Transportation Commission (VCTC) and the Santa Barbara County Association of Governments (SBCAG) regarding transfers between MTD and the various interregional services that travel into the South Coast. Staff asked the Board to determine the appropriate cost of and to discuss the source of funding of the interregional transfer. SBCAG staff was present and participated in the discussion. Director Weinberg made a motion directing staff to return with further information and delaying a decision on the staff recommendations. Director Rodriguez seconded the motion. The motion passed, with Director Aceves opposed.

**CHAIR DAVIS ASKED THAT ITEMS # 9 AND # 10 BE TAKEN BEFORE ITEM # 8.**

**9. GENERAL MANAGER'S REPORT**

The Board did not have any further questions or comments on the General Manager's Report.

**10. OTHER BUSINESS AND COMMITTEE REPORTS- (ACTION MAY BE TAKEN)**

No other items were discussed.

**AT THIS TIME THE BOARD TOOK A FIVE MINUTE RECESS**

**8. STRATEGIC PLAN WORKSHOP (ATTACHMENTS- ACTION MAY BE TAKEN)**

Steve Maas, Manager of Strategic Planning and Compliance reviewed MTD's Mission and Goals with the Board. Mr. Maas and other staff members then reviewed MTD's current service capacity related to proposed future development in the South Coast. This discussion revealed areas where it is likely that service availability will not keep up with demand, unless additional funding is made available to MTD. Staff then discussed the various projects that MTD has proposed that SBCAG include in the ongoing update to the Regional Transportation Plan (RTP). The RTP is a long-range transportation planning document that is mandated by both the federal and the state government. Following a review and discussion of these topics, the Board directed staff to return with proposed criteria for a guidance document. The Board thanked staff for the Workshop discussion.

**11. ADJOURNMENT**

Director Aceves moved to adjourn the meeting at 11:48 a.m. Director Britton seconded the motion. The motion passed unanimous.

---

---

**Santa Barbara Metropolitan Transit District**  
**Cash Report**  
**Board Meeting of February 7, 2012**  
**For the Period January 17, 2012 through January 30, 2012**

---

---

**MONEY MARKET**

**Beginning Balance January 17, 2012** **\$4,574,199.01**

Accounts Receivable	1,118,298.33
SB-325 (LTF)	443,232.84
Passenger Fares	173,100.15
Measure "A"	118,618.50
Property Tax Revenue	10,772.99
Advertising/Prepaid Deposi	4,960.20
Miscellaneous/Asset Sales	<u>20.00</u>
<b>Total Deposits</b>	<b>1,869,003.01</b>

Bank Fee - Jan 12	(4,785.14)
ACH Garn/Escrow	(8,287.94)
ACH Pensions Transfer	(33,841.63)
ACH Tax Deposit	(148,298.91)
Operations Transfer	(261,439.12)
Payroll Transfer	<u>(355,018.02)</u>
<b>Total Disbursements</b>	<b>(811,670.76)</b>

**Ending Balance** **\$5,631,531.26**

**CASH INVESTMENTS**

LAIF Account	\$3,304,474.28
Money Market Account	<u>5,631,531.26</u>

**Total Cash Balance** **\$8,936,005.54**

**SELF INSURED LIABILITY ACCOUNTS**

WC / Liability Reserves	(\$1,766,933.07)
-------------------------	------------------

**Working Capital** **\$7,169,072.47**

**Santa Barbara Metropolitan Transit District  
Accounts Payable**

Check #	Date	Company	Description	Amount	Voids
100382	1/19/2012	AQUA-FLO	SHOP SUPPLIES	55.23	
100383	1/19/2012	AMERICAN NAMEPLATE COMPAN	ENGRAVING SERVICES	31.03	
100384	1/19/2012	AMSTERDAM PRINTING & LITHO	PRINTING SERVICES	1,032.00	
100385	1/19/2012	BIG BRAND TIRES	SERVICE VEHICLE MAINTENANCE	143.10	
100386	1/19/2012	BLACKBIRD ARCHITECTS INC.	SUPERSTOP/TRANSIT CORRIDOR DESI	7,576.20	
100387	1/19/2012	BNS ELECTRONICS, INC.	GIB. SITE RENTAL	336.57	
100388	1/19/2012	BUENA TOOL, INC.	SHOP SUPPLIES	15.41	
100389	1/19/2012	CALIFORNIA ELECTRIC SUPPLY, I	B&G SUPPLIES	186.35	
100390	1/19/2012	NATASHA CARBAJAL	HEALTH REIMBURSEMENT	147.23	
100391	1/19/2012	CARQUEST AUTO PARTS	BUS PARTS & SUPPLIES	322.58	
100392	1/19/2012	CARPINTERIA VALLEY CHAMBER	MEMBERSHIP DUES	181.50	
100393	1/19/2012	CERTIFIED ENVIRONMENTAL	PROFESSIONAL SERVICES	2,576.86	
100394	1/19/2012	CENTRAL COAST CIRCULATION, L	BUS BOOK DISTRIBUTION	575.00	
100395	1/19/2012	CHANNEL CITY ENGINEERING	SHOP EQUIPMENT REPAIRS	65.00	
100396	1/19/2012	COMMUNITY RADIO, INC.	GIB. SITE RENTAL	232.58	
100397	1/19/2012	CIO SOLUTIONS, LP	PROFESSIONAL SERVICES	2,520.00	
100398	1/19/2012	COTTAGE HEALTH SYSTEM	EMPLOYEE ASSISTANCE PROGRAM	1,193.00	
100399	1/19/2012	COAST TRUCK PARTS	BUS PARTS	276.28	
100400	1/19/2012	CROCKER REFRIGERATION & AIR	SHOP HEATER	3,970.00	
100401	1/19/2012	CUMMINS CAL PACIFIC LLC	SHOP SUPPLIES	62.56	
100402	1/19/2012	CA STATE BOE, MOTOR CARRIER	USER FUEL TAX	1,491.72	
100403	1/19/2012	CA. STATE BOARD OF EQUALIZAT	UNDERGROUND STORAGE TANK FEE	2,995.66	
100404	1/19/2012	COUNTY OF S.B.PUBLIC WORKS D	WASTE DISPOSAL	136.00	
100405	1/19/2012	DAVIS LAND SURVEYING DBA	PROFESSIONAL SERVICES	757.50	
100406	1/19/2012	DELTA DENTAL - CLIENT SERVICE	DENTAL INSURANCE	6,423.60	
100407	1/19/2012	DELTACARE USA #06485-0001	DENTAL INSURANCE	1,603.77	
100408	1/19/2012	DOCUPRODUCTS CORPORATION	COPIER COPIES & SUPPLIES	301.14	
100409	1/19/2012	DONS INDUSTRIAL SUPPLY DBA	SHOP SUPPLIES	134.51	
100410	1/19/2012	DRUG TESTING NETWORK, INC	DRUG TESTING	69.90	
100411	1/19/2012	EASY LIFT TRANSPORTATION, IN	ADA SUBSIDY	47,867.00	
100412	1/19/2012	FEDEX OFFICE	PRINTING SERVICES	30.01	
100413	1/19/2012	FIA CARD SERVICES	MISC CREDIT CARD CHARGES	9,481.26	
100414	1/19/2012	FIDELITY INVESTMENTS INSTITU	PENSION QTRLY ADMIN FEES	1,075.00	
100415	1/19/2012	FAIRVIEW UNOCAL/TOM PRICE	SMOG TESTING	47.75	
100416	1/19/2012	FLORES AUTO BODY & PAINT DB	BUS REPAIRS	550.00	
100417	1/19/2012	GAUSMAN & MOORE ASSOCIATES	ELECTRICAL ENGINEERING SERVICES	41,250.00	
100418	1/19/2012	GIBBS INTERNATIONAL INC	BUS PARTS	1,476.33	
100419	1/19/2012	GILLIG LLC	BUS PARTS	4,346.61	

Check #	Date	Company	Description	Amount	Voids
100420	1/19/2012	GRAINGER, INC.	SHOP/B&G SUPPLIES	54.42	
100421	1/19/2012	GRISHAM, JILL	REIMBURSEMENT	180.00	
100422	1/19/2012	HAYWARD LUMBER	SHOP SUPPLIES	409.48	
100423	1/19/2012	H.G. MAKELIM CO., INC.	BUS PARTS	2,347.18	
100424	1/19/2012	HOME IMPROVEMENT CTR.	SHOP/B&G SUPPLIES	112.85	
100425	1/19/2012	HOWIE ENTERPRISES DBA	BUS REPAIRS	1,150.00	
100426	1/19/2012	INTELLICORP RECORD INC.	PRE-EMPLOYMENT CHECK	24.20	
100427	1/19/2012	INDOFF, INC.	OFFICE SUPPLIES	591.15	
100428	1/19/2012	IPC (USA), INC.	BUS FUEL	22,172.53	
100429	1/19/2012	JOSHUA GRAY ELECTRIC DBA	TC ELECTRICAL SERVICE	7,354.32	
100430	1/19/2012	LAGOMARSINO WAREHOUSE	PARKING FOR COASTAL EXPRESS BU!	1,500.00	
100431	1/19/2012	MC CORMIX CORP. (OIL)	LUBRICANTS	4,265.36	
100432	1/19/2012	MC CORMIX CORP. (GAS)	FUEL-SERVICE VEHICLES	2,205.36	
100433	1/19/2012	MCGOWAN GUNTERMANN	ANNUAL AUDIT	17,099.96	
100434	1/19/2012	MCMaster-CARR SUPPLY CO.	SHOP/B&G SUPPLIES	214.85	
100435	1/19/2012	MIKE CUEVAS GARDENING SERVI	LANDSCAPE MAINTENANCE SERVICE	660.00	
100436	1/19/2012	MISSION LINEN SUPPLY, INC	UNIFORM & LINEN SERVICE	4,358.63	
100437	1/19/2012	MOHAWK MFG. AND SUPPLY CO.	BUS PARTS	1,366.02	
100438	1/19/2012	MCI SERVICE PARTS, INC.	BUS PARTS	54.52	
100439	1/19/2012	MOUSER ELECTRONICS	VEHICLE BUS PARTS	33.41	
100440	1/19/2012	NEWEGG, INC	COMPUTER SUPPLIES & REPAIRS	462.96	
100441	1/19/2012	NU-COOL REDI GREEN	COOLANTS & SHOP SUPPLIES	255.37	
100442	1/19/2012	PREVOST CAR INC.- CREDIT DEPT.	BUS PARTS	1,579.10	
100443	1/19/2012	PERRY LINCOLN MERCURY MAZD	SERVICE VEHICLE PARTS / REPAIRS	20.88	
100444	1/19/2012	SBPARENT.COM/PARENTCLICK.C	MEDIA AD	60.00	
100445	1/19/2012	PHILLIPS 66-CONOCO-76	SERVICE VEHICLE FUEL	152.67	
100446	1/19/2012	PITNEY BOWES INC	POSTAGE METER QTRLY CHARGES	145.47	
100447	1/19/2012	CAREY POINDEXTER	RETIREE HEALTH REIMBURSEMENT	490.60	
100448	1/19/2012	PORT SUPPLY	BUS PARTS	66.39	
100449	1/19/2012	REPUBLIC ELEVATOR, INC	ELEVATOR MAINTENANCE	137.32	
100450	1/19/2012	ROGERS, SHEFFIELD & CAMPBELL	LEGAL COUNSEL	22,136.50	
100451	1/19/2012	SANDOVAL, ROMUALDO	REIMBURSEMENT	49.00	
100452	1/19/2012	SAFEGUARD DBA	OFFICE SUPPLIES	284.06	
100453	1/19/2012	SERVICE MASTER OF SANTA BAR	JANITORIAL SERV./SUPPLIES	4,952.00	
100454	1/19/2012	SM TIRE, CORP.	BUS TIRE MOUNTING	2,054.38	
100455	1/19/2012	SHARON SIMKINS	RETIREE HEALTH REIMBURSEMENT	285.00	
100456	1/19/2012	SMART & FINAL	OFFICE/MEETING SUPPLIES	454.67	
100457	1/19/2012	SO. CAL. EDISON CO.	UTILITIES	4,017.53	
100458	1/19/2012	SOAP MAN DISTRIBUTIN DBA	CLEANING SUPPLIES	160.01	
100459	1/19/2012	SOUTHERN CALIFORNIA GAS CO	UTILITIES	1,127.73	
100460	1/19/2012	SPECIALTY TOOL & BOLT, LTD	SHOP SUPPLIES	15.09	

Check #	Date	Company	Description	Amount	Voids
100461	1/19/2012	SPRINT DBA	WiFi SERVICES	186.95	
100462	1/19/2012	SOUTHWEST LIFT & EQUIPMENT,	B&G REPAIRS & SUPPLIES	228.70	
100463	1/19/2012	STAR MACHINE & TOOL CORP.	SHOP EQUIPMENT REPAIR	427.10	
100464	1/19/2012	STAR-TAM, INC.	B&G REPAIRS & SUPPLIES	72.38	
100465	1/19/2012	T.F. HUDGINS, INC.	BUS PARTS	119.35	
100466	1/19/2012	TELCOM, INC.	RADIO INSTALLATION & SERVS.	2,374.68	
100467	1/19/2012	THE LIGHTHOUSE	SHOP SUPPLIES	18.94	
100468	1/19/2012	TANK TEAM INC.	TANK TESTS	117.00	
100469	1/19/2012	UPS FREIGHT	FREIGHT SHIPPING	684.31	
100470	1/19/2012	INTERSTATE CAPITAL CORPORAT	UNIFORMS	30.33	
100471	1/19/2012	VALLEY POWER SYSTEMS, INC.	BUS PARTS	558.99	
100472	1/19/2012	WAXIE SANITARY SUPPLY DBA	JANITORIAL SUPPLIES	1,840.37	
100473	1/19/2012	WAYTEK INC.	BUS PARTS & SHOP SUPPLIES	75.88	
100474	1/19/2012	WILSON PRINTING INC.	PRINTING SERVICES	574.21	
100475	1/20/2012	SB COUNTY FEDERAL CREDIT UNI	PAYROLL DEDUCTION	250.00	
100476	1/27/2012	CHILD SUPPORT ENFORCEMENT A	PAYROLL RELATED	147.69	
100477	1/27/2012	DEAILE, MARY	PAYROLL RELATED	106.15	
100478	1/27/2012	DOMINANCE SOFTWARE DEVELO	SOFTWARE SUPPORT SERVICES	267.50	
100479	1/27/2012	STATE OF CALIFORNIA	PAYROLL RELATED	104.54	
100480	1/27/2012	UNITED STATES TREASURY - IRS	PAYROLL RELATED	500.00	
100481	1/27/2012	SHERIFF CIVIL BUREAU	PAYROLL RELATED	228.01	
100482	1/27/2012	OTTIERI, ANN BRADY	PAYROLL RELATED	277.00	
100483	1/27/2012	SB COUNTY FEDERAL CREDIT UNI	PAYROLL DEDUCTION	1,248.00	
100484	1/27/2012	SEELEY, KAREN	PAYROLL RELATED	75.69	
100485	1/27/2012	SOUTHERN CALIFORNIA GAS CO	UTILITIES	57.19	
100486	1/27/2012	SB CITY OF-REFUSE/WATER	UTILITIES	1,119.13	
100487	1/27/2012	TEAMSTERS UNION LOCAL NO. 18	UNION DUES	319.62	
100488	1/27/2012	UNITED WAY OF SB	PAYROLL DEDUCTION	88.00	
100489	1/27/2012	VERIZON CALIFORNIA	TELEPHONES	2,381.01	
100490	1/27/2012	VERIZON WIRELESS	WIRELESS PHONES	319.19	
100491	1/27/2012	YACO SCHOLARSHIP FUND	PAYROLL DEDUCTION	44.00	
				<b>261,439.12</b>	
				<b>Current Cash Report Voided Checks:</b>	0.00
				<b>Prior Cash Report Voided Checks:</b>	0.00
				<b>Grand Total:</b>	<b>\$261,439.12</b>

**Santa Barbara Metropolitan Transit District  
Cash Receipts of Accounts Receivable**

<b>Date</b>	<b>Company</b>	<b>Description</b>	<b>Amount</b>
1/10/2012	Local Transportation Fund	SB 325 - Dec 11	716,945.17
1/10/2012	Measure A, Section 3 LSTI	Measure "A" Funds - Dec 11	192,955.27
1/17/2012	Department of Rehabilitation	Passes/Token Sales	600.00
1/17/2012	Wayne Kosaka Design	Advertising on Buses	5,239.00
1/18/2012	Godzilla Graphics	Advertising on Buses	3,150.10
1/18/2012	Marshall Advertising	Advertising on Buses	882.30
1/20/2012	City of SB - Browning Allen	Downtown Shuttle - Dec 11	92,663.75
1/20/2012	City of SB - Commuter Lot	Commuter Lot Shuttle - Jan 12	16,945.08
1/24/2012	Rene Carrillo	Dental Insurance - Cobra	61.81
1/26/2012	Department of Rehabilitation	Passes/Token Sales	40.00
1/26/2012	Kara Woods Agency	Advertising on Buses	680.00
1/26/2012	Kara Woods Agency	Advertising on Buses	12,240.85
1/27/2012	Demko Resource Group	Advertising on Buses	390.00
1/27/2012	Department of Rehabilitation	Passes/Token Sales	20.00
1/30/2012	Department of Rehabilitation	Passes/Token Sales	80.00
1/30/2012	Federal Transit Administration	FTA Operating Assistance FY12-2Q	75,405.00
<b>Total Accounts Receivable Paid During Period</b>			<b>\$1,118,298.33</b>



## BOARD OF DIRECTORS REPORT

**AGENDA DATE:** February 7, 2012

**AGENDA ITEM #: 9**

**TYPE:** Action

**PREPARED BY:** Gabriel Garcia

\_\_\_\_\_  
*Signature*

**REVIEWED BY:** Sherrie Fisher

\_\_\_\_\_  
*GM Signature*

**SUBJECT: Renewal of Staff Medical and Dental Insurance  
Effective March 1, 2012**

### RECOMMENDATION:

Staff recommends that the Board of Directors authorize the General Manager to renew staff medical and dental insurance with UnitedHealthcare of California and Guardian Dental through the remainder of fiscal year 2011-12<sup>1</sup>.

### DISCUSSION:

Staff's medical insurance provided by UnitedHealthcare of California and dental insurance supplied by Guardian expires on February 29, 2012. UnitedHealthcare has offered to renew staff coverage for a 5% increase in premiums, while Guardian has agreed to keep premiums consistent with the prior year amounts.

MTD budgeted up to a 10% increase in both medical and dental insurance premiums effective March 1, 2012. The table below provides the combined monthly costs:

<b>Current Monthly Premium</b>	<b>Budgeted Monthly Premium</b>	<b>Proposed Monthly Premium</b>	<b>Budget Monthly Savings</b>
\$46,010	\$50,612	\$48,112	(\$2,500)

### Background

Staff has been working closely with Bob Fatch of Hub International to find lower cost alternatives that provide a similar benefit package. New plans provided by the industry and the fact that some insurance carriers underwriters are finally willing to consider MTD's staff a "Small Group" rather than a "Management Carve Out" has given staff a reason to be cautiously optimistic that something viable can be recommended.

The recommendation proposes to continue to require each staff member contribute to the medical & dental benefit package.

<sup>1</sup> Both insurance carriers require a 30-day notice of cancellation

## BOARD OF DIRECTORS REPORT

**MEETING DATE:** February 7, 2012

**AGENDA ITEM #:** 10

**TYPE:** Action

**PREPARED BY:** Jerry Estrada

\_\_\_\_\_  
*Signature*

**REVIEWED BY:** General Manager

\_\_\_\_\_  
*GM Signature*

**SUBJECT:** Short-term Lease Agreement for Articulated Bus

### RECOMMENDATION:

Staff recommends that the Board of Directors authorize the General Manager to enter into a short-term lease with Nova Bus, a Division of Volvo Canada Inc., for the use of an articulated bus.

### DISCUSSION:

Increased demand for public transit service between Isla Vista and Santa Barbara Community College has stretched MTD's ability to provide adequate passenger capacity on Line 15x to its limit. MTD has allocated additional buses and operating hours to the line over the past few years but to continue to do so in these difficult economic times would likely result in a service cut to other portions of the community.

As a means of providing additional passenger capacity to the Line 15x without having to increase the number of buses allocated to the line during its peak, the introduction of articulated buses to MTD's fleet is being considered.

As a means of assessing the feasibility of an articulated bus for the purpose discussed, and to gauge the community's sentiment about its potential inclusion in MTD's fleet, a short-term lease with Nova Bus has been prepared.

The short-term lease of a 60-ft. articulated bus provides added capacity versus a typical 40-ft. bus. It is anticipated that the articulated bus will be in Santa Barbara for approximately three to four weeks before it moves on to another community. The trial will provide the community with the opportunity to see the bus in operation, while providing MTD with some insight into the feasibility of articulated buses as a solution to the capacity issue discussed.

General Manager Fisher has presented MTD's plan to demonstrate the articulated bus on Line 15x to the city councils of Santa Barbara and Goleta as well as to the County Board of Supervisors. MTD staff has also shared its plans with their peers within the aforementioned agencies, and other interested parties. Staff will meet with the Development Committee to review the details of the trial as it pertains to bus stop, routing, and other logistics.

\_\_\_\_\_

**NOVA LFS BUS**

**US SHORT TERM LEASE AGREEMENT**

LEASE AGREEMENT made this \_\_\_\_\_ day of \_\_\_\_\_, between NOVA BUS, A DIVISION OF VOLVO CANADA INC., Quebec Corporation, hereinafter referred to as "Lessor", with its principal place of business at 1000, Industriel Blvd., Saint-Eustache (Quebec), Canada, J7R 5A5 and Santa Barbara Metropolitan Transit District, hereinafter referred to as "Lessee", residing, contracting, and doing business at Santa Barbara, CA.

**1. DESCRIPTION OF VEHICLE TERM DELIVERY:**

The vehicle which is the subject of this Lease, together with all equipment and accessories, now or hereafter acquired ("Leased Vehicle"), is described in Schedule A. The lease term shall commence on the date hereof and continue for the number of months and days shown in Schedule A. Lessee shall remain liable for any obligations of Lessee to Lessor or any third party which remain outstanding upon termination of this lease. Lessor shall deliver the Leased Vehicle to Lessee on the date set forth in Schedule A hereof ("Delivery Date"); however if delivery is delayed for reasons beyond Lessor's control, then as soon thereafter as is practicable. Lessor shall not be responsible for any damages (1) caused by any failure or delay in delivery by the manufacturer of the Leased Vehicle, (2) caused by any interruption of Lessee's use of the Leased Vehicle, or (3) for any time lost in the repair of or the recovery of the Leased Vehicle by Lessee if it is lost or stolen, for reasons beyond Lessor's control..

**2. MONTHLY LEASE AND OTHER PAYMENTS:**

Lessee shall pay Lessor, or its assignee, on the dates indicated and at the place designated the monthly lease payments shown in Schedule A. All payments shall be made at the primary place of business of Lessor, unless the rights of Lessor shall have been properly assigned, as provided in this Lease, in which event all payments shall be made to the assignee at the address(s) designated in the notice of assignment given to Lessee. Other than taxes, all fees, and similar charges imposed on the ownership, possession, use, or operation of the Leased Vehicle during the entire term of this lease shall be paid by Lessee irrespective of whether or not such, fees, and similar charges may be imposed by any federal, state, municipal authority either upon Lessor or upon Lessee.

**3. LATE CHARGES AND LATE RETURN:**

If any monthly lease payment is not received by Lessor within five (5) days of its due date, Lessee will pay a late charge equal to five percent (5%) of the payment then due, or such lesser amount prescribed by applicable law. Except for reasons beyond the control of Lessee, if the Leased Vehicle is not returned to Lessor at the end of the lease term specified in Schedule A hereof ("Lease End"), Lessee will pay an additional fee for each month or portion of a month longer than three (3) days the Leased Vehicle is retained as is set forth in Schedule A, and Lessee shall be subject to all terms and conditions hereof until redelivery to Lessor of the Leased Vehicle. Any retention of the Leased Vehicle longer than three (3) days after Lease End is a default under this lease, and subject to the applicable penalties. Should Lessee not return the Leased Vehicle to Lessor at the Lease End without a written agreement there shall be no tacit renewal.

**4. INSURANCE:**

- (a) **Personal Injury and Property Damage Insurance.** Lessee, at its own expense, shall keep in effect, during the entire term of this lease, an insurance policy insuring Lessor, who shall be named insured, against liability for personal injury and against liability for property damage, with limits as provided in Schedule A. The insurance shall be placed with an insurance company approved by Lessor. The policy or certificate thereof shall be delivered to Lessor no later than ten (10) days prior to the delivery of the Leased Vehicle to Lessee.
- (b) **Fire, Theft, and Collision Insurance.** Lessee, at its own expense, shall keep in effect, during the entire term of this lease, insurance policies insuring the Leased Vehicle against fire and theft, and also providing deductible collision insurance as provided in Schedule A, with liability for the deductible amount to be borne by Lessee. The insurance shall be written in the name of Lessee but endorsed "with loss payable to Lessee and NOVA BUS, A DIVISION OF VOLVO CANADA INC., Lessor, as their interests may appear," and also endorsed "Insurance as to the interest of NOVA BUS, A DIVISION OF VOLVO CANADA INC., Lessor, shall not be invalidated by any act of the insured". The insurance shall be placed with an insurance company approved by Lessor. In the event of an assignment of Lessor's rights, the name of the assignee shall be substituted for that of NOVA BUS, A DIVISION OF VOLVO CANADA INC., as Lessor. The policy or a certificate thereof shall be delivered to Lessor no later than ten (10) days prior to the delivery of the Leased Vehicle to Lessee.
- (c) **Renewals.** If the term of any insurance policy required to be maintained by Lessee hereunder expires prior to the end of the Lease Term, Lessee agrees to renew such policy to provide equivalent replacement insurance and to deliver a copy of such renewal or replacement policy to Lessor. Any renewal or replacement insurance policy shall be delivered to Lessor at least ten (10) days prior to the expiration of the term of the insurance policy then in effect, together with evidence of the payment of the premium therefor.
- (d) **Notice of Cancellation.** Each insurance policy must be approved by Lessor and must state Lessor will be given at least thirty (30) days' advance written notice of any cancellation, reduction or material change in coverage. Lessor may reasonably revise the types and amounts of required coverages to reflect changes in the risks assumed by Lessor in connection with this lease. Unless impracticable or unreasonably expensive, upon request by Lessor, Lessee shall obtain endorsements providing the revised coverages within ten (10) days. The payment of any deductibles or any deficiencies between the insurance coverages and Lessee's liabilities under this lease are the sole responsibility of Lessee.

- (e) Insurance Certificate. Lessee agrees to furnish to Lessor, at least once during each calendar year of the term hereof (and at such other reasonable times as Lessor may reasonably request), an insurance certificate signed by an independent insurance broker who may be the broker regularly retained by Lessee or one of recognized national standing, certifying that the insurance required under the lease is in full force and effect. Such insurance certificate shall provide that (i) the broker will advise Lessor in writing promptly of any default in the payment of any premium and of any other act or omission on the part of Lessor or Lessee of which such broker has knowledge and which might invalidate or render unenforceable in whole or in part any insurance on the Leased Vehicle and (ii) the broker undertakes reasonable efforts to ensure that no insurance provided shall expire or terminate, or change in a manner materially adverse to Lessor prior to thirty (30) days after Lessor shall have received written notice thereof.

- (f) **Compliance with Applicable Law.** Anything in the foregoing paragraphs to the contrary notwithstanding, Lessee shall provide and maintain, at a minimum, the required insurance coverage under the Applicable State (as hereinafter defined) and federal statutes. As used herein, Applicable State shall mean each and every state wherein Lessee shall operate the Leased Vehicle, and such states shall be specifically designated on Schedule A. As Applicable State law may require, Lessee shall file copies of said policies with the Applicable State or federal agency in accordance with such laws.
- (g) **Lessee's Failure to Maintain Insurance.** In case of any failure on the part of Lessee to procure and maintain insurance, or to pay taxes, fees, and similar charges, all as hereinbefore specified, Lessor may effect such insurance, or pay such fees, and similar charges, as the case may be at Lessee's cost, in such event the cost thereof shall be payable by Lessee as additional rent with the next month's instalment of rent, together with interest at the rate of eighteen percent (18%) per annum.
- (h) **Insurance Proceeds.** All policies of insurance maintained in accordance with the Lease Agreement shall provide that Lessor is named as a Loss Payee and any payments made thereunder shall be made directly to Lessor. Lessee hereby appoints Lessor as its attorney-in-fact to make claim for, receive payment of, and do all acts necessary to collect the proceeds of such insurance and directs any insurer to pay all such proceeds directly to Lessor. Such proceeds shall be used for the repair or replacement of the Leased Vehicles and/or toward payment of Lessee's obligations under the terms and conditions of this Lease at the sole option of Lessor.

**5. LICENSE PLATES, REGISTRATION AND TITLE:**

Lessee hereby represents that it is a duly licensed operator of the Leased Vehicle and that it has valid Operating Authority from the Division of Motor Vehicles and the Department of Transportation in the Applicable State(s), where it shall be operated.

**6. PAYMENT OF OFFICIAL FEES AND TAXES:**

Lessee shall pay when due or reimburse Lessor for any other official fees and all use taxes, including gross receipts taxes, but excluding Lessor's property and income taxes, imposed by any governmental authority in connection with this lease. The estimates of fees and taxes are set forth in Schedule A.

**7. VEHICLE MAINTENANCE AND MODIFICATIONS AND STANDARDS OF WEAR AND USE:**

During the lease term, Lessee shall cause the Leased Vehicle to be serviced according to the manufacturer's recommendations, maintain the Leased Vehicle in good running order and condition, cause all necessary repairs to be made, and maintain and keep available for inspection by Lessor upon reasonable request all maintenance records as required by applicable law, all at Lessee's sole cost and expense. Lessee shall add any state or federally mandated emission control systems to the Leased Vehicle necessary to place the Leased Vehicle in compliance with the law of any Applicable State or federal law during the Lease term. Anything in the foregoing to the contrary notwithstanding, unless Lessee obtains Lessor's prior written consent, Lessee shall not make any changes to the Leased Vehicle (including but not limited to adding, removing or modifying any accessories, equipment or parts or painting, lettering or other decorations) other than to identify it as Lessee vehicle, install farebox, destination sign and/or two-way radio.

**8. INSPECTION AND RETURN OF VEHICLE:**

During the term of the within Lease, Lessee shall keep the Leased Vehicle in good order and repair, ordinary wear and tear excepted, and shall not waste or destroy the Leased Vehicle or any part thereof. Lessee shall maintain reasonable records showing the condition, maintenance and use of the Leased Vehicle. Lessor shall have the right to examine and inspect the Leased Vehicle and any records related thereto, to such extent and at such times as are reasonable under the circumstances. Lessor has the right and privilege, upon reasonable notice, to inspect the Leased Vehicle on the premises of Lessee wherever located. If possible, the Leased Vehicle shall be garaged within the Applicable State at all times during the term of the lease.

Upon sale or return of the Leased Vehicle, whether upon Early Termination (as hereinafter defined) or at Lease End, Lessee warrants that the vehicle will be in the same condition in which it was received by Lessee, normal wear and tear excepted, and will be saleable at fair market value price without deductions for any abnormal condition ("Required Condition"). Lessee shall return the Leased Vehicle to such place as Lessor shall reasonably specify, but Lessee shall not be required to cross state lines to do so. If Lessee fails to return the vehicle to the place specified, Lessee shall reimburse Lessor for costs incurred by Lessor to transport the Leased Vehicle to such destination, together with interest at the rate of eighteen percent (18%) per annum. If Lessee does not deliver the Leased Vehicle to Lessor in the Required Condition, Lessee agrees to pay any reasonable amounts expended by Lessor to place the vehicle in such condition. Tires shall be in good condition upon delivery to Lessee and returned to Lessor with normal wear and tear excepted, the following items of repair or replacement for which Lessee shall be liable for are:

Repair of the following if caused by Lessee's use or operation of vehicle:

- (a) Inoperative mechanical parts including power accessories;
- (b) Dents, scratches, chips or rusted areas or series of these on the body;
- (c) Mismatched paint or any mark left by special identification;
- (d) Cracks, scratches, pits, or chips in the windshield, broken windows or inoperative window mechanisms or broken headlight lenses, sealed beams or other lights;
- (e) Bumper dents or scratches on bumpers;
- (f) Dents on other trim parts, including headlight and taillight bezels; and,
- (g) Seats, seat belts, headlining, door panels or carpeting which is torn or damaged beyond ordinary wear and tear or burned.

Replacement of the following if caused by Lessee's use or operation of vehicle:

- (a) Any tire not part of a matching set of 9 tires or tires with less than  $\frac{1}{8}$  inch of tread remaining at the shallowest point;
- (b) Any tire that has been recapped or regrooved; and

- (c) Missing parts, accessories and adornments, including bumpers, ornamentation, aerials, hubcaps, chrome, stripping, rear view mirrors, radio and stereo components, spare tire jack and safety equipment.

Wherever possible, Lessor will obtain two (2) repair estimates, one by the manufacturer for the type of vehicle leased by Lessee, the lowest of which estimates will serve as the basis for establishing Lessee's liability for any items of damage or missing items caused by Lessee's use or operation of the vehicle which reduce the fair market value of the Leased Vehicle.

**9. USE OF VEHICLE:**

During the term of the Lease, Lessee shall be responsible for all expenses (including, but not limited to, fuel, oil, repairs and parking ticket(s) incurred in connection with the use and operation of the Leased Vehicle. Lessee shall not use nor permit use of the Leased Vehicle :

- (a) For any unlawful purpose or in violation of any law;
- (b) In a manner subjecting it to abnormal depreciation or which would cause the insurance on the Leased Vehicle to be suspended or cancelled;
- (c) By a person not having a valid driver's license for this type of vehicle or one who, for insurance purposes, is deemed an assigned risk or one who does not generally exercise due care in its operation;
- (d) For the transportation of goods for hire or persons in a manner contrary to those for which the vehicle is licensed or is permitted to operate; or

- (e) Outside the Applicable State(s) without Lessor's prior written consent.

In the operation of the Leased Vehicle, Lessee shall comply with all laws, regulations, rules, and orders of lawfully constituted authorities. Lessee is not Lessor's agent, and any presumption created by Applicable Law to the contrary are hereby expressly rebutted and rejected. Other than property and income taxes, Lessee shall bear all expenses incidental to the possession, use, and operation of the Leased Vehicle. Lessee shall pay all fines, penalties, or charges imposed by any court of competent jurisdiction by reason of Lessee's failure to comply therewith.

**10. LOCATION OF VEHICLE:**

Lessee shall maintain such records as are necessary to identify the location of the Leased Vehicle and shall provide such information to Lessor within five (5) days of Lessor's written request for same. Anything herein to the contrary notwithstanding, Lessee shall provide Lessor with notification of any change in the permanent location of the Leased Vehicle.

**11. LIENS AND INDEMNITY:**

Lessee shall not permit or suffer the Leased Vehicle or this lease to become subject to any lien or encumbrance except for such lien or encumbrance created by Lessor or its assignee. Lessee shall indemnify and save Lessor, its agents, representatives and employees harmless from any and all claims, suits, judgments, costs, expenses, and demands whatsoever (collectively "Claim"), for personal injury or property damage resulting from, or which is incidental to, the Lessee's use or operation of the Leased Vehicle, or the possession by Lessee of the Leased Vehicle, during the term of this lease (and, if the Leased Vehicle is not returned to Lessor at Lease End, until such time as the Leased Vehicle is returned to Lessor) including Lessor's or its assignee's court costs and reasonable attorneys' fees incurred in connection with defending, settling or satisfying any such Claim Lessee refuses to defend.

**12. PURCHASE OPTION:**

At any time after one month from the date hereof, but no later than the date herein fixed for the expiration of the term of this lease, if all payments due hereunder have been paid in full, and provided Lessee is not in default hereof, Lessee shall have the right and privilege, at its option, to purchase the Leased Vehicle on an "AS-IS, WHERE-IS AND WITH-ALL-FAULTS" basis, whether termination shall be early, as permitted in Paragraph fourteen (14) hereof or at Lease End. The purchase price and other terms and conditions of such purchase option shall be as set forth in Schedule B. Nothing herein is intended to limit any new vehicle warranty, which may have been issued in connection with the Leased Vehicle by the manufacturer of the Leased Vehicle ("Manufacturer").

The parties agree that title to the Leased Vehicle shall not pass to Lessee until all amounts due and owing under this lease by Lessee to Lessor or any third party, are paid in full.

LESSEE HEREBY ACKNOWLEDGES THAT THIS IS A TRUE LEASE, THAT IT HAS ABSOLUTELY NO EQUITY OR OTHER OWNERSHIP RIGHTS IN THE LEASED VEHICLE OR ITS REPLACEMENT PARTS AND THAT IT CAN ONLY ACQUIRE THE LEASED VEHICLE UPON ITS EXERCISE OF THE WITHIN PURCHASE OPTION.

**13. SCHEDULED TERMINATION FEE:**

Lessee shall have no right to extend this lease, and if it has not been terminated early, this lease shall terminate at the Lease End. If Lessee does not exercise its option to purchase the Leased Vehicle, Lessee's Scheduled Termination Fee payable by Lessee to Lessor at Lease End shall be that set forth in Schedule A, item ten (10) thereof.

**14. EARLY TERMINATION FEE:**

At any time after the date designated in item number nine (9) of Schedule A ("Early Termination Date"), and provided Lessee is not in default hereof, if the lease term exceeds thirty (30) days, upon Lessee's giving fifteen (15) days' written notice to Lessor, Lessee may terminate this lease on the due date of a monthly lease payment. Lessor may terminate the lease at any time if Lessee is in default as provided in Paragraph 17 hereof or if the events or conditions specified in Paragraph 15 or 16 hereof occur. If Lessee does not exercise its purchase option as more particularly described in Paragraph 12 hereof, Lessee's payment liability upon Early Termination will be as shown on Schedule A.

**15. VEHICLE DAMAGE, LOSS OR DANGER:**

Lessee shall be responsible for the risk of loss, damage, confiscation or destruction of the Leased Vehicle during the lease term and until the Leased Vehicle is returned to Lessor. If the Leased Vehicle is damaged or destroyed in an accident or other occurrence or confiscated by any governmental authority or is stolen or is abandoned (hereinafter collectively referred to as "Vehicle Damage"), Lessee shall notify Lessor of such occurrence as soon as possible. If the Leased Vehicle is subject to Vehicle Damage and is in a condition which Lessor determines to be beyond reasonable repair or if any other occurrence or condition referred to above occurs, Lessor reserves the right to terminate the lease immediately and receive the fair market value (as determined pursuant to Paragraph 15.1 below hereof) of the Leased Vehicle. In such event Lessee shall pay to Lessor all amounts then due under this lease and, at Lessor's option, shall pay to Lessor the amount Lessee would have to pay if Lessee were purchasing the Leased Vehicle prior to the occurrence of any Vehicle Damage. While any money Lessor receives from the insurance provided by Lessee will be credited to Lessee's liability under this paragraph, Lessee also acknowledges its responsibility for any difference between this liability and the amount paid by Lessee's insurance company.

**15.1 EARLY TERMINATION RESULTING FROM VEHICLE DAMAGE :**

In the event of Early Termination resulting from Vehicle Damage, the fair market value of the Leased Vehicle shall be determined in one of the following ways to be agreed on by Lessor and Lessee:

- (a) By a written agreement between Lessor and Lessee establishing the fair market value, if it is signed within ten (10) days after termination of the lease;
- (b) By an appraisal of the fair market value of the Leased Vehicle made by a qualified employee or representative of Prevost Car, Inc. engaged in such activity as part of his duties, at Lessor's expense, with approval of Lessee, within ten (10) days after termination of the lease. If said appraisal is to be made at a place other than at a facility of Prevost Car, Inc., Sainte-Claire, Quebec, Canada, the travel expenses of the appraiser shall be borne by Lessor; or,
- (c) If the fair market value is not determined within ten (10) days after termination of the lease, Lessor, or its assignee, will attempt to obtain three (3) or more written fair market value cash bids for the purchase of the Leased Vehicle or, at Lessor's option, dispose of the Leased Vehicle in some other commercially reasonable manner. If a bid procedure is used, each bidder's offer will be supported by such proof of ability to pay as the Lessor or its assignee may require. Lessee shall have the right to submit a cash bid which Lessor shall consider along with all other cash bids. If Lessor decides not to sell the Leased Vehicle, the highest *bona fide* cash bid submitted and not revoked shall be deemed its fair market value. The fair market value amount shall be exclusive of any official fees imposed upon disposition.

**16. NOTICE OF LOSS:**

Upon the occurrence of any Event of Loss (as hereinafter defined) to a Leased Vehicle, Lessee shall give Lessor written notice of such event within five (5) days of such event. "Event of Loss" means, with respect to a Leased Vehicle, any of the following events:

- (a) the destruction or damage beyond economic repair of such Leased Vehicle or rendition of such Leased Vehicle permanently unfit for normal use for any reason whatsoever;
- (b) any damage which results in an insurance settlement with respect to such Leased Vehicle on the basis of a total loss or a constructive or compromised total loss;
- (c) the loss, theft, disappearance, condemnation, confiscation, requisition to use or seizure of such Leased Vehicle for at least thirty (30) days;
- (d) the transfer or other divestiture of title to such Leased Vehicle; or
- (e) Leased Vehicle is located outside of the Applicable States or Canada in a manner and for a time period not permitted under the terms of this lease.

**17. DEFAULT:**

If any material information in Lessee's lease application is false or misleading or if there is a material adverse change in Lessee's financial condition, or if Lessee fails to make a monthly lease payment when due, or if Lessee fails to maintain the insurance specified herein, or otherwise fails to meet its obligations and covenants under or materially breaches this lease or any representation or warranty made herein, or if Lessee or any guarantor of Lessee's lease obligations becomes insolvent or dies or if Lessee defaults in respect of any other existing or future arrangement or agreement between Lessor and Lessee or if Lessee defaults in respect of any other material contract or arrangement of financial obligation, Lessee shall be in default.

Lessor's remedies in case of Lessee's default shall be cumulative, and Lessor may exercise any and all other lawful remedies Lessor may have by virtue of Lessee's breach of contract.

In the event of default by Lessee, Lessor or its assignee may do any or all of the following without giving Lessee advance notice, except as otherwise provided by applicable law:

- (a) take any reasonable measures designed either to correct the default or to save itself from loss, such as purchasing insurance to protect its interest, in which case Lessee will reimburse Lessor or its assignee for all reasonable costs and expenses incurred, upon demand;
- (b) terminate the lease and Lessee's rights to possess and use the Leased Vehicle;
- (c) take immediate possession of the Leased Vehicle including all substituted parts, accessories, and equipment by any method or manner permitted by law;
- (d) determine Lessee's termination liability on an Early Termination basis, which amount Lessee shall pay to Lessor upon demand;
- (e) recover from Lessee interest at the rate of 18% per annum or at such lesser rate as may be provided for under applicable law on all expenses incurred by Lessor or its assignee and on all obligations incurred or owed by Lessee after termination; and
- (f) pursue any other remedy permitted by law.

Lessee agrees in the event of Lessee's default to be liable for all of Lessor's or its assignee's reasonable costs of collection, enforcement, repossession, storage, attorneys' fees and court costs, to the extent permitted by law. In the event of any default on the part of Lessee, Lessor shall have this right, at its option and absolute discretion, to terminate automatically this lease and in addition; Lessor may, without any form of legal process forthwith reenter upon and take immediate possession of the Leased Vehicle without prejudice to and under reserve of all other rights or recourses of Lessor to claim any and all losses and damages sustained by Lessor by reason of or arising from any default of Lessee.

**18. RETENTION OF PRIOR PAYMENTS UPON REPOSSESSION:**

Upon or after repossession of the Leased Vehicle or upon sale of same, whether voluntary or forced, and before, concurrently with or after any action for monies due hereunder, Lessor shall keep all moneys already paid by Lessee and earned by Lessor, as immediate liquidated damages, but without affecting in any manner whatsoever any other of Lessor's rights and recourses hereunder, except to the extent of a credit to Lessee for such payments.

**19. LEASE TERM DUE DATE:**

The first lease payment is due upon the execution hereof. The next payment is due on the date set forth in Schedule A with all subsequent monthly lease payments due on the same day of each month thereafter without the necessity of any notice or invoice therefore being received from Lessor or its agent.

**20. NO WAIVER:**

Any single partial exercise by Lessor of any right or remedy for a default or breach of any term of this Lease Agreement shall not be or be deemed to be a waiver of or to alter, affect or prejudice any other right or remedy or other rights or remedies to which Lessor may be lawfully entitled for the same default or breach, and any waiver by Lessor of the strict observance or performance of or compliance with any term of this Lease Agreement shall not be deemed to be a waiver of any subsequent default or breach.

**21. ASSIGNMENT BY LESSEE:**

Lessee shall have no right to assign this lease or its rights hereunder or the Leased Vehicle or to sublet, lend or otherwise provide the Leased Vehicle to anyone without the prior written consent of Lessor. Upon any permitted assignment by Lessee, the assignee shall become bound by all the terms of this lease required to be performed by Lessee.

Lessor may refuse to consent to the sublease of the Leased Vehicle or the assignment of the lease without any reason. The assignment of the lease and/or the sublease of the Leased Vehicle do not acquit Lessee of its obligations pursuant this agreement. Lessee shall remain jointly and severally, without benefit of division or discussion, responsible for the performance of all the terms and conditions of the present lease.

If Lessee wishes to so sublet or assign, it must submit to Lessor a copy of the offer to sublet or assign, together with a request for consent of Lessor and Lessor shall have thirty (30) days from the receipt thereof at Lessor's option, to cancel this lease as of the effective commencement date of such offer to sublet or assign.

However, should Lessor not exercise its right to cancel this lease, Lessor shall not thereby be precluded from withholding its consent to the said sublet or assignment.

**22. ASSIGNMENT BY LESSOR:**

Lessor shall have the unconditional right to assign this Lease and its rights hereunder upon thirty (30) days written notice to Lessee. Upon any assignment by Lessor, the assignee shall become bound by all the terms of this lease required to be performed by Lessor. No assignee shall be responsible for the performance of any of Lessor's duties under this lease unless the assignee will be entitled to all Lessor's rights as Lessor, including the right to all payments under this lease and the right to be named as the Loss Payee and an Additional insured under Lessee's insurance.

**23. SECURITY DEPOSIT:**

The security deposit shown in Schedule A will not be considered as rent, will bear interest if allowed by applicable law and will not release Lessee from any of its obligations under this Lease. Lessor, or its assignee, shall have the right, at any time, to apply the security deposit to satisfy the non-payment of Lessee's obligations hereunder and to require Lessee to replace the portion so applied. Lessor will return to Lessee any remaining balance of the security deposit, with interest, if applicable, after all of Lessee's liabilities under this lease have been paid.

**24. TAX CONSEQUENCES:**

Lessee acknowledges that neither Lessor nor any of its employees, agents or representatives have given Lessee any information or advice upon which it is relying regarding any possible tax consequences or benefits under this lease. Lessee also acknowledges that Lessor or its assignee will retain any tax credits applicable to the ownership of the Leased Vehicle, if any, unless a separate agreement is executed by the parties assigning such tax credit to Lessee.

**25. VEHICLE WARRANTIES:**

If the Leased Vehicle is subject to a manufacturer's new vehicle warranty, upon Lessee's purchase of the Leased Vehicle, Lessor shall assign to Lessee all the rights and remedies it has under that warranty to the extent such are assignable.

**26. LIMIT OF LESSOR'S LIABILITY:**

Lessor warrants that it will have at the time of delivery hereunder of each Leased Vehicle good title thereto, subject only to any liens set forth in Schedule C hereto, and that the Leased Vehicle is free of known defects, is fully operational and is fit for Lessee's intended use, i.e., transportation of people and their personal property. Lessee understands and agrees that neither the Manufacturer nor any agent of the Manufacturer is an agent of Lessor or is authorized to waive or alter any term or condition of this lease or the Schedules hereto.

**27. GOVERNING LAW:**

This agreement as well as purchases, or sales or any other agreements in connection therewith shall be governed by the laws of the State of California, USA. Upon any change in such laws, statutes, rules and regulations which shall be mandatorily inconsistent with any of the provisions hereof, the provisions of this Agreement as affected shall be deemed modified or superseded accordingly, as the case may be, and all other provisions of this Agreement and provisions as so modified shall, in all respects, continue in full force and effect.

**28. CONSENT TO JURISDICTION:**

The parties agree that the courts of the State of California shall have exclusive jurisdiction over any claim which is the subject matter of a suit brought by either party hereto, its successors or assigns, involving the within Agreement and the rights and/or obligations of the parties hereto arising thereunder. Lessee and Lessor both consent to such jurisdiction and agree that service of process may be effected upon either party pursuant to applicable California law.

**29. LESSEE'S UNCONDITIONAL OBLIGATIONS:**

No representation or warranty by the Manufacturer as to the Leased Vehicle or any other undertaking by the Manufacturer with respect thereto shall in any way affect, limit or avoid Lessee's duty to pay the rental and perform its other obligations hereunder ("Lessee's Obligations").

**30. LESSEE'S CONTINUING OBLIGATIONS:**

Except for breach of Lessor's warranties, Lessee agrees that its obligations under this Lease and the Schedules hereto are absolute, and shall continue in full force and effect regardless of any inability of Lessee to use the Leased Vehicle because of any Act of God, including, but not limited to, war, governmental regulations, strike, or any other similar cause

**31. FINANCIAL INFORMATION:**

Lessee agrees that the application, statements and financial reports submitted by it to Lessor are material inducements to the execution by Lessor of this Lease and Lessee warrants that such applications, statements and reports are, and all information hereafter furnished by Lessee to Lessor will be true and correct in all material respects as of the date submitted ("Disclosure Date"). Lessee agrees to immediately notify Lessor of any material adverse change in the financial condition of Lessee after the Disclosure Date and during the lease term, which might affect the ability of Lessee to fulfill its obligations to Lessor hereunder. Lessee agrees to provide or produce for Lessor such estoppel certificates, waivers or other similar documents as Lessor or Lessor's Lender may reasonably request. Lessee agrees to furnish promptly to Lessor the annual financial statement of Lessee, and such interim financial statements of Lessee as Lessor may reasonably require.

**32. GUARANTY:**

In order to partially secure the performance of Lessee's Obligations hereunder, and to induce Lessor to leave the Leased Vehicle, Lessee agrees to cause the Guarantor(s) set forth in item 12 of Schedule A hereto, if any, to execute a guarantee of Lessee's Obligations hereunder, in the form set forth in Schedule D hereto.

**33. MISCELLANEOUS:**

The parties further agree that:

- (a) If more than one lessee signs this lease, all lessees will be jointly and severally liable. Additionally, Lessor or its assigns can waive or delay enforcement of its rights as to one lessee without affecting such rights as to any other lessees, and it can release any lessee from his or her obligations without releasing any other lessees from their obligations in kind;
- (b) Lessor's waiver or delay in demanding Lessee to perform any of its obligations or in enforcing its rights hereunder will not be deemed a waiver of any subsequent right to demand performance of Lessee's obligations or to assert any of Lessor's rights hereunder;
- (c) Notices under this lease must be in writing addressed to the appropriate party at the respective addresses shown above and must be mailed by registered or certified mail, first class postage prepaid; the parties will notify each other of a change in address;
- (d) Any amendments to this lease must be in writing and signed by the party to be charged;
- (e) This lease shall be binding on Lessor and Lessee, its heirs, personal representatives, successors and assigns;
- (f) Any provision of this instrument prohibited by law in any State shall, as to such State, be ineffective to the extent of such prohibition without invalidating the remaining provisions of this instrument;
- (g) Lessee represents that the Leased Vehicle is being leased for business purposes and agrees that under no circumstance shall this lease be deemed or construed as a consumer contract;
- (h) Lessee agrees that following execution of the within Lease, same shall be filed, if required, with the Applicable State Department of Transportation or other governmental agency, together with any fee that may be required therefor. Wherever required by governmental authority, Lessee agrees to cause an inspection of the Leased Vehicle to be made in accordance with the applicable law. Lessee agrees to file all necessary insurance forms with the Applicable State or other governmental agency, as required. Copies of all such documents filed and/or inspection reports made shall be delivered by Lessee to Lessor promptly.
- (i) Lessee agrees that if the Leased Vehicle is to be used in interstate commerce, Lessee shall timely file all forms to be required to be filed with the Interstate Commerce Commission and Applicable State Department of Transportation and simultaneously therewith deliver copies of any such documents to Lessor.
- (j) Any Rider attached hereto is made a part hereof and included herein by reference.
- (k) In the event that Lessor furnishes the Leased Vehicle to Lessee for the purpose of demonstrating its use in operation without charge therefor, then the provisions of this Agreement relating to monthly lease payments shall be disregarded, however, all other terms and conditions hereof shall remain in full force and effect.
- (l) Time periods for performance shall be deemed to be the essence of this lease. Lessee acknowledges that, and hereby renounces its right to produce evidence to the contrary, and its obligations may be usefully executed only within the time specified. Lessee shall be deemed to be put in default by the simple passing of a time deadline in this lease.

**34. DUE AUTHORIZATION:**

Lessee warrants that this Lease has been duly authorized by appropriate agency or corporate (or partnership) action and that no provision of this Lease is inconsistent with Lessee's charter, by-laws, or any loan or credit agreement or other instrument to which Lessee is a party or by which Lessee or its property may be bound or affected.

IN WITNESS WHEREOF, the parties have hereunto executed this Agreement on the date above written.

Dated:

\_\_\_\_\_  
NOVA BUS, A DIVISION OF VOLVO CANADA INC. (Lessor)

By:

\_\_\_\_\_  
LESSEE

By:

By:

\_\_\_\_\_  
LESSEE

Address: 1000, Industriel Blvd, Saint-Eustache, Qc  
Canada J7R 5A5

Address:



**DELIVERY RECEIPT**

I acknowledge that I have received and examined the Leased Vehicle described in paragraph 1 of this lease, that the Leased Vehicle is equipped as described and is in good operating order and condition and that I accept the Leased Vehicle for all purposes of this lease.

Date:

\_\_\_\_\_  
Name of the Company

Odometer Mileage:

By: \_\_\_\_\_  
Lessee

\_\_\_\_\_  
Lessee

**SCHEDULE A**

- 1. Description of Vehicle:
  - (a) Make of Vehicle: Nova LFS
  - (b) Vehicle ID Number: \_\_\_\_\_
  - (c) Vehicle Serial Number: \_\_\_\_\_
  - (d) Vehicle License Plate Number: \_\_\_\_\_
- 2. Delivery Date: \_\_\_\_\_
- 3. Lease Term: \_\_\_\_\_
- 4. Monthly Lease Payments:
  - (a) Amount: \_\_\_\_\_
  - (b) Due Date: \_\_\_\_\_
- 5. Additional Fee after Lease End: \_\_\_\_\_
- 6. Minimum Insurance Requirements:
  - (a) Personal injury: \_\_\_\_\_
  - (b) Property Damage: \_\_\_\_\_
  - (c) Casualty: \_\_\_\_\_
- 7. Applicable State: \_\_\_\_\_
- 8. Estimates of Official Fees: \_\_\_\_\_
- 9. Early Termination Date: \_\_\_\_\_
  - (a) Early Termination Fee: \_\_\_\_\_
- 10. Scheduled Termination Fee: \_\_\_\_\_
- 11. Security Deposit: \_\_\_\_\_
- 12. Guarantor(s): \_\_\_\_\_

---

**SCHEDULE B**

**LESSEE'S PURCHASE OPTION**

Purchase Price: N/A  
Manner of Payment: \_\_\_\_\_  
Other Terms and Conditions: \_\_\_\_\_

---

**SCHEDULE C**

**PERMITTED LIENS**

N/A



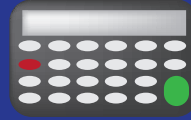
# MTD QUARTERLY REPORT



## Fiscal Year 2012



Community



Commute Calculator



Convenience



Coastal Express Limited

Period Ending

December 31, 2011

2nd Quarter

**MTD**  
Santa Barbara  
(805) 963-3366  
[www.sbmtd.gov](http://www.sbmtd.gov)

# Table of Contents

## Planning & Marketing

Ridership and Overloads.....3-9

Ad Space Revenue.....10

## Transit Operations

Operations.....11-12

Fleet Maintenance.....13-20

## Management & Administration

Human Resources.....21

Risk.....22

Compliance.....23-24

# Planning and Marketing

## Ridership by Fare Category (October - December 2011)

Fare Categories	Quarter			YTD		
	Oct 11 - Dec 11	Oct 10 - Dec 10	% Change	FY 2012	FY 2011	% Change
General Fare	288,174	289,355	-0.4%	641,733	640,795	0.1%
Transfers	172,306	180,861	-4.7%	377,602	396,024	-4.7%
Full Fare Prepaid (1)	337,169	308,383	9.3%	731,377	678,360	7.8%
Santa Barbara City College	349,190	309,266	12.9%	610,712	533,035	14.6%
Senior & Disabled Prepaid (2)	165,269	155,921	6.0%	339,086	324,642	4.4%
Shuttle (DWE, Commuter & Seaside)	101,981	98,427	3.6%	274,649	273,443	0.4%
UC Santa Barbara	249,396	241,483	3.3%	364,424	342,714	6.3%
Student Prepaid (3)	154,841	155,753	-0.6%	274,429	271,148	1.2%
Free	66,990	72,969	-8.2%	143,715	159,304	-9.8%
My Ride / Brooks	24,440	20,598	18.7%	59,486	54,851	8.5%
Senior	23,086	23,886	-3.3%	50,627	51,471	-1.6%
Persons with Disabilities	10,691	10,662	0.3%	22,147	22,299	-0.7%
Tokens	7,718	6,973	10.7%	16,113	14,152	13.9%
Total	1,951,251	1,874,537	4.1%	3,906,100	3,762,238	3.8%

(1) Includes adult 10-ride and unlimited 30-day Passport use.

(2) Includes seniors' and persons with disabilities' 10-ride, and unlimited 30-day Passport use.

(3) Includes student 10-ride and unlimited 30-day Passport use.

Source: MTD Passdat Program, MTD Transit Development Department, Planning Section

## Revenue Hours and Revenue Miles (October - December 2011)

Metrics	Quarter			YTD		
	Oct 11 - Dec 11	Oct 10 - Dec 10	%Change	FY 2012	FY 2011	% Change
Passengers	1,951,251	1,874,537	4.1%	3,906,100	3,762,238	3.8%
Revenue Hours	49,822	51,588	-3.4%	102,014	105,535	-3.3%
Passengers per Revenue Hour	39.16	36.34	7.8%	38.29	35.65	7.4%
Miles	640,544	647,311	-1.0%	1,288,260	1,310,472	-1.7%
Passengers per Mile	3.05	2.90	5.2%	3.03	2.87	5.6%

Source: MTD Passdat Program, MTD Transit Development Department, Planning Section

# Planning and Marketing

## MTD System Ridership (October - December 2011)

LINE	Quarter			YTD			
	Oct 11 - Dec 11	Oct 10 - Dec 10	% Change	FY 2012	FY 2011	% Change	
1	West Santa Barbara	115,917	115,174	0.6%	230,306	232,159	-0.8%
2	East Santa Barbara	165,158	169,589	-2.6%	333,357	340,075	-2.0%
3	Oak Park	66,057	74,149	-10.9%	138,346	153,831	-10.1%
4	Mesa / SBCC	44,234	42,044	5.2%	89,270	81,826	9.1%
5	Mesa / La Cumbre	52,528	48,479	8.4%	108,563	101,789	6.7%
6	Goleta	189,867	182,305	4.1%	385,464	370,869	3.9%
7	County Health / Fairview	35,964	31,576	13.9%	74,147	68,405	8.4%
8	County Health	33,005	32,405	1.9%	67,811	66,219	2.4%
9	Calle Real / Old Town Shuttle	10,233	18,203	-43.8%	24,959	35,813	-30.3%
10	Cathedral Oaks	8,387	8,398	-0.1%	15,402	16,856	-8.6%
11	UCSB	246,467	227,943	8.1%	498,044	460,610	8.1%
12x	Goleta Express	73,668	67,408	9.3%	148,273	141,571	4.7%
14	Montecito	30,306	26,196	15.7%	60,892	54,797	11.1%
15x	SBCC / UCSB Express	90,552	70,314	28.8%	164,239	125,995	30.4%
16	City College Shuttle	54,270	42,852	26.6%	89,109	68,085	30.9%
17	Lower West / SBCC	53,822	50,433	6.7%	115,252	110,550	4.3%
20	Carpinteria	85,767	84,889	1.0%	180,802	177,391	1.9%
21x	Carpinteria Express	27,407	26,258	4.4%	56,365	55,880	0.9%
22	Old Mission	4,908	4,250	15.5%	11,526	10,599	8.7%
23	Winchester Canyon	62,361	56,892	9.6%	112,296	97,747	14.9%
24x	UCSB Express	164,561	144,741	13.7%	302,028	262,334	15.1%
25	Ellwood	33,579	31,493	6.6%	61,198	54,390	12.5%
27	Isla Vista Shuttle	71,493	81,588	-12.4%	105,085	127,032	-17.3%
36	Seaside Shuttle	22,585	22,588	0.0%	50,546	50,601	-0.1%
37	Crosstown Shuttle	31,695	36,905	-14.1%	69,966	75,456	-7.3%
	Booster Services	67,683	71,304	-5.1%	105,217	109,750	-4.1%
	<b>System Subtotal</b>	<b>1,842,474</b>	<b>1,768,376</b>	<b>4.2%</b>	<b>3,598,463</b>	<b>3,450,630</b>	<b>4.3%</b>
<i>Downtown Waterfront Shuttles</i>							
30	Downtown Shuttle	83,438	80,126	4.1%	232,253	230,000	1.0%
31	East Beach Waterfront Shuttle	12,565	11,913	5.5%	42,324	43,262	-2.2%
32	West Beach Waterfront Shuttle	5,191	4,844	7.2%	17,567	18,550	-5.3%
<i>Commuter Lot Shuttle</i>							
50	Carillo Commuter Lot Shuttle	3,276	2,598	26.1%	6,588	5,888	11.9%
<i>Valley Express/Coastal Express Limited</i>							
82	Goleta, Raytheon	-	2,138	-100.0%	1,229	4,623	-73.4%
83	UCSB, County Health, Cottage Hospital	-	1,710	-100.0%	1,015	3,608	-71.9%
84	La Cumbre, Cottage Hospital, Downtown, SBCC	-	2,104	-100.0%	952	4,303	-77.9%
	Limited - Santa Barbara	1,980	-	100.0%	2,459	-	100.0%
	Limited - Goleta	2,042	-	100.0%	2,956	-	100.0%
<i>Unknown</i>							
		285	728	-60.9%	294	1,374	-78.6%
	<b>System Total</b>	<b>1,951,251</b>	<b>1,874,537</b>	<b>4.1%</b>	<b>3,906,100</b>	<b>3,762,238</b>	<b>3.8%</b>
<i>Related Routes</i>							
	20, 21x Carpinteria	113,174	111,147	1.8%	237,167	233,271	1.7%
	1, 2, 37 East/West & Crosstown	312,770	321,668	-2.8%	633,629	647,690	-2.2%
	4, 5, 15x, 16, 17 Mesa Lines	295,406	254,122	16.2%	566,433	488,245	16.0%
	6, 11 State/Hollister	436,334	410,248	6.4%	883,508	831,479	6.3%
	7, 8, 9 Calle Real/Fairview	79,202	82,184	-3.6%	166,917	170,437	-2.1%

Source: MTD Passdat Program, MTD Transit Development Department, Planning Section

# Planning and Marketing

## MTD Passengers per Revenue Hour (October - December 2011)

LINE	Quarter			YTD			
	Oct 11 - Dec 11	Oct 10 - Dec 10	%Change	FY 2012	FY 2011	% Change	
1 West Santa Barbara	51.0	48.1	6.0%	49.3	47.5	3.8%	
2 East Santa Barbara	43.1	42.0	2.6%	42.3	41.3	2.4%	
3 Oak Park	33.6	30.0	12.2%	32.3	29.2	10.7%	
4 Mesa / SBCC	38.6	36.9	4.4%	38.4	36.2	6.3%	
5 Mesa / La Cumbre	30.2	27.7	9.1%	30.8	28.8	7.0%	
6 Goleta	38.6	37.2	4.0%	38.9	38.3	1.5%	
7 County Health / Fairview	28.7	25.4	13.0%	29.4	27.0	9.0%	
8 County Health	35.6	35.3	0.8%	36.1	35.2	2.4%	
9 Calle Real / Old Town Shuttle	16.5	17.8	-7.4%	16.7	17.2	-2.6%	
10 Cathedral Oaks	21.8	22.2	-1.9%	19.7	21.5	-8.8%	
11 UCSB	42.4	39.3	7.7%	42.3	39.0	8.4%	
12x Goleta Express	47.5	43.8	8.5%	47.3	45.2	4.6%	
14 Montecito	24.2	21.2	14.1%	24.1	21.7	11.0%	
15x SBCC / UCSB Express	54.7	44.8	22.0%	52.8	42.8	23.3%	
16 City College Shuttle	107.7	83.4	29.2%	109.0	83.3	31.0%	
17 Lower West / SBCC	67.3	63.6	5.7%	71.0	66.2	7.4%	
20 Carpinteria	25.6	25.6	0.0%	26.7	26.3	1.5%	
21x Carpinteria Express	25.4	25.4	0.1%	25.8	26.1	-0.8%	
22 Old Mission	11.7	9.0	30.0%	13.1	11.0	18.3%	
23 Winchester Canyon	36.4	33.0	10.4%	32.4	27.3	18.7%	
24x UCSB Express	65.8	57.0	15.5%	61.9	53.2	16.5%	
25 Ellwood	31.9	29.9	6.8%	28.8	26.5	8.6%	
27 Isla Vista Shuttle	40.4	45.9	-12.0%	34.5	35.6	-3.0%	
36 Seaside Shuttle	21.5	20.0	7.6%	21.6	20.5	5.6%	
37 Crosstown Shuttle	22.5	20.1	11.7%	22.4	20.1	11.3%	
Booster Services	94.9	81.6	16.2%	92.1	78.3	17.6%	
<b>System Subtotal</b>	<b>40.3</b>	<b>37.3</b>	<b>8.2%</b>	<b>39.0</b>	<b>36.1</b>	<b>8.2%</b>	
<i>Downtown Waterfront Shuttles</i>							
30 Downtown Shuttle	33.7	32.1	5.1%	39.3	38.8	1.4%	
31 East Beach Waterfront Shuttle	25.6	24.3	5.3%	29.8	30.5	-2.4%	
32 West Beach Waterfront Shuttle	21.6	19.7	9.6%	26.6	27.6	-3.5%	
<i>Commuter Lot Shuttle</i>							
50 Carillo Commuter Lot Shuttle	10.6	8.6	23.7%	10.5	9.4	11.7%	
<i>Valley Express/Coastal Express Limited</i>							
82 Goleta, Raytheon	0.0	17.0	-100.0%	17.0	17.8	-4.3%	
83 UCSB, County Health, Cottage Hospital	0.0	10.7	-100.0%	11.1	10.9	1.3%	
84 La Cumbre, Cottage Hospital, Downtown, SBCC	0.0	14.6	-100.0%	11.5	14.4	-20.4%	
Limited - Santa Barbara	7.6	0.0	100.0%	7.6	0.0	100.0%	
Limited - Goleta	8.8	0.0	100.0%	8.2	0.0	100.0%	
<i>Unknown</i>							
	3.0	4.6	-34.4%	2.6	4.3	-38.3%	
<b>System Total</b>	<b>39.2</b>	<b>36.3</b>	<b>7.8%</b>	<b>38.3</b>	<b>35.6</b>	<b>7.4%</b>	
<i>Related Routes</i>							
20, 21x Carpinteria	25.6	25.6	0.0%	35.2	34.2	3.0%	
1, 2, 37 East/West & Crosstown	41.6	38.9	7.0%	38.5	35.6	8.2%	
4, 5, 15x, 16, 17 Mesa Lines	50.5	44.1	14.6%	41.5	35.1	18.3%	
6, 11 State/Hollister	40.7	38.3	6.1%	28.7	27.4	4.7%	
7, 8, 9 Calle Real	28.3	25.8	9.6%	36.8	35.8	2.8%	

Source: MTD Passdat Program, MTD Transit Development Department, Planning Section

# Planning and Marketing

## MTD 'At Capacity' Loads\* (October - December 2011)

LINE	Quarter			Year to Date		
	Oct 11 - Dec 11	Oct 10 - Dec 10	% Change	FY 2012	FY 2011	% Change
1 West Santa Barbara	18	18	0.0%	34	24	41.7%
2 East Santa Barbara	63	46	37.0%	113	81	39.5%
3 Oak Park	14	17	-17.6%	44	35	25.7%
4 Mesa / SBCC	10	6	66.7%	23	7	228.6%
5 Mesa / La Cumbre	60	58	3.4%	138	116	19.0%
6 Goleta	67	71	-5.6%	163	186	-12.4%
7 County Health / Fairview	8	8	0.0%	22	27	-18.5%
8 County Health	2	4	-50.0%	3	6	-50.0%
9 Calle Real / Old Town Shuttle	-	-	0.0%	-	1	-100.0%
10 Cathedral Oaks	-	-	0.0%	1	1	0.0%
11 UCSB	159	133	19.5%	361	280	28.9%
12x Goleta Express	35	32	9.4%	70	55	27.3%
14 Montecito	16	10	60.0%	55	15	266.7%
15x SBCC / UCSB Express	171	147	16.3%	394	263	49.8%
16 City College Shuttle	84	7	1100.0%	119	17	600.0%
17 Lower West / SBCC	80	9	788.9%	158	44	259.1%
20 Carpinteria	53	25	112.0%	81	48	68.8%
21x Carpinteria Express	-	16	-100.0%	11	26	-57.7%
22 Old Mission	-	-	0.0%	2	-	100.0%
23 Winchester Canyon	36	22	63.6%	54	27	100.0%
24x UCSB Express	184	331	-44.4%	418	464	-9.9%
25 Ellwood	8	20	-60.0%	11	29	-62.1%
27 Isla Vista Shuttle	60	75	-20.0%	68	88	-22.7%
36 Seaside Shuttle	5	19	-73.7%	24	25	-4.0%
37 Crosstown Shuttle	8	6	33.3%	14	8	75.0%
Booster Services	111	102	8.8%	195	169	15.4%
System Subtotal	1,252	1,182	5.9%	2,576	2,042	26.2%
<i>Downtown Waterfront Shuttles</i>						
30 Downtown Shuttle	154	78	97.4%	485	407	19.2%
31 East Beach Waterfront Shuttle	1	3	-66.7%	17	9	88.9%
32 West Beach Waterfront Shuttle	-	-	100.0%	2	-	100.0%
<i>Commuter Lot Shuttle</i>						
50 Carillo Commuter Lot Shuttle	-	-	0.0%	-	-	0.0%
<i>Valley Express/Coastal Express Limited</i>						
82 Goleta, Raytheon	-	-	0.0%	-	-	0.0%
83 UCSB, County Health, Cottage Hospital	-	-	0.0%	-	-	0.0%
84 La Cumbre, Cottage Hospital, Downtown, SBCC	-	-	0.0%	-	-	0.0%
Limited - Santa Barbara	-	-	0.0%	-	-	0.0%
Limited - Goleta	-	-	0.0%	-	-	0.0%
<i>Related Routes</i>						
20, 21x Carpinteria	53	41	29.3%	92	74	24.3%
1, 2, 37 East/West & Crosstown	89	70	27.1%	161	113	42.5%
4, 5, 15x, 16, 17 Mesa Lines	405	227	78.4%	832	447	86.1%
6, 11 State/Hollister	226	204	10.8%	524	466	12.4%
7, 8, 9 Calle Real, Fairview	10	12	-16.7%	25	34	-26.5%
<i>Unknown/Miscellaneous</i>						
	11	4	175.0%	14	27	-48.1%
System Total	1,418	1,267	11.9%	3,094	2,485	24.5%

\* Classified as a 30-foot vehicle with 10 or more standees, or a 40-foot vehicle with 20 or more standees.

Source: GFI Genfare, MTD Transit Development Department, Planning Section

# Planning and Marketing

## MTD 'Too Full to Board' Loads\* (October - December 2011)

LINE	Quarter			Year to Date		
	Oct - Dec 11	Oct - Dec 10	% Change	FY 2012	FY 2011	% Change
1 West Santa Barbara	23	7	228.6%	30	17	76.5%
2 East Santa Barbara	45	26	73.1%	79	39	102.6%
3 Oak Park	10	10	0.0%	21	29	-27.6%
4 Mesa / SBCC	4	4	0.0%	7	16	-56.3%
5 Mesa / La Cumbre	93	13	615.4%	221	52	325.0%
6 Goleta	50	128	-60.9%	168	228	-26.3%
7 County Health / Fairview	2	2	0.0%	9	8	12.5%
8 County Health	1	-	100.0%	1	-	0.0%
9 Calle Real / Old Town Shuttle	-	-	0.0%	2	1	100.0%
10 Cathedral Oaks	-	-	0.0%	-	3	-100.0%
11 UCSB	149	65	129.2%	329	121	171.9%
12x Goleta Express	12	10	20.0%	45	11	309.1%
14 Montecito	11	-	100.0%	28	3	833.3%
15x SBCC / UCSB Express	158	186	-15.1%	474	383	23.8%
16 City College Shuttle	95	50	90.0%	191	83	130.1%
17 Lower West / SBCC	16	23	-30.4%	52	48	8.3%
20 Carpinteria	11	21	-47.6%	18	22	-18.2%
21x Carpinteria Express	-	4	-100.0%	3	6	-50.0%
22 Old Mission	-	-	0.0%	3	-	100.0%
23 Winchester Canyon	23	24	-4.2%	31	27	14.8%
24x UCSB Express	284	242	17.4%	558	362	54.1%
25 Ellwood	11	4	175.0%	16	4	100.0%
27 Isla Vista Shuttle	44	135	-67.4%	55	150	-63.3%
36 Seaside Shuttle	8	12	-33.3%	32	17	88.2%
37 Crosstown Shuttle	-	-	0.0%	2	-	100.0%
Booster Services	120	169	-29.0%	209	267	-21.7%
System Subtotal	1,170	1,135	3.1%	2,584	1,897	36.2%
<i>Downtown Waterfront Shuttles</i>						
30 Downtown Shuttle	355	148	139.9%	1,493	955	56.3%
31 East Beach Waterfront Shuttle	2	11	-81.8%	47	62	-24.2%
32 West Beach Waterfront Shuttle	-	2	-100.0%	6	9	-33.3%
<i>Commuter Lot Shuttle</i>						
50 Carillo Commuter Lot Shuttle	-	-	0.0%	-	-	0.0%
<i>Valley Express/Coastal Express Limited</i>						
82 Goleta, Raytheon	-	-	0.0%	-	-	0.0%
83 UCSB, County Health, Cottage Hospital	-	-	0.0%	-	-	0.0%
84 La Cumbre, Cottage Hospital, Downtown, SBCC	-	-	0.0%	-	-	0.0%
Limited - Santa Barbara	-	-	0.0%	-	-	0.0%
Limited - Goleta	-	-	0.0%	-	-	0.0%
<i>Related Routes</i>						
20, 21x Carpinteria	11	25	-56.0%	21	28	-25.0%
1, 2, 37 East/West & Crosstown	68	33	106.1%	111	56	98.2%
4, 5, 15x, 16, 17 Mesa Lines	362	272	33.1%	945	582	62.4%
6, 11 State/Hollister	199	193	3.1%	497	349	42.4%
7, 8, 9 Calle Real, Fairview	3	2	50.0%	12	9	33.3%
<i>Unknown/Miscellaneous</i>						
	9	2	350.0%	15	27	-44.4%
System Total	1,536	1,298	18.3%	4,145	2,950	40.5%

\* Indicates that passengers were refused service because a vehicle was too full to safely board additional riders.

Source: GFI Genfare, MTD Transit Development Department, Planning Section

# Planning and Marketing

## MTD Bicycles Carried (October - December 2011)

LINE	Quarter			Year to Date		
	Oct 11 - Dec 11	Oct 10 - Dec 10	% Change	FY 2012	FY 2011	% Change
1 West Santa Barbara	715	592	20.8%	1,292	1,189	8.7%
2 East Santa Barbara	1,930	1,420	35.9%	3,823	3,015	26.8%
3 Oak Park	894	700	27.7%	1,799	1,583	13.6%
4 Mesa / SBCC	754	549	37.3%	1,480	1,170	26.5%
5 Mesa / La Cumbre	811	956	-15.2%	1,551	2,075	-25.3%
6 Goleta	3,998	3,986	0.3%	9,036	8,521	6.0%
7 County Health / Fairview	568	1,023	-44.5%	1,294	2,065	-37.3%
8 County Health	449	629	-28.6%	973	1,382	-29.6%
9 Calle Real / Old Town Shuttle	94	137	-31.4%	210	285	-26.3%
10 Cathedral Oaks	153	166	-7.8%	286	317	-9.8%
11 UCSB	5,905	5,668	4.2%	12,177	11,195	8.8%
12x Goleta Express	1,722	1,708	0.8%	3,987	3,828	4.2%
14 Montecito	560	626	-10.5%	1,113	1,308	-14.9%
15x SBCC / UCSB Express	885	1,062	-16.7%	1,756	1,760	-0.2%
16 City College Shuttle	226	262	-13.7%	432	416	3.8%
17 Lower West / SBCC	422	415	1.7%	790	1,011	-21.9%
20 Carpinteria	1,852	1,673	10.7%	4,005	3,899	2.7%
21x Carpinteria Express	698	664	5.1%	1,415	1,660	-14.8%
22 Old Mission	83	214	-61.2%	243	493	-50.7%
23 Winchester Canyon	1,144	1,055	8.4%	1,786	1,683	6.1%
24x UCSB Express	2,755	3,152	-12.6%	5,864	6,357	-7.8%
25 Ellwood	487	589	-17.3%	859	979	-12.3%
27 Isla Vista Shuttle	863	849	1.6%	1,254	1,160	8.1%
36 Seaside Shuttle	-	-	0.0%	-	-	0.0%
37 Crosstown Shuttle	-	-	0.0%	-	-	0.0%
Booster Services	84	132	-36.4%	192	194	-1.0%
<b>System Subtotal</b>	<b>28,052</b>	<b>28,227</b>	<b>-0.6%</b>	<b>57,617</b>	<b>57,545</b>	<b>0.1%</b>
<b>Downtown Waterfront Shuttles (1)</b>						
30 State Street Shuttle	-	-	0.0%	-	-	0.0%
31 East Beach Waterfront Shuttle	-	-	0.0%	-	-	0.0%
32 West Beach Waterfront Shuttle	-	-	0.0%	-	-	0.0%
<b>Commuter Lot Shuttle (1)</b>						
50 Carillo Commuter Lot Shuttle	-	-	0.0%	-	-	0.0%
<b>Valley Express/Coastal Express Limited</b>						
82 Goleta, Raytheon	-	23	-100.0%	25	88	-71.6%
83 UCSB, County Health, Cottage Hospital	-	15	-100.0%	71	69	2.9%
84 La Cumbre, Cottage Hospital, Downtown, SBC	-	36	-100.0%	3	99	-97.0%
Limited - Santa Barbara	36	-	100.0%	38	-	100.0%
Limited - Goleta	90	-	100.0%	136	-	100.0%
<b>Related Routes</b>						
20, 21x Carpinteria	2,550	2,337	9.1%	5,420	5,559	-2.5%
1,2,37 East/West & Crosstown	2,645	2,012	31.5%	5,115	4,204	21.7%
4, 5, 15x, 16, 17 Mesa Lines	3,098	3,244	-4.5%	6,009	6,432	-6.6%
6,11 State/Hollister	9,903	9,654	2.6%	21,213	19,716	7.6%
7, 8, 9 Calle Real/Fairview	1,111	1,789	-37.9%	2,477	3,732	-33.6%
<b>Unknown/Miscellaneous</b>						
	30	18	66.7%	71	60	18.3%
<b>System Total</b>	<b>28,208</b>	<b>28,319</b>	<b>-0.4%</b>	<b>57,961</b>	<b>57,861</b>	<b>0.2%</b>

(1) MTD electric shuttles cannot carry bicycles.

Source: GFI Genfare, MTD Transit Development Department, Planning Section

# Planning and Marketing

## MTD Wheelchairs Boarded (October - December 2011)

LINE	Quarter			Year to Date			
	Oct 11 - Dec 11	Oct 10 - Dec 10	% Change	FY 2012	FY 2011	% Change	
1	West Santa Barbara	338	318	6.3%	675	744	-9.3%
2	East Santa Barbara	509	646	-21.2%	1,098	1,310	-16.2%
3	Oak Park	348	371	-6.2%	791	735	7.6%
4	Mesa / SBCC	40	95	-57.9%	94	167	-43.7%
5	Mesa / La Cumbre	206	195	5.6%	432	441	-2.0%
6	Goleta	899	809	11.1%	1,768	1,741	1.6%
7	County Health / Fairview	152	132	15.2%	307	314	-2.2%
8	County Health	174	136	27.9%	349	309	12.9%
9	Calle Real / Old Town Shuttle	46	120	-61.7%	175	300	-41.7%
10	Cathedral Oaks	60	2	2900.0%	99	7	1314.3%
11	UCSB	838	745	12.5%	1,569	1,653	-5.1%
12x	Goleta Express	234	304	-23.0%	563	603	-6.6%
14	Montecito	64	65	-1.5%	124	199	-37.7%
15x	SBCC / UCSB Express	62	40	55.0%	109	60	81.7%
16	City College Shuttle	38	164	-76.8%	65	245	-73.5%
17	Lower West / SBCC	66	62	6.5%	121	144	-16.0%
20	Carpinteria	340	403	-15.6%	669	844	-20.7%
21x	Carpinteria Express	73	123	-40.7%	160	244	-34.4%
22	Old Mission	1	2	-50.0%	2	8	-75.0%
23	Winchester Canyon	66	69	-4.3%	123	119	3.4%
24x	UCSB Express	74	106	-30.2%	157	205	-23.4%
25	Ellwood	63	22	186.4%	101	60	68.3%
27	Isla Vista Shuttle	23	12	91.7%	32	20	60.0%
36	Seaside Shuttle	45	32	40.6%	62	56	10.7%
37	Crosstown Shuttle	44	38	15.8%	79	80	-1.3%
	Booster Services	4	4	0.0%	11	5	120.0%
<i>System Subtotal</i>		4,807	5,015	-4.1%	9,735	10,613	-8.3%
<i>Downtown Waterfront Shuttles</i>							
30	State Street Shuttle	133	110	20.9%	341	260	31.2%
31	East Beach Waterfront Shuttle	38	51	-25.5%	126	161	-21.7%
32	West Beach Waterfront Shuttle	4	7	-42.9%	17	20	-15.0%
<i>Commuter Lot Shuttle</i>							
50	Carillo Commuter Lot Shuttle	-	-	0.0%	-	-	0.0%
<i>Valley Express/Coastal Express Limited</i>							
82	Goleta, Raytheon	-	39	-100.0%	1	100	-99.0%
83	UCSB, County Health, Cottage Hospital	-	1	-100.0%	2	2	0.0%
84	La Cumbre, Cottage Hospital, Downtown, SBC	-	-	0.0%	1	1	0.0%
	Limited - Santa Barbara	-	-	0.0%	-	-	0.0%
	Limited - Goleta	-	-	0.0%	-	-	0.0%
<i>Related Routes</i>							
20, 21x	Carpinteria	413	526	-21.5%	829	1,088	-23.8%
1, 2, 37	East/West & Crosstown	891	1,002	-11.1%	1,852	2,134	-13.2%
4, 5, 15x, 16, 17	Mesa Lines	412	556	-25.9%	821	1,057	-22.3%
6, 11	State/Hollister	1,737	1,554	11.8%	3,337	3,394	-1.7%
7, 8, 9	Calle Real/Fairview	372	388	-4.1%	831	923	-10.0%
<i>Unknown/Miscellaneous</i>							
		5	4	25.0%	9	24	-62.5%
<b>System Total</b>		<b>4,987</b>	<b>5,227</b>	<b>-4.6%</b>	<b>10,232</b>	<b>11,181</b>	<b>-8.5%</b>

Source: GFI Genfare, MTD Transit Development Department, Planning Section

## Ad Revenue Comparison, Calendar Year 2011 to Calendar Year 2012

Calendar Year

2011	Total Sold	Unit Price	Total Revenue
<b>Sold individually</b>			
Nova King	372	\$150	\$55,800
Nova Queen	261	\$140	\$36,540
Nova Tail	368	\$200	\$73,600
40' King	272	\$171	\$46,512
40' Queen	253	\$144	\$36,432
40' Tail	245	\$200	\$49,000
Hybrid King	124	\$180	\$22,320
Hybrid Queen	117	\$150	\$17,550
Hybrid Tail	124	\$210	\$26,040
30' Gillig King	159	\$200	\$31,800
30' Gillig Queen	113	\$144	\$16,272
30' Gillig Tail	137	\$200	\$27,400
30' Hybrid King	36	\$173	\$6,228
30' Hybrid Queen	18	\$144	\$2,592
30' Hybrid Tail	21	\$200	\$4,200

**Sold by fleet**

Coastal Express Ltd King (5)	3	\$1,000	\$3,000
Coastal Express Ltd Queen (5)	0	\$280	\$0
Coastal Express Ltd Tail (5)	0	\$613	\$0
Crosstown Shuttle Tail (5)	10	\$800	\$8,000
D/W Shuttle Tail (11)	11	\$1,700	\$18,700
Seaside Shuttle Tail (2)	12	\$400	\$4,800
Wharf Woody Shuttle Tail	0	\$0	\$0

2656

Total Estimated Ad Revenue:	\$486,786
2011 Budget:	\$370,000
<hr/>	
Variance:	\$116,786

Total Inventory:	3216
Total Inventory Sold:	2656
<hr/>	
Percentage Sold:	83%

Booked as of Feb 1, 2012

2012	Total Sold	Unit Price	Total Revenue
<b>Sold individually</b>			
Nova King	336	\$169	\$56,784
Nova Queen	179	\$166	\$29,714
Nova Tail	185	\$232	\$42,920
40' King	264	\$197	\$52,008
40' Queen	146	\$199	\$29,054
40' Tail	188	\$242	\$45,496
Hybrid King	180	\$215	\$38,700
Hybrid Queen	148	\$199	\$29,452
Hybrid Tail	180	\$242	\$43,560
30' Gillig King	153	\$199	\$30,447
30' Gillig Queen	140	\$166	\$23,240
30' Gillig Tail	113	\$232	\$26,216
30' Hybrid King	36	\$199	\$7,164
30' Hybrid Queen	30	\$166	\$4,980
30' Hybrid Tail	24	\$232	\$5,568

**Sold by fleet**

Coastal Express Ltd King (5)	3	\$680	\$2,040
Coastal Express Ltd Queen (5)	10	\$595	\$5,950
Coastal Express Ltd Tail (5)	12	\$1,400	\$16,800
Crosstown Shuttle Tail (5)	10	\$920	\$9,200
D/W Shuttle Tail (11)	12	\$1,955	\$23,460
Seaside Shuttle Tail (2)	12	\$460	\$5,520
Wharf Woody Shuttle Tail	0	\$0	\$0

2361

Total Estimated Ad Revenue:	\$528,273
2012 Budget:	\$370,000
<hr/>	
Variance:	\$158,273

Total Inventory:	3216
Total Inventory Sold:	2361
<hr/>	
Percentage Sold:	73%

# Transit Operations

## AM/PM Startup for October-November-December

Starts (from terminal)	FY 2011-12				FY 2010-11			
	Total Trips	Missed/ Late Starts (missing driver)	Missed/ Late Starts (operations error)	Late Starts (bus failure)	Total Trips	Missed/ Late Starts (missing driver)	Missed/ Late Starts (operations error)	Late Starts (bus failure)
<b>Weekday AM</b>	4,524	3(1)	1(3)	0	4,792	1(1)	0	2(2)
<b>Weekday PM</b>	3,135	2(1)	0	3(2)	2,354	0	0	0
<b>Saturday</b>	451	0	0	0	494	2(1)	0	1(2)
<b>Sunday</b>	555	0	0	0	455	0	0	1(2)
<b>Quarter Totals</b>	<b>8,665</b>	<b>5</b>	<b>1</b>	<b>3</b>	<b>8,095</b>	<b>3</b>	<b>0</b>	<b>4</b>

## AM/PM Startup YTD

Starts (from terminal)	FY 2011-2012				FY 2010-2011			
	Total	Missed/ Late Starts (missing driver)	Missed/ Late Starts (operations error)	Late Starts (bus failure)	Total	Missed/ Late Starts (missing driver)	Missed/ Late Starts (operations error)	Late Starts (bus failure)
<b>Weekday AM</b>	8,950	5(1)	1(3)	5(2)	9,510	2(1)	0	5(2)
<b>Weekday PM</b>	5,567	3(1)	0	3(2)	4,643	2(1)	0	2(2)
<b>Saturday</b>	996	3(1)	1(3)	0	1082	4(1)	0	2(2)
<b>Sunday</b>	1109	0	1(3)	0	961	0	0	1(2)
<b>YTD Totals</b>	<b>16,622</b>	<b>11</b>	<b>3</b>	<b>8</b>	<b>16,196</b>	<b>8</b>	<b>0</b>	<b>10</b>

(1) Driver minimally late

(2) Minor maintenance problems requiring repair prior to leaving for start of service.

(3) Incidents/accidents

# Transit Operations

## Complaints (October, November, December 2011)

Month	Passenger Relations	Driving Observations	Schedule/Policy	Missed Passengers	Complaints	Total Monthly per Passenger Boarding Oct.-Dec., 2011	Total Monthly per Passenger Boarding Oct.-Dec., 2010	Compliments
October	3	4	3	5	15	1/50,868	1/40,230	4
November	1	1	1	8	11	1/60,310	1/53,701	1
December	2	3	2	6	13	1/40,369	1/33,733	3
<b>Quarter Total</b>	<b>6</b>	<b>8</b>	<b>6</b>	<b>19</b>	<b>39</b>	<b>1/50,032</b>	<b>1/41,656</b>	<b>8</b>

	Complaints	Compliments
Current FY 11-12 YTD	149	21
Prior FY 10-11 YTD	97	12

Definitions:

**Passenger Relations:** Perceived negative treatment of passengers by an MTD Employee.

**Driving Observations:** Concerns regarding driving safety.

**Schedule/Policy:** Missed trips, frequency of service, transfer policy, etc.

**Missed Passengers:** Complaints that passengers were passed up at MTD authorized stops.

**Compliments:** Documented praise of MTD Employee's actions.

# Transit Operations



## Fleet Facts

EV Fleet	Number in Fleet	Battery Type	Traction
EV's 1 -11	9	Lead Acid	DC Drive
EV's 12 – 17 & 20 - 21	8	Ni-Cad	AC Drive
EV's 18 & 19	2	LiFePO4	AC Drive
EV 22	1	Lead Acid	AC Drive

## Fleet Consumption Statistics

### Second Quarter Fiscal Year 2012 (December 31, 2011)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
45,018	73,947	0.61	\$29,927	\$15,912	\$1.39

### Second Quarter Fiscal Year 2011 (December 31, 2010)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
47,752	76,706	0.62	\$20,833	\$15,598	\$1.06

### Fiscal Year 2012 to Date (December 31, 2011)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
103,211	166,152	0.62	\$63,647	\$32,359	\$1.29

### Fiscal Year 2011 to Date (December 31, 2010)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
107,657	167,703	0.64	\$82,145	\$32,450	\$1.36

# Transit Operations



## Fleet Facts

Diesel Fleet	Number in Fleet	Engine Type	Transmission
2004 Gillig LF 40	15	Detroit Diesel Series 50 inline 4	Allison B400R
2011 Gillig LF 40	7 (New)	Cummins ISL	Allison B400R

## Fleet Consumption Statistics

### Second Quarter Fiscal Year 2012 (December 31, 2011) Seven (7) new buses added Q1

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
207,339	4.49	\$130,800	\$37,679	\$25,049	\$0.93

### Second Quarter Fiscal Year 2011 (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
156,485	4.10	\$105,401	\$21,126	\$18,459	\$0.93

### Fiscal Year 2012 to Date (December 31, 2011) Seven (7) new buses added Q1

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
405,051	4.48	\$255,739	\$79,062	\$49,255	\$0.95

### Fiscal Year 2011 to Date (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
294,999	4.08	\$199,765	\$53,186	\$36,638	\$0.98

# Transit Operations



## Fleet Facts

Diesel Fleet	Number in Fleet	Engine	Transmission
2007 Gillig Hybrid LF 40	8	Cummins ISB Inline 6	Allison EP40
2011 Gillig Hybrid LF 40	7 (New)	Cummins ISB Inline 6	Allison EP40

## Fleet Consumption Statistics

### Second Quarter Fiscal Year 2012 (December 31, 2011) Seven (7) new buses added Q1

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
157,865	5.49	\$79,538	\$13,681	\$13,547	\$0.68

### Second Quarter Fiscal Year 2011 (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
79,859	5.33	\$40,523	\$14,240	\$12,310	\$0.84

### Fiscal Year 2012 to Date (December 31, 2011) Seven (7) new buses added Q1

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
310,390	5.49	\$156,189	\$24,465	\$28,042	\$0.67

### Fiscal Year 2011 to Date (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
191,238	5.36	\$97,028	\$25,706	\$22,025	\$0.76

# Transit Operations



## Fleet Facts

Diesel Fleet	Number in Fleet	Engine Type	Transmission
2004 Gillig LF 29	14	Cummins ISB inline 6	Allison B300R

## Fleet Consumption Statistics

### Second Quarter Fiscal Year 2012 (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
99,160	4.45	\$62,028	\$30,775	\$16,148	\$1.10

### Second Quarter Fiscal Year 2011 (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
105,465	4.64	\$62,315	\$37,265	\$17,731	\$1.11

### Fiscal Year 2012 to Date (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
195,940	4.47	\$121,131	\$40,208	\$27,322	\$0.96

### Fiscal Year 2011 to Date (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
209,100	4.75	\$118,907	\$63,048	\$33,250	\$1.03

# Transit Operations



## Fleet Facts

Diesel Fleet	Number in Fleet	Engine	Transmission
2009 Gillig Hybrid LF 29	3	Cummins ISB Inline 6	Allison EP40

## Fleet Consumption Statistics

### Second Quarter Fiscal Year 2012 (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
11,724	5.78	\$5,713	\$247	\$1,136	\$0.61

### Second Quarter Fiscal Year 2011 (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
12,509	5.51	\$6,307	\$793	\$1,813	\$0.71

### Fiscal Year 2012 to Date (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
24,725	5.75	\$12,105	\$1,911	\$2,606	\$0.67

### Fiscal Year 2011 to Date (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
29,677	5.80	\$13,833	\$3,654	\$3,790	\$0.72

# Transit Operations



## Fleet Facts

Diesel Fleet	Number in Fleet	Engine	Transmission
2004 MCI D4000 40	3	Detroit Diesel Series 60 inline 6	Allison B500
2004 MCI D4500 45	2	Detroit Diesel Series 60 inline 6	Allison B500

## Fleet Consumption Statistics

### Second Quarter Fiscal Year 2012 (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
26,222	5.17	\$14,143	\$5,223	\$3,029	\$0.85

### Second Quarter Fiscal Year 2011 (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
19,284	4.85	\$10,707	\$1,500	\$2,452	\$0.76

### Fiscal Year 2012 to Date (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
50,708	5.09	\$28,205	\$10,107	\$8,004	\$0.91

### Fiscal Year 2011 to Date (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
39,211	4.79	\$22,184	\$2,894	\$5,553	\$0.78

# Transit Operations



## Fleet Facts

Diesel Fleet	Number in Fleet	Engine	Transmission
1998 Nova LFS 40	22	Detroit Diesel Series 40 inline 6	Allison B400R
2000 Nova LFS 40	5	Detroit Diesel Series 40 inline 6	Allison B400R

## Fleet Consumption Statistics

### Second Quarter Fiscal Year 2012 (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
196,032	4.28	\$127,679	\$78,151	\$37,069	\$1.24

### Second Quarter Fiscal Year 2011 (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
295,025	4.20	\$188,655	\$74,124	\$46,995	\$1.05

### Fiscal Year 2012 to Date (December 31, 2011)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
411,267	4.36	\$261,683	\$136,939	\$73,376	\$1.15

### Fiscal Year 2011 to Date (December 31, 2010)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
589,784	4.23	\$371,660	\$128,939	\$88,333	\$1.00

Average Miles between Mechanical Road Calls

2nd Quarter FY 2011/2012

Bus Series	Q2 - 10/1/11 - 12/31/11			Average Miles between Major Mechanical Road Calls
	All Mechanical Road Calls	Major Mechanical Road Calls	Accumulated Miles	
400 Nova 40 ft FY10/11 Q2	25 63	11 32	196,032 295,025	17,821 9,220
600 Gillig 40 ft FY10/11 Q2	17 26	12 16	207,339 156,485	17,278 9,780
700 Gillig 29 ft FY10/11 Q2	23 21	14 13	99,160 105,465	7,083 8,113
700 Gillig 29 ft Hybrid FY10/11 Q2	- 2	- 1	11,724 12,509	None this Qtr 12,509
800 MCI 45 & 40 ft FY10/11 Q2	- 3	- 1	26,222 19,284	None this Qtr 19,284
900 Gillig 40 ft Hybrid FY10/11 Q2	22 24	12 13	157,865 79,859	13,155 6,143
Elec Veh. FY10/11 Q2	82 43	8 8	45,018 47,752	5,627 5,969
Fleet Q2 FY10/11 Q2	169 182	57 84	743,360 716,379	13,041 8,528

# Management & Administration

October through December 2011

<b>MTD Turnover Rate 2008-2011</b>	<b>Second Quarter 2008</b>	<b>Second Quarter 2009</b>	<b>Second Quarter 2010</b>	<b>Second Quarter Fiscal year 2011</b>
<b>Staff</b>	0%	2%	0%	0%
<b>Drivers</b>	1%	1%	3%	2%
<b>Service Workers</b>	0%	0%	0%	0%
<b>Mechanics</b>	0%	0%	0%	0%
<b>Overall % Totals</b>	<b>1%</b>	<b>1%</b>	<b>2%</b>	<b>1%</b>

# Management & Administration

October through December 2011

## Workers' Compensation Claims

<b>Workers' Compensation Claims (employee injury)</b>	<b>Temporary Disability (lost time)</b>	<b>No Lost time (first aid only)</b>
October - December 2008	1	0
October - December 2009	0	2
October - December 2010	3	3
October - December 2011	3	2

## Liability Claims

<b>Liability Claims (bus accidents)</b>	<b>Reportable to National Transit Data Base</b>	<b>Reportable to MTD</b>
October - December 2008	0	10
October - December 2009	2	9
October - December 2010	0	3
October - December 2011	0	5

# Transit Finance

## Compliance Report for Quarter Ending December 31, 2011

As a recipient of Federal funds from the Federal Transit Administration (FTA), the Santa Barbara Metropolitan Transit District (MTD) is subject to a number of rules and regulations. This report describes actions taken between October 1 and December 31, 2011, to address these requirements.

### MTD Compliance Actions

Completed FY 2011 annual audited financial statements and compliance report.

Submitted quarterly reports as required for MTD's American Recovery and Reinvestment Act of 2009 (ARRA) grant.

Submitted Milestone Progress Reports and Federal Financial Reports for MTD's FTA grants as required.

Submitted MTD and Easy Lift monthly National Transit Database Safety and Security reports to FTA as required.

Submitted MTD and Easy Lift monthly National Transit Database Ridership reports to FTA as required.

Continued to monitor all FTA compliance areas.

Continued to monitor the Americans with Disabilities Act (ADA) complementary paratransit service operated by Easy Lift Transportation for MTD (*MTD is responsible for this service, and must ensure that it complies with all FTA requirements*).

# Appendix

## MTD Performance Standards

At least 95% of all MTD revenue trips shall depart no more than 5 minutes late.

At least 98% of all MTD scheduled revenue trips shall be completed.

The MTD system shall carry an average of not less than 36 passengers per revenue hour for any 3-year period.

The MTD system shall carry an average of not less than 2.5 passengers per revenue mile for any 3-year period.

MTD shall maintain at least a 40% farebox recovery ratio over any 3-year period.

The MTD systemwide spare ratio shall not exceed 20%.

MTD revenue vehicles shall travel a minimum of 8,000 miles between breakdowns.

MTD shall limit annual passenger transfers to 20% of total annual ridership.

Passenger complaints shall average no more than 1 complaint per 10,000 MTD passenger boardings.



## BOARD OF DIRECTORS REPORT

**MEETING DATE:** FEBRUARY 7, 2012      **AGENDA ITEM #:** 12

**TYPE:** INFORMATIONAL

**PREPARED BY:** BRAD DAVIS

\_\_\_\_\_  
*Signature*

**REVIEWED BY:** GENERAL MANAGER

\_\_\_\_\_  
*Signature*

**SUBJECT:**      **Capital Projects Update**

### **DISCUSSION:**

Staff will provide the Board with an update on the status of MTD capital projects. Included will be those recently completed, in progress, or pending. In addition to keeping the Board informed about the projects, the update is intended to assist in the upcoming task of developing the capital budget for the new fiscal year.

The update will be accompanied by a PowerPoint presentation. The projects or capital assets that will be reviewed include the following:

- Nova Bus Replacements
- Electric Shuttle Replacements
- Emergency Standby Generators
- Pass Vending Machines
- Superstops & Bus Shelters
- Radio/AVL System
- Photovoltaic System
- Transit Signal Priority

# BOARD OF DIRECTORS REPORT

**MEETING DATE:** February 7, 2012

**AGENDA ITEM #:** 14

**TYPE:** Information

**PREPARED BY:** Jerry Estrada

\_\_\_\_\_  
*Signature*

**REVIEWED BY:** General Manager

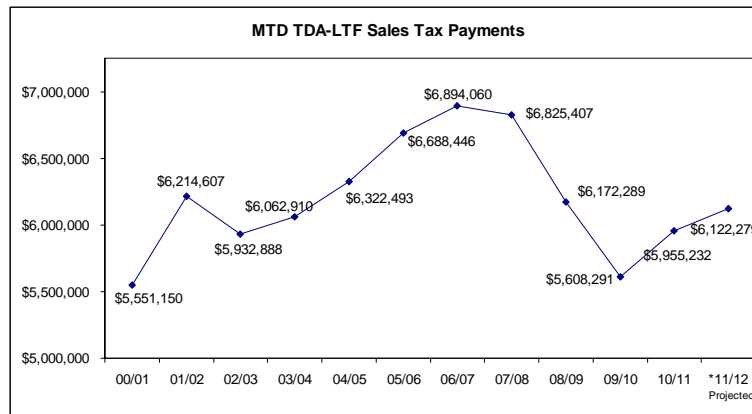
\_\_\_\_\_  
*GM Signature*

**SUBJECT: Financial Update and Quarterly Financial Statement Analysis for the Period Ending December 31, 2011**

## DISCUSSION:

It is common for MTD's financial statements to indicate a net loss at this point in the fiscal year, as approximately 20% of the operating revenue budgeted is attributable to federal operating assistance. As such, MTD relies heavily on its working capital, or cash reserve, throughout most of the fiscal year to balance the cost of operating activities with revenues received. The Operating & Capital Budget report (page 2 of the attached financial statements) provides the reader with an idea of the amount of funding needed to cover capital and operating activities.

A good indicator of MTD's financial performance thus far is the budget variance between operating revenues and expenses. Operating revenue of \$9,542,567 exceeded the budget by 7.9%, while expense of \$10,933,139 was essentially even with budgeted expectations. The positive result in operating revenue was driven largely by better-than-anticipated Transportation Development Act – Local Transportation Fund (TDA-LTF) sales tax receipts. TDA-LTF sales tax revenue was \$456,559 greater than what was budgeted. However, approximately \$205,000 of the variance related to a one-time "End-of-Year" allocation from proceeds generated in the prior fiscal year. Nevertheless, it appears that the decline in sales tax revenue experienced over the past few years may have finally bottomed out. The one-time "End-of-Year" allocation is reflected in FY 10-11 in the chart below:



While operating expense is under budget, staff is concerned that claims associated with liability and workers compensation may exceed what was anticipated. Currently, accumulated liability expense exceeded the budget by \$40,338, and workers compensation costs were \$69,836 over budget. MTD is self-insured up to \$250,000 per claim. It is likely that staff will recommend an increase in the budget for those expense categories when the six-month budget revision is presented to the Board in two weeks.

### Federal Funding

A few months ago, the federal government approved a transportation budget for federal fiscal year 2011-12. Public transit funding was held to a level similar to the previous year (\$4.2 million), which had already included a cut of approximately \$200,000. These figures closely reflected what MTD had budgeted for the fiscal year. However, the following was recently received from the American Public Transportation Association (APTA), of which MTD is a member:

*“The House Ways and Means Committee has released the tax title of the American Energy and Infrastructure Jobs Act of 2012 – the House of Representatives surface transportation authorization bill. The Ways and Means Committee title makes drastic changes by eliminating the use of motor fuel tax revenues for public transportation, revenues that have been dedicated to public transportation for nearly 30 years. These revenues, which currently go to public transportation, will generate \$25 billion in funding over the 5 year life of the bill, and would support nearly half of the authorized funding for public transportation. This legislation would eliminate the use of the Mass Transit Account’s motor fuel revenue for Fiscal Year (FY) 2012 for public transportation. The bill eliminates the Mass Transit Account of the Highway Trust Fund and creates the new Alternative Transportation Account that would provide funding for public transportation, the Congestion Mitigation and Air Quality Control (CMAQ) program, and several other programs. Dedicated funding for the new account has not yet been identified. APTA strongly opposes this proposal. This reallocation of funds would eliminate a dependable and predictable source of funding for much needed investment in the nation’s transportation infrastructure.”*

MTD staff will work with the External Affairs Committee to ensure local public transit’s interest is communicated to the appropriate representatives.

### State Funding

Finance representatives of the state of California announced that revenues for the first half of the fiscal year would not meet budgeted expectations. It is likely that that the State will have to consider mid-year budget revisions. To date, staff is not aware of any discussion by the State to tap into public transit funding sources to fill the projected deficit. However, doing so has been a common practice in the past. Staff will monitor the situation closely and report back to the External Affairs Committee if there is any indication that public transit funds may be at risk.

**Santa Barbara Metropolitan Transit District**  
**DRAFT**  
**Revenue, Expense and Performance Report**  
**Period Ending December 31, 2011**

<b>Category</b>	<b>FY 11-12</b>	<b>FY 10-11</b>	<b>% Change</b>
Passenger Fares (Cash & Discounted Passes)	\$2,535,378	\$2,503,256	1.28%
Passenger Fares (Contract Related)	\$1,491,648	\$1,503,036	-0.76%
Total Passenger Fares:	\$4,027,026	\$4,006,292	0.52%
Total Operating Expense	\$10,922,458	\$10,762,682	1.48%
Farebox Ratio	36.9%	37.2%	0.00%
OPEB Adjusted (Estimate)	35.3%		
Required Farebox Ratio:	30.3%		
Revenue Hours	102,014	105,535	-3.34%
Revenue Miles	1,288,261	1,310,474	-1.70%
Total Passengers	3,906,100	3,762,238	3.82%
Cost/Passenger	\$2.80	\$2.86	-2.25%
Cost/Hour	\$107.07	\$101.98	4.99%
Cost/Mile	\$8.48	\$8.21	3.23%
Passenger/Hour	38.29	35.65	7.41%
Passenger/Mile	3.03	2.87	5.61%

**Santa Barbara Metropolitan Transit District**

**DRAFT**

**Operating & Capital Budget  
Period Ending December 31, 2011**

	<b>ACTUAL FY 11-12</b>	<b>BUDGET FY 11-12</b>	<b>PRIOR FY 10-11</b>
<b>OPERATING REVENUE</b>			
Passenger Fares	\$4,027,026	\$3,944,407	\$4,006,292
Federal Operating Assistance	143,823	178,153	178,513
Property Tax Revenue	489,599	464,800	480,729
Measure A, Section 3 LSTI	861,634	772,092	754,850
Local Operating Assistance	139,818	77,239	34,769
Non-Transportation Income	428,533	359,594	374,668
Sales Tax Revenue (TDA)	3,452,134	2,995,575	2,989,893
<b>Total Operating Revenue</b>	<b><u>\$9,542,567</u></b>	<b><u>\$8,791,860</u></b>	<b><u>\$8,819,714</u></b>
<b>OPERATING EXPENSE</b>			
Route Operations	\$6,312,109	\$6,224,634	\$6,121,040
Vehicle Maintenance	2,658,005	2,721,255	2,634,201
Passenger Accommodations	776,109	815,345	772,531
General Overhead	1,176,235	1,245,551	1,234,910
<b>Total Operating Expense</b>	<b><u>\$10,922,458</u></b>	<b><u>\$11,006,785</u></b>	<b><u>\$10,762,682</u></b>
<b>Net Gain/Loss - Operating Activities:</b>	<b><u>(\$1,379,891)</u></b>	<b><u>(\$2,214,925)</u></b>	<b><u>(\$1,942,968)</u></b>
<hr/>			
<b>CAPITAL REVENUE</b>			
Sales Tax Revenue (TDA)	\$0	\$0	\$0
Other Capital Assistance	99,859	0	0
Measure A - Capital Replacement Fund	0	0	0
Prop. 1B Capital Assistance Fund	1,356,573	1,356,573	240,132
State Transit Assistance (TDA)	0	0	0
Federal Capital Assistance	0	0	0
<b>Total Capital Revenue</b>	<b><u>\$1,456,432</u></b>	<b><u>\$1,356,573</u></b>	<b><u>\$240,132</u></b>
<b>CAPITAL PROJECTS</b>			
Haley/Calle Real/Fixed Facilities	\$74,012	\$419,750	\$13,238
Intelligent Transportation Systems	0	0	8,460
Calle Real Development	0	0	0
Management Information Systems	0	0	0
Passenger Facilities & Equipment	8,929	152,772	3,076
Service Vehicles	0	0	0
Buses	0	0	0
Buses - Radios/Fareboxes/Bike Racks	57,741	237,500	0
Revenue Vehicle Improvements	147,223	324,500	301,549
Shop Equipment	31,876	22,500	546
Office Furniture & Equipment	4,352	2,500	3,483
<b>Total Capital Projects</b>	<b><u>\$324,133</u></b>	<b><u>\$1,159,522</u></b>	<b><u>\$330,352</u></b>
<b>Net Gain/Loss - Operating &amp; Capital:</b>	<b><u>(\$247,592)</u></b>	<b><u>(\$2,017,874)</u></b>	<b><u>(\$2,033,188)</u></b>

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## REVENUE VARIANCE REPORT

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b>OPERATING REVENUE</b>					
<b>CASH FARES</b>					
Regular Cash Fares	1,359,341	1,312,708	46,633	1,367,701	(8,360)
	<u>\$ 1,359,341</u>	<u>\$ 1,312,708</u>	<u>\$ 46,633</u>	<u>\$ 1,367,701</u>	<u>(\$ 8,360)</u>
<b>TICKETS &amp; TOKENS</b>					
One Day Pass Fares	396	1,096	(700)	1,182	(786)
Adult Ten Ride Pass Fares	391,902	411,925	(20,022)	393,786	(1,884)
Youth Ten Ride Pass Fares	213,181	152,043	61,137	162,281	50,900
Senior Ten Ride Pass Fares	33,847	29,317	4,529	31,327	2,520
Mobility 10-Ride Pass Fares	19,601	16,067	3,534	16,730	2,871
Valley Express 10 Ride Pass Fares	(7,715)	800	(8,515)	23,926	(31,641)
Coastal Express Limited 10 Ride Pass	22,005	15,600	6,405	0	22,005
Regular Fares - Tokens	20,488	26,576	(6,088)	22,942	(2,453)
Adult 30 Days Passports	336,971	303,628	33,343	303,377	33,594
Youth 30 Days Passports	60,816	59,394	1,422	60,228	588
Senior 30 Days Passports	37,600	34,135	3,465	35,624	1,976
Mobility 30 Days Passports	64,200	55,749	8,451	57,352	6,848
Valley Express 30 Days Passports	(31,429)	1,280	(32,709)	26,800	(58,229)
Coastal Express Limited 30 Days Pass	14,175	15,300	(1,125)	0	14,175
	<u>\$ 1,176,037</u>	<u>\$ 1,122,910</u>	<u>\$ 53,127</u>	<u>\$ 1,135,555</u>	<u>\$ 40,482</u>
<b>CONTRACT FARES</b>					
Brooks Institute Contract Fares	7,271	4,900	2,371	5,954	1,318
UCSB Contract Fares	384,722	395,541	(10,819)	395,541	(10,819)
City Shuttle Contract Fares	626,816	638,261	(11,445)	625,970	846
Downtown City My Ride Program Cont	15,230	13,200	2,030	16,566	(1,336)
SBCB Contract Revenue	451,906	453,100	(1,194)	453,100	(1,194)
Carpinteria Seaside Shuttle Contract F	0	0	0	0	0
CA Amtrak Contract Revenue	584	288	296	273	311
Special Event Fares	5,119	3,500	1,619	5,633	(514)
	<u>\$ 1,491,648</u>	<u>\$ 1,508,789</u>	<u>(\$ 17,141)</u>	<u>\$ 1,503,036</u>	<u>(\$ 11,389)</u>
<b>OPERATING REVENUE SUBTOTAL</b>	<u>\$ 4,027,026</u>	<u>\$ 3,944,407</u>	<u>\$ 82,619</u>	<u>\$ 4,006,292</u>	<u>\$ 20,733</u>
<b>NON OPERATING REVENUE</b>					
<b>NON TRANSPORTATION REVENUE</b>					
Advertising On Buses	240,505	230,000	10,505	236,129	4,376
Interest On Investments	26,421	20,000	6,421	23,228	3,192
Gain/(Loss) on Assets Sales	67,015	20,000	47,015	22,481	44,535
Miscellaneous Revenue	6,613	2,500	4,113	7,271	(659)
Overpass Property Revenue	87,980	87,094	886	85,558	2,421
Prop 1B-OSH	0	0	0	0	0
Prop 1B-PTMISEA	0	0	0	0	0
Property Tax Revenue	489,599	464,800	24,799	480,729	8,870
	<u>\$ 918,132</u>	<u>\$ 824,394</u>	<u>\$ 93,739</u>	<u>\$ 855,397</u>	<u>\$ 62,736</u>
<b>SALES TAX REVENUE</b>					
SB325 Local Transportation Fund	3,452,134	2,995,575	456,559	2,989,893	462,241
Measure A, Section 3 LSTI	861,634	772,092	89,542	754,850	106,785
Local Operating Assistance	139,818	77,239	62,579	34,769	105,049
	<u>\$ 4,453,586</u>	<u>\$ 3,844,906</u>	<u>\$ 608,680</u>	<u>\$ 3,779,512</u>	<u>\$ 674,074</u>
<b>FEDERAL ASSISTANCE</b>					
FTA - Operating Assistance	2	0	2	0	2
FTA CMAQ Operating Assistance	143,821	178,153	(34,332)	178,513	(34,692)
	<u>\$ 143,823</u>	<u>\$ 178,153</u>	<u>(\$ 34,330)</u>	<u>\$ 178,513</u>	<u>(\$ 34,690)</u>
<b>NON OPERATING REVENUE</b>	<u>\$ 5,515,542</u>	<u>\$ 4,847,453</u>	<u>\$ 668,088</u>	<u>\$ 4,813,421</u>	<u>\$ 702,120</u>

**SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**

**REVENUE VARIANCE REPORT**

**For the 6-Month Period Ending December 31, 2011**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b>GRAND TOTALS</b>	<b><u>\$ 9,542,567</u></b>	<b><u>\$ 8,791,860</u></b>	<b><u>\$ 750,707</u></b>	<b><u>\$ 8,819,713</u></b>	<b><u>\$ 722,854</u></b>

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## OPERATING EXPENDITURES

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b><i>ROUTE OPERATIONS</i></b>					
DRIVERS	4,749,589	4,773,488	(23,899)	4,695,012	54,577
DISPATCH & SUPERVISION	258,533	258,693	(159)	272,877	(14,344)
HIRING & TRAINING	134,190	137,781	(3,591)	131,786	2,404
RISK & SAFETY	883,994	767,464	116,531	734,162	149,832
CONTRACTED TRANSPORTATION	287,202	287,209	(7)	287,202	0
<i>SUBTOTAL</i>	<u>\$ 6,313,509</u>	<u>\$ 6,224,634</u>	<u>\$ 88,874</u>	<u>\$ 6,121,040</u>	<u>\$ 192,469</u>
<b><i>VEHICLE MAINTENANCE</i></b>					
MECHANICS	552,876	553,749	(872)	543,254	9,623
CLEANERS & FUELERS	371,684	351,679	20,005	363,356	8,328
SHOP SUPERVISION	275,040	274,299	741	231,204	43,836
FUEL, LUBRICANTS AND TIRES	1,058,200	1,100,872	(42,672)	1,105,436	(47,236)
VEHICLE PARTS AND SUPPLIES	347,518	391,028	(43,510)	339,995	7,523
OUTSIDE VEHICLE MAINTENANCE	24,929	23,750	1,179	15,987	8,942
RISK AND SAFETY	27,908	25,878	2,031	34,969	(7,061)
<i>SUBTOTAL</i>	<u>\$ 2,658,157</u>	<u>\$ 2,721,255</u>	<u>(\$ 63,098)</u>	<u>\$ 2,634,201</u>	<u>\$ 23,956</u>
<b><i>PASSENGER FACILITIES</i></b>					
PASSENGER FACILITIES	285,877	302,240	(16,364)	314,862	(28,985)
TRANSIT DEVELOPMENT	183,472	189,733	(6,261)	202,475	(19,003)
PROMOTION & INFORMATION	150,427	158,803	(8,376)	128,796	21,631
FARE REVENUE COLLECTION	156,878	164,569	(7,691)	126,398	30,479
<i>SUBTOTAL</i>	<u>\$ 776,653</u>	<u>\$ 815,345</u>	<u>(\$ 38,692)</u>	<u>\$ 772,531</u>	<u>\$ 4,122</u>
<b><i>GENERAL OVERHEAD</i></b>					
FINANCE	272,052	278,779	(6,727)	268,920	3,132
PERSONNEL	49,974	51,004	(1,030)	51,049	(1,075)
OPERATING FACILITIES	126,087	126,784	(696)	133,198	(7,110)
DISTRICT ADMINISTRATION	627,392	685,028	(57,637)	676,631	(49,240)
UTILITIES	109,315	103,956	5,359	105,112	4,203
<i>SUBTOTAL</i>	<u>\$ 1,184,821</u>	<u>\$ 1,245,551</u>	<u>(\$ 60,730)</u>	<u>\$ 1,234,910</u>	<u>(\$ 50,089)</u>
<b><i>TOTAL OPERATING COST</i></b>	<u><u>\$ 10,933,139</u></u>	<u><u>\$ 11,006,785</u></u>	<u><u>(\$73,646)</u></u>	<u><u>\$ 10,762,682</u></u>	<u><u>\$ 170,457</u></u>

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## ROUTE OPERATIONS

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b>DRIVERS</b>					
<b>WAGES</b>					
Scheduled	2,858,322	2,860,379	(2,057)	2,901,287	(42,965)
Scheduled OT	127,777	117,073	10,704	117,429	10,348
Unscheduled	117,245	56,531	60,713	59,456	57,789
Driver Lite Duty	0	0	0	0	0
<b>FRINGE BENEFITS</b>					
FICA - Drivers	268,107	263,657	4,450	265,096	3,011
Pension - Drivers	410,147	448,340	(38,192)	440,214	(30,067)
Health Insurance - Drivers	510,677	580,376	(69,699)	486,917	23,760
Sick Pay - Drivers	75,493	66,225	9,267	58,731	16,762
Vacation - Drivers	229,627	213,463	16,164	200,309	29,318
Holiday Pay - Drivers	129,989	138,392	(8,403)	137,936	(7,947)
Other Pay - Drivers	11,263	17,500	(6,237)	16,167	(4,904)
Unemployment Insurance - Drivers	1,816	1,552	264	1,329	487
Uniforms - Drivers	9,126	10,000	(874)	10,141	(1,015)
	<u>\$ 4,749,589</u>	<u>\$ 4,773,488</u>	<u>(\$ 23,899)</u>	<u>\$ 4,695,012</u>	<u>\$ 54,577</u>
<b>DISPATCH &amp; SUPERVISION</b>					
<b>WAGES</b>					
Supervisors - Dispatch & Supervision	80,260	87,712	(7,452)	92,579	(12,320)
Staff - Dispatch & Supervision	78,155	75,842	2,314	79,385	(1,229)
<b>FRINGE BENEFITS</b>					
FICA - Dispatch & Supervision	13,644	14,496	(852)	14,283	(639)
Pension - Dispatch & Supervision	18,633	17,638	995	19,395	(763)
Health Insurance - Dispatch & Supervi	37,520	35,681	1,839	41,146	(3,626)
Sick Pay - Dispatch & Supervision	3,134	4,706	(1,571)	3,859	(724)
Vacation - Dispatch & Supervision	12,396	10,895	1,501	8,861	3,535
Holiday Pay - Dispatch & Supervision	7,678	8,275	(598)	8,007	(329)
Other Pay - Dispatch & Supervision	7,114	3,448	3,666	5,362	1,751
	<u>\$ 258,533</u>	<u>\$ 258,693</u>	<u>(\$ 159)</u>	<u>\$ 272,877</u>	<u>(\$ 14,344)</u>
<b>HIRING &amp; TRAINING</b>					
<b>WAGES</b>					
Staff - Hiring & Training	16,847	18,250	(1,403)	16,461	386
Student Drivers	29,170	22,620	6,550	29,250	(80)
Existing Drivers/Supervisors Training	48,645	52,829	(4,184)	48,807	(162)
<b>FRINGE BENEFITS</b>					
FICA - Hiring & Training	5,975	7,758	(1,783)	5,891	84
Pension - Hiring & Training	5,529	5,372	158	6,311	(782)
Health Insurance - Hiring & Training	7,927	11,001	(3,074)	6,226	1,701
Sick Pay - Hiring & Training	2,453	2,031	422	728	1,725
Vacation - Hiring & Training	4,029	2,613	1,416	4,039	(10)
Holiday Pay - Hiring & Training	2,366	2,858	(492)	2,544	(177)
Other Pay - Hiring & Training	2,271	687	1,584	940	1,331
Medical/Driving Exams & DMV Fees (	8,648	10,613	(1,965)	10,324	(1,676)

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## ROUTE OPERATIONS

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
Employment Ads	0	200	(200)	9	(9)
Training, Travel & Meetings (RO)	331	950	(619)	258	73
	<u>\$ 134,190</u>	<u>\$ 137,781</u>	<u>(\$ 3,591)</u>	<u>\$ 131,786</u>	<u>\$ 2,404</u>
<b>RISK &amp; SAFETY</b>					
<b>WAGES</b>					
Staff - Risk & Safety	30,308	31,211	(904)	29,029	1,279
Supervisors - Risk & Safety	123,260	119,140	4,120	122,674	586
Driver Accident Pay	871	582	289	998	(127)
<b>FRINGE BENEFITS</b>					
FICA - Risk & Safety	12,170	13,241	(1,071)	12,925	(754)
Pension - Risk & Safety	15,678	13,532	2,146	18,038	(2,360)
Health Insurance - Risk & Safety	28,417	22,659	5,758	22,144	6,273
Sick Pay - Risk & Safety	5,289	2,622	2,667	2,625	2,664
Vacation - Risk & Safety	13,009	10,471	2,538	13,228	(218)
Holiday Pay - Risk & Safety	6,558	8,608	(2,050)	7,015	(456)
Other Pay - Risk & Safety	1,085	1,887	(802)	1,717	(633)
<b>LIABILITY COSTS</b>					
Liability - Professional Services	125,889	78,615	47,274	94,113	31,776
Liability Insurance	119,308	110,058	9,250	116,847	2,461
Liability CY Payouts	4,088	17,500	(13,412)	12,603	(8,515)
Liability CY Reserves	5,000	15,000	(10,000)	3,000	2,000
Liability PY Payouts	117,981	37,327	80,654	69,173	48,808
Change in PY Liability Reserves	(88,428)	(15,000)	(73,428)	(13,698)	(74,730)
<b>WORKERS COMP COSTS</b>					
WC Professional Services (RO)	81,303	87,455	(6,152)	80,031	1,272
WC Insurance (RO)	25,391	24,225	1,166	22,763	2,628
WC CY Incident Payouts (RO)	22,464	17,500	4,964	1,984	20,480
WC CY Incident Reserves (RO)	86,846	100,000	(13,154)	83,327	3,519
WC PY Incidents Payouts (RO)	67,974	117,500	(49,526)	146,452	(78,478)
Change In WC PY Incident Reserves (	70,507	(60,000)	130,507	(125,922)	196,429
Miscellaneous Risk & Safety	9,026	13,330	(4,304)	13,098	(4,072)
<b>CONTRACTED TRANSPORTATION</b>					
Paratransit Subsidy	287,202	287,209	(7)	287,202	0
	<u>\$ 1,171,196</u>	<u>\$ 1,054,673</u>	<u>\$ 116,524</u>	<u>\$ 1,021,364</u>	<u>\$ 149,832</u>
<b>ROUTE OPERATIONS</b>	<u>\$ 6,313,509</u>	<u>\$ 6,224,634</u>	<u>\$ 88,874</u>	<u>\$ 6,121,040</u>	<u>\$ 192,469</u>

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## VEHICLE MAINTENANCE

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b>MECHANICS</b>					
WAGES					
Mechanics	341,414	348,824	(7,409)	355,630	(14,215)
Less Mechanics Labor for Capitalizatio	(7,714)	(8,168)	453	(7,428)	(286)
Mechanics-Overtime	10,342	6,126	4,216	7,134	3,207
FRINGE BENEFITS					
FICA - Mechanics	31,758	32,162	(404)	31,551	206
Pension - Mechanics	42,615	43,148	(533)	44,629	(2,014)
Health Insurance - Mechanics	50,996	57,243	(6,247)	47,740	3,256
Sick Pay - Mechanics	25,645	19,337	6,308	9,425	16,220
Vacation - Mechanics	29,247	30,661	(1,414)	29,933	(686)
Holiday Pay - Mechanics	17,050	17,681	(631)	18,182	(1,132)
Other Pay - Mechanics	1,330	735	595	531	799
Uniforms - Mechanics	5,793	6,000	(207)	5,926	(132)
Tool Allowance - Mechanics	4,400	0	4,400	0	4,400
	<u>\$ 552,876</u>	<u>\$ 553,749</u>	(\$ 872)	<u>\$ 543,254</u>	<u>\$ 9,623</u>
<b>CLEANERS &amp; FUELERS</b>					
WAGES					
Service Workers - Cleaners & Fuelers	219,201	211,458	7,743	218,716	485
FRINGE BENEFITS					
FICA - Cleaners & Fuelers	18,178	17,558	619	18,123	55
Pension - Cleaners & Fuelers	36,243	36,173	71	36,277	(33)
Health Insurance - Cleaners & Fuelers	65,042	55,118	9,924	60,732	4,309
Sick Pay - Cleaners & Fuelers	3,222	3,526	(304)	3,291	(69)
Vacation - Cleaners & Fuelers	13,681	10,348	3,333	10,401	3,281
Holiday Pay - Cleaners & Fuelers	10,831	11,606	(775)	11,037	(206)
Other Pay - Cleaners & Fuelers	571	644	(73)	228	342
Uniforms - Cleaners & Fuelers	2,997	3,549	(552)	3,065	(68)
Medical Exams/DMV Fees (VM)	1,720	1,700	20	1,486	234
	<u>\$ 371,684</u>	<u>\$ 351,679</u>	\$ 20,005	<u>\$ 363,356</u>	<u>\$ 8,328</u>
<b>SHOP SUPERVISION</b>					
WAGES					
Staff - Maintenance Supervision	161,080	161,534	(454)	141,726	19,353
FRINGE BENEFITS					
FICA - Supervision Vehicle Mainten	13,832	13,967	(134)	12,211	1,622
Pension - Supervision Vehicle Mainten	17,851	18,257	(406)	16,111	1,739
Health Insurance - Supervision/Vehicle	51,066	51,618	(552)	42,171	8,895
Sick Pay - Supervision Vehicle Mainten	1,283	1,043	240	0	1,283
Vacation - Supervision Vehicle Mainten	10,870	9,563	1,308	10,827	43
Holiday Pay - Supervision Vehicle Main	8,342	8,342	0	7,304	1,038
Other Pay - Supervision & Vehicle Mai	173	3,476	(3,303)	574	(401)
Training, Travel & Meetings (VM)	10,543	6,500	4,043	279	10,263

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## VEHICLE MAINTENANCE

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b>FUEL, LUBRICANTS AND TIRES</b>					
Bus Tire Mounting	4,195	6,000	(1,805)	4,710	(515)
Fuel and Lubes - Buses	937,238	962,024	(24,786)	965,232	(27,993)
Electric Bus Power	49,443	54,000	(4,557)	52,676	(3,232)
Lease Cost - Tires Buses	67,324	78,848	(11,525)	82,819	(15,495)
<b>VEHICLE PARTS AND SUPPLIES</b>					
Vehicle Parts - Buses	301,826	346,278	(44,452)	299,998	1,828
Shop Supplies	33,791	31,250	2,541	28,562	5,229
Bus Cleaning Supplies	9,000	7,500	1,500	7,574	1,427
Hazmat Disposal/Tank Tests	2,902	6,000	(3,098)	3,862	(961)
<b>OUTSIDE VEHICLE MAINTENANCE</b>					
Vendor Vandalism Repairs	12,405	6,500	5,905	5,472	6,932
Vendor Accident Repairs	2,656	3,750	(1,094)	566	2,090
Less Monies Collected/Accident Collec	0	(4,000)	4,000	(5,718)	5,718
Vendor Bus Repairs	9,868	17,500	(7,632)	15,667	(5,799)
<b>RISK AND SAFETY</b>					
WC Professional Services (VM)	9,031	4,603	4,428	4,052	4,979
WC Insurance (VM)	1,336	1,275	61	1,198	138
WC CY Payouts (VM)	5,537	5,000	538	88	5,450
WC CY Incident Reserves (VM)	18,543	12,500	6,043	28,512	(9,969)
WC PY Incident Payouts (VM)	20,167	15,000	5,167	19,001	1,166
Change in WC PY Incident Reserves (	(26,706)	(12,500)	(14,206)	(17,882)	(8,824)
	<u>\$ 1,733,596</u>	<u>\$ 1,815,827</u>	<u>(\$ 82,231)</u>	<u>\$ 1,727,592</u>	<u>\$ 6,005</u>
<b>VEHICLE MAINTENANCE</b>	<u><u>\$ 2,658,157</u></u>	<u><u>\$ 2,721,255</u></u>	<u><u>(\$ 63,098)</u></u>	<u><u>\$ 2,634,201</u></u>	<u><u>\$ 23,956</u></u>

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## PASSENGER FACILITIES

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b>PASSENGER FACILITIES</b>					
<b>WAGES</b>					
Supervisors - Passengers Facilities	87,617	81,588	6,029	78,168	9,448
TC Advisors	54,502	45,752	8,750	63,995	(9,493)
Staff - Passenger Facilities (Bus Stop	20,813	35,990	(15,178)	34,938	(14,126)
<b>FRINGE BENEFITS</b>					
FICA - Passenger Facilities	14,083	14,063	19	14,974	(892)
Pension - Passenger Facilities	16,193	13,628	2,565	15,926	267
Health Insurance - Passenger Facilitie	48,059	51,225	(3,166)	52,942	(4,882)
Sick Pay - Passenger Facilities	1,472	4,026	(2,554)	3,425	(1,952)
Vacation - Passenger Facilities	6,021	8,985	(2,964)	8,651	(2,630)
Holiday Pay - Passenger Facilities	6,223	8,128	(1,905)	8,068	(1,845)
Other Pay - Passenger Facilities	1,360	1,147	213	2,195	(835)
Unemployment Insurance - Passenger	504	0	504	0	504
<b>BUILDINGS AND GROUNDS</b>					
Property Insurance (PF)	744	788	(44)	738	6
Contract Maint-PF	23,900	23,970	(70)	24,530	(629)
B&G Repairs & Supplies (PF)	3,082	4,000	(918)	5,205	(2,124)
Bus Stop Repairs & Supplies	1,304	8,950	(7,646)	1,107	197
	<u>\$ 285,877</u>	<u>\$ 302,240</u>	<u>(\$ 16,364)</u>	<u>\$ 314,862</u>	<u>(\$ 28,985)</u>
<b>TRANSIT DEVELOPMENT</b>					
<b>WAGES</b>					
Staff - Transit Development	113,234	113,674	(440)	130,228	(16,994)
<b>FRINGE BENEFITS</b>					
FICA - Transit Development	10,016	10,025	(9)	11,221	(1,205)
Pension - Transit Development	13,138	13,104	33	14,692	(1,554)
Health Insurance - Transit Developme	28,776	29,804	(1,028)	28,296	480
Sick Pay - Transit Development	5,035	2,006	3,029	2,605	2,430
Vacation - Transit Development	6,643	7,844	(1,201)	6,793	(150)
Holiday Pay - Transit Development	6,018	6,018	0	6,738	(721)
Other Pay - Transit Development	481	2,507	(2,026)	802	(321)
<b>SERVICE PLANNING</b>					
Planning Studies & Surveys	107	3,500	(3,393)	0	107
Training, Travel & Meetings (TD)	25	1,250	(1,225)	1,100	(1,075)
	<u>\$ 183,472</u>	<u>\$ 189,733</u>	<u>(\$ 6,261)</u>	<u>\$ 202,475</u>	<u>(\$ 19,003)</u>
<b>PROMOTION &amp; INFORMATION</b>					
<b>WAGES</b>					
Staff - Promotion & Information	38,779	38,096	683	26,352	12,428
<b>FRINGE BENEFITS</b>					
FICA - Promotion & Information	3,312	3,368	(56)	2,259	1,053
Pension - Promotion & Information	4,372	4,403	(31)	2,995	1,377
Health Insurance - Promotion & Inform	6,889	7,037	(148)	4,279	2,610
Sick Pay - Promotion & Information	738	834	(97)	0	738
Vacation - Promotion & Information	1,467	1,767	(300)	1,588	(121)
Holiday Pay - Promotion & Information	2,002	2,002	0	1,362	640

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## PASSENGER FACILITIES

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
Other Pay - Promotion & Information	508	1,668	(1,161)	425	82
<b>PROMOTIONS</b>					
Media Ad Placement (MA)	2,349	10,000	(7,651)	7,352	(5,003)
Brochures & Publications (BP)	5,360	3,250	2,110	757	4,603
Promotional Giveaways (PG)	1,032	2,901	(1,869)	5,803	(4,771)
Bus/Shuttle Decorations (BD)	20,386	1,250	19,136	1,610	18,775
Training, Travel & Meetings (PI)	188	500	(312)	136	52
<b>INFORMATION</b>					
Other Promotions (OP)	1,601	2,750	(1,149)	0	1,601
Route Schedules & Information (RI)	61,445	78,975	(17,530)	73,877	(12,432)
	<u>\$ 150,427</u>	<u>\$ 158,803</u>	<u>(\$ 8,376)</u>	<u>\$ 128,796</u>	<u>\$ 21,631</u>
<b>FARE REVENUE COLLECTION</b>					
<b>WAGES</b>					
Staff - Fare Revenue Collection	49,851	54,521	(4,670)	47,295	2,556
<b>FRINGE BENEFITS</b>					
FICA - Fare Revenue & Collection	4,854	4,701	153	4,271	582
Pension - Fare Revenue Collection	6,339	6,145	194	5,653	686
Health Insurance - Fare Revenue Colle	19,319	19,340	(20)	17,060	2,259
Sick Pay - Fare Revenue Collection	584	1,020	(437)	1,327	(743)
Vacation - Fare Revenue & Collection	5,695	2,679	3,016	4,919	776
Holiday Pay - Fare Revenue Collection	2,795	2,596	199	2,401	395
Other Pay - Fare Revenue Collection	2,781	1,067	1,714	433	2,348
Tickets and Transfers	30,868	30,000	868	6,217	24,651
Farebox Parts & Repairs	5,039	25,000	(19,961)	20,327	(15,287)
Fare Processing	28,753	17,500	11,253	16,496	12,257
	<u>\$ 156,878</u>	<u>\$ 164,569</u>	<u>(\$ 7,691)</u>	<u>\$ 126,398</u>	<u>\$ 30,479</u>
<b>PASSENGER FACILITIES</b>	<u>\$ 776,653</u>	<u>\$ 815,345</u>	<u>(\$ 38,692)</u>	<u>\$ 772,531</u>	<u>\$ 4,122</u>

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## GENERAL OVERHEAD

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
<b>FINANCE</b>					
WAGES					
Staff - Accounting	169,112	172,955	(3,844)	170,436	(1,324)
FRINGE BENEFITS					
FICA - Accounting	13,670	14,895	(1,226)	13,587	83
Pension - Accounting	19,651	19,472	179	20,061	(410)
Health Insurance - Accounting	41,282	42,647	(1,365)	34,856	6,426
Sick Pay - Accounting	1,203	1,551	(348)	2,614	(1,411)
Vacation - Accounting	17,422	14,077	3,346	14,557	2,866
Holiday Pay - Accounting	8,934	9,305	(370)	8,946	(11)
Other Pay - Accounting	778	3,877	(3,099)	3,864	(3,086)
	<u>\$ 272,052</u>	<u>\$ 278,779</u>	<u>(\$ 6,727)</u>	<u>\$ 268,920</u>	<u>\$ 3,132</u>
<b>PERSONNEL</b>					
WAGES					
Staff - Personnel	30,308	30,503	(196)	29,029	1,279
FRINGE BENEFITS					
FICA - Personnel	2,646	2,687	(40)	2,760	(114)
Pension - Personnel	3,497	3,512	(15)	3,625	(128)
Health Insurance - Personnel	9,002	9,419	(417)	8,340	662
Sick Pay - Personnel	469	1,013	(544)	1,064	(595)
Vacation - Personnel	1,945	1,980	(35)	4,610	(2,665)
Holiday Pay - Personnel	1,621	1,621	0	1,621	0
Other Pay - Personnel	487	270	217	0	487
<b>UTILITIES</b>					
Telephone & Data Communication	23,232	24,000	(768)	23,425	(194)
Power, Water, and Trash	75,498	69,000	6,498	71,905	3,593
Two-Way Radios	10,586	10,956	(370)	9,782	804
	<u>\$ 159,289</u>	<u>\$ 154,960</u>	<u>\$ 4,329</u>	<u>\$ 156,161</u>	<u>\$ 3,128</u>
<b>OPERATING FACILITIES</b>					
WAGES					
Staff - Operations/Facilities	18,772	20,069	(1,297)	19,439	(667)
FRINGE BENEFITS					
FICA - Operating Facilities	1,723	1,698	25	1,765	(41)
Pension - Operating Facilities & Equip	2,281	2,220	60	2,337	(56)
Health Insurance - Operating Facilities	4,434	4,844	(410)	4,095	339
Sick Pay - Operating Facilities & Equip	363	341	21	406	(43)
Vacation - Operating Facilities & Equip	2,562	854	1,708	2,391	171
Holiday Pay - Operating Facilities & Eq	1,025	1,025	0	1,025	0
Other Pay - Operating Facilities & Equi	0	86	(86)	0	0
SERVICE VEHICLES					
Service Vehicle Parts & Repairs	7,821	11,000	(3,179)	12,494	(4,673)
Fuel - Services Vehicles	28,786	27,600	1,186	26,058	2,729
BUILDINGS & GROUNDS					
Property Insurance (OF)	6,700	7,096	(396)	6,644	55

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## GENERAL OVERHEAD

For the 6-Month Period Ending December 31, 2011

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
Contract Maint-OF	33,842	32,450	1,392	34,813	(971)
B&G Repairs & Supplies-(OF)	17,778	17,500	278	21,732	(3,953)
	<u>\$ 126,087</u>	<u>\$ 126,784</u>	<u>(\$ 696)</u>	<u>\$ 133,198</u>	<u>(\$ 7,110)</u>
<b>DISTRICT ADMINISTRATION</b>					
<b>WAGES</b>					
Staff - District Administration	201,682	192,794	8,888	202,637	(955)
Bus Ad Revenue Placement	4,435	3,105	1,330	3,743	691
<b>FRINGE BENEFITS</b>					
FICA - District Administration	15,993	17,904	(1,912)	15,644	348
Pension - District Administration	24,132	23,405	727	24,676	(545)
Health Insurance - District Administrati	46,661	48,421	(1,760)	43,625	3,035
Health Insurance - Retiree & Cobra	63,083	68,450	(5,366)	49,443	13,640
Sick Pay - District Administration	2,333	5,432	(3,099)	2,711	(378)
Vacation - District Administration	26,001	20,148	5,853	20,021	5,980
Holiday Pay - District Administration	10,215	12,536	(2,321)	10,757	(542)
Other Pay - District Administration	2,867	5,223	(2,356)	5,769	(2,903)
Unemployment - District Administration	222	0	222	0	222
<b>ADMINISTRATIVE SERVICES</b>					
Public Official Insurance	10,790	12,188	(1,397)	10,790	0
Legal Counsel	37,734	50,000	(12,266)	88,452	(50,718)
Pension Administration	2,308	4,700	(2,392)	3,130	(822)
Audit - Public Costs	38,695	42,000	(3,305)	42,000	(3,305)
Directors Fees	4,800	8,400	(3,600)	5,880	(1,080)
Office Machines Repair & Maintenance	52,244	58,374	(6,130)	52,686	(443)
Miscellaneous Services	5,540	25,320	(19,780)	36,368	(30,827)
<b>MISCELLANEOUS EXPENSES</b>					
Training, Conferences & Meetings	3,697	2,500	1,197	2,191	1,506
Bus Ad Revenue Program (BA)	0	750	(750)	0	0
Mandated Fees and Permits	18,588	15,000	3,588	1,963	16,625
Overpass Site Service	0	3,750	(3,750)	0	0
Office & Computer Supplies	21,993	21,000	993	22,501	(508)
Dues & Subscriptions	17,090	18,038	(948)	18,448	(1,358)
Employee Relations	5,119	11,876	(6,758)	8,817	(3,699)
Miscellaneous Expenses	11,173	13,715	(2,543)	4,377	6,795
	<u>\$ 627,392</u>	<u>\$ 685,028</u>	<u>(\$ 57,637)</u>	<u>\$ 676,631</u>	<u>(\$ 49,240)</u>
<b>GENERAL OVERHEAD</b>	<u>\$ 1,184,821</u>	<u>\$ 1,245,551</u>	<u>(\$ 60,730)</u>	<u>\$ 1,234,910</u>	<u>(\$ 50,089)</u>

**SANTA BARBARA METROPOLITAN TRANSIT DISTRICT  
BALANCE SHEET**

**For the 6-Month Period Ending December 31, 2011**

**ASSETS**

*CURRENT ASSETS*

CASH & CASH ITEMS	10,535,611	
SHORT TERM INVESTMENTS	0	
RECEIVABLES	1,165,382	
MATERIALS & SUPPLIES INVENTORY	1,096,933	
PREPAYMENTS	154,622	
		12,952,548

*NON-CURRENT ASSETS*

WORK IN PROCESS	602,217	
LAND	5,596,297	
FIXED FACILITIES	12,310,855	
BUSES	38,364,754	
NON-REVENUE VEHICLES	670,819	
SHOP EQUIPMENT	564,868	
OFFICE FIXTURES/EQUIPMENT	1,694,141	
BUS STOP EQUIPMENT	830,497	
EV RESEARCH & DEVELOPMENT	159,837	
ACCUMULATED DEPRECIATION	29,542,691	
		31,251,593

**TOTAL ASSETS**

**\$44,204,140**

**LIABILITIES**

*CURRENT LIABILITIES*

TRADE PAYABLES	475,416	
PAYROLL LIABILITIES	1,085,466	
OTHER CURRENT LIABILITIES	1,998,007	
		3,558,889

*NON-CURRENT LIABILITIES*

TDA DEFERRED CREDITS	3,162,022	
		3,162,022

**TOTAL LIABILITIES**

**\$6,720,910**

**CAPITAL**

*FEDERAL CAPITAL*

FEDERAL GRANTS	32,080,949	
		32,080,949

*TDA & OTHER CAPITAL*

TDA & OTHER CAPITAL	6,792,854	
		6,792,854

**TOTAL CAPITAL**

**\$38,873,802**

**YTD NET GAIN (LOSS)**

**(\$1,390,572)**

**TOTAL LIABILITIES & CAPITAL**

**\$44,204,140**

# SANTA BARBARA METROPOLITAN TRANSIT DISTRICT

## ASSET ACQUISITION REPORT

For the 6-Month Period Ending December 31, 2011

	BEGINNING BALANCE	ENDING BALANCE	CURRENT YEAR ACQUISITION
<b>WORK IN PROCESS</b>			
WIP - Haley/Salsipuedes Driveway	0	1,756	1,756
WIP - Back-up Generator	320	60,320	60,000
WIP - Overpass Remediation	0	0	0
WIP - DEF Dispenser System	14,537	14,537	0
WIP - Bus Refurbishing	8,249	8,249	0
WIP - Ticket Vending Machines	319,736	375,041	55,305
WIP - Buses	0	0	0
WIP - Calle Real Development	0	0	0
WIP - Electric Vehicle Projects	0	0	0
WIP - Lithiumion	2,370	57,212	54,842
WIP - SuperStop	18,122	27,051	8,929
WIP - ITS Projects	50,450	50,450	0
WIP - TC Village	2,800	7,601	4,801
WIP - Security Systems	0	0	0
	\$ 416,583	\$ 602,217	\$ 185,634
<b>LAND</b>			
Cota Street Land	3,518,444	3,518,444	0
Chapala Street Land	426,986	426,986	0
Overpass RD. Land	281,435	281,435	0
Calle Real Land	1,369,431	1,369,431	0
	\$ 5,596,297	\$ 5,596,297	\$ 0
<b>FIXED FACILITIES</b>			
Terminal One Fixed Facilities	9,976,312	9,983,767	7,455
TC Fixed Facilities	604,402	604,402	0
Overpass Fixed Facilities	1,722,687	1,722,687	0
	\$ 12,303,400	\$ 12,310,855	\$ 7,455
<b>BUSES</b>			
Buses	34,217,662	34,217,662	0
Bus Equip-Radios/Fareboxes/Bikeracks	2,217,306	2,219,742	2,436
Bus Equip-Drivetrains/Trailer	1,033,451	1,097,372	63,920
Bus Equip-Electric Vehicles	148,765	148,765	0
Bus-Chargin Equipment	632,997	632,997	0
Buses-Refurbishing	19,755	48,216	28,461
	\$ 38,269,936	\$ 38,364,754	\$ 94,817
<b>NON-REVENUE VEHICLES</b>			
Service Vehicles	670,819	670,819	0
	\$ 670,819	\$ 670,819	\$ 0
<b>SHOP EQUIPMENT</b>			
Shop Equipment	532,992	564,868	31,876
	\$ 532,992	\$ 564,868	\$ 31,876
<b>OFFICE FIXTURES/EQUIPMENT</b>			
Office Furniture & Equipment	920,631	923,700	3,069
Office Business Machines	769,158	770,441	1,283
	\$ 1,689,789	\$ 1,694,141	\$ 4,352
<b>BUS STOP EQUIPMENT</b>			
Bus Stop Equip-Signs & Poles & Security	150,136	150,136	0
Bus Stop Equip-Benches/Trash Recept	167,911	167,911	0
Bus Stop Equip-Shelters	512,450	512,450	0
	\$ 830,497	\$ 830,497	\$ 0
<b>EV RESEARCH &amp; DEVELOPMENT</b>			
EV Research & Development	159,837	159,837	0
	\$ 159,837	\$ 159,837	\$ 0
<b>GRAND TOTAL</b>	<b>\$ 60,470,150</b>	<b>\$ 60,794,283</b>	<b>\$ 324,134</b>

To: Chair Davis  
Members of the Board of Directors  
From: Sherrie Fisher, General Manager  
Date: 02/07/12  
Subject: Administrative Update

Staff attended a meeting of SBCAG's Technical Transportation Advisory Committee (TTAC) and Regional Transportation Plan / Sustainable Communities Strategy *Ad Hoc* Committee (RTP/SCS) on Thursday, January 5. MTD is a voting member of both Committees. The Committees received estimates of FY 2013 Measure A and Transportation Development Act/Local Transportation Fund (TDA/LTF) allocations. The Committees also discussed projects and scenarios proposed for the ongoing update to the RTP.

Staff attended a meeting of SBCAG's Transit Coordinating Committee in Buellton on January 26. Among other topics, the meeting included a discussion of the proposed interregional transit transfer program.

Staff met with Santa Barbara Councilmember Cathy Murillo on January 26. Ms. Murillo is the newly-appointed Council Liaison to the MTD Board, and was very interested to learn more about MTD's operations.

Later that evening, staff provided a presentation to the City of Santa Barbara Transportation and Circulation Committee regarding the Downtown-Waterfront Shuttle service (during FY 2010-11). In addition, discussions were held regarding transportation safety and bus stops on Milpas Street.

February's "Caught in the Act" (of doing something great) drawing winner is Manny Gonzales. Manny joined the MTD in June 2005, and was one of the regular drivers for the Valley Express. Congratulations to Manny and keep up the good work!

The Operations department is prepared to begin the bidding process for the March 2012 bid. A round table meeting was held with members from both the Planning and Operations departments to check the bid material. The union Stewards are in receipt of the updated bid material for the three days as required by the Collective Bargaining Agreement. Bidding will commence on Monday, February 6<sup>th</sup>.

Meetings have been held with retirees regarding the change from a group retiree plan to individual plans. We have enjoyed the able assistance of Eleanor Van Buren and E. Russell Smith (brokers who specialize in Medicare supplements).

Recently Gabriel Garcia, Manager of Human Resources & Risk represented the MTD in a small claims court matter. The matter was filed in the amount of \$7,500. MTD prevailed and the matter is now closed.

I have taken the opportunity to speak regarding the articulated bus demonstration in front of the Santa Barbara City Council, the Santa Barbara County Board of

Supervisors, and the Goleta City Council. Staff is also scheduling a discussion at an upcoming meeting of the Santa Barbara City College (SBCC) Student Senate.

The traffic light priority signal transmitters are being installed on buses. Four of eleven transmitters planned for 900's have been installed, as have three of eight planned on 600's. Installation is in progress on Buses 906 and 613.

Work continues on installation of the LiFePO<sub>4</sub> cells into the four battery trays for EV 14. Challenges to activating the latest BMS from Winston Battery (WB) (manufactured by Ligoo in China) are being communicated to both WB and Ligoo for assistance. Work on EV 14 continues nonetheless, and battery installation will proceed even without the BMS functional.

Personnel from Balqon Corporation are scheduled to visit today (February 1) to view our lithium installation, and discuss what BMS they could offer for planned sets four and five. They are also the US distributor for Winston Battery. There is a need to move as fast as MTD's purchase process allows, so that we have the batteries here for installation by the beginning of summer service.

Electric work in the shop has been completed. In conjunction with installation of the new heater, three new circuits were installed to distribute the electrical load for the heater, shop air dryer, lights and outlets in that bay.