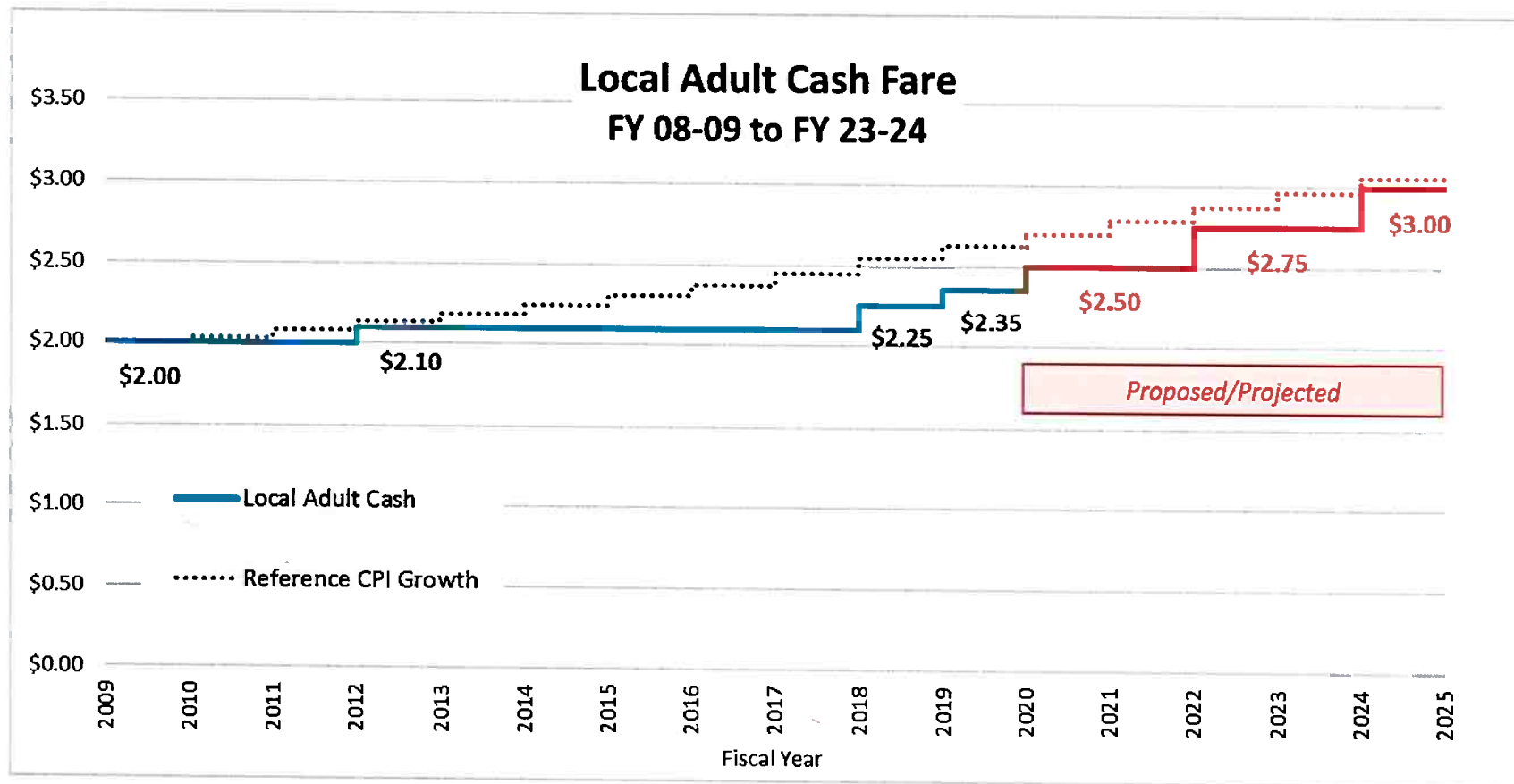


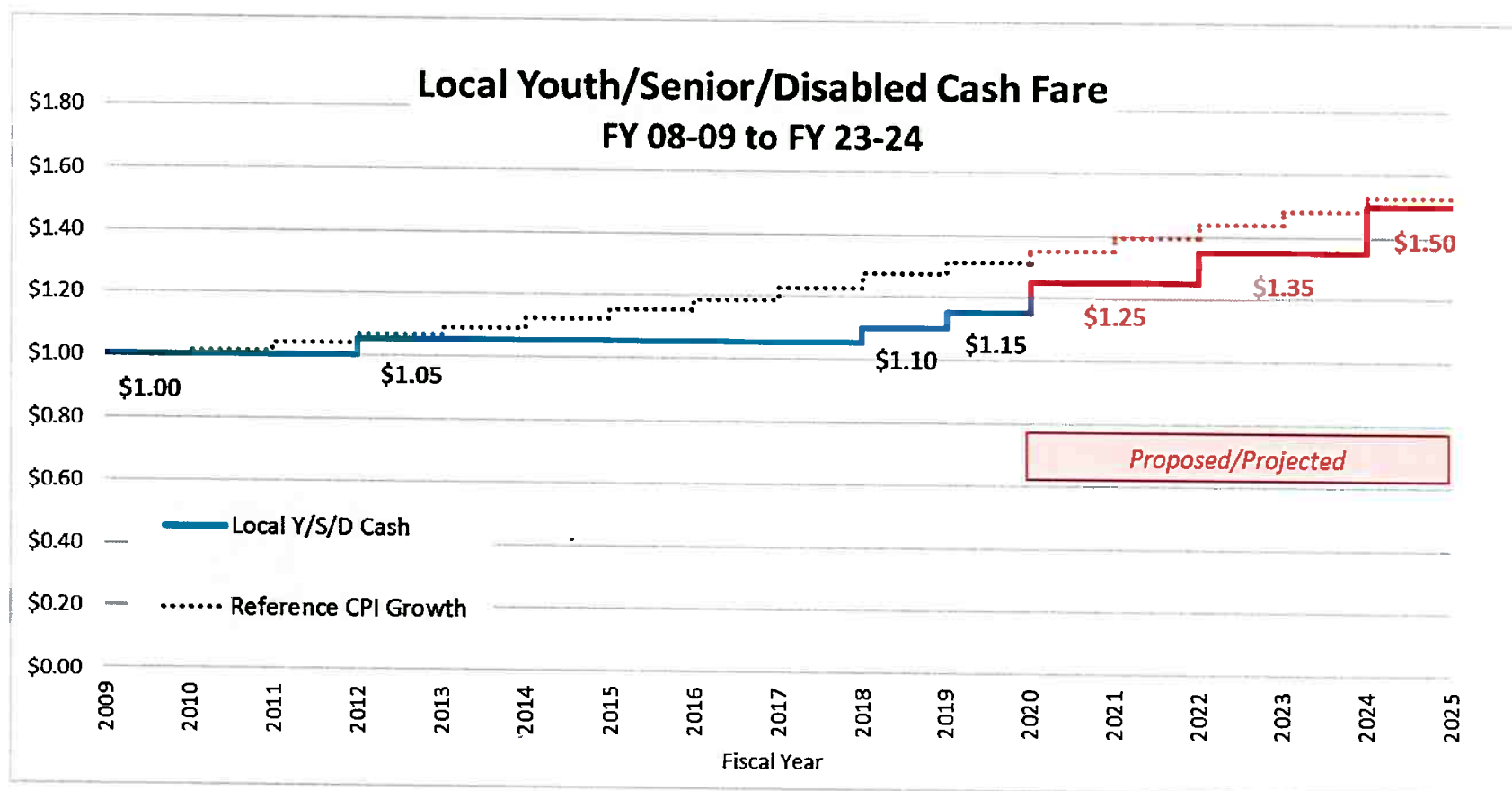
# Revenue and Fare Collection Analysis



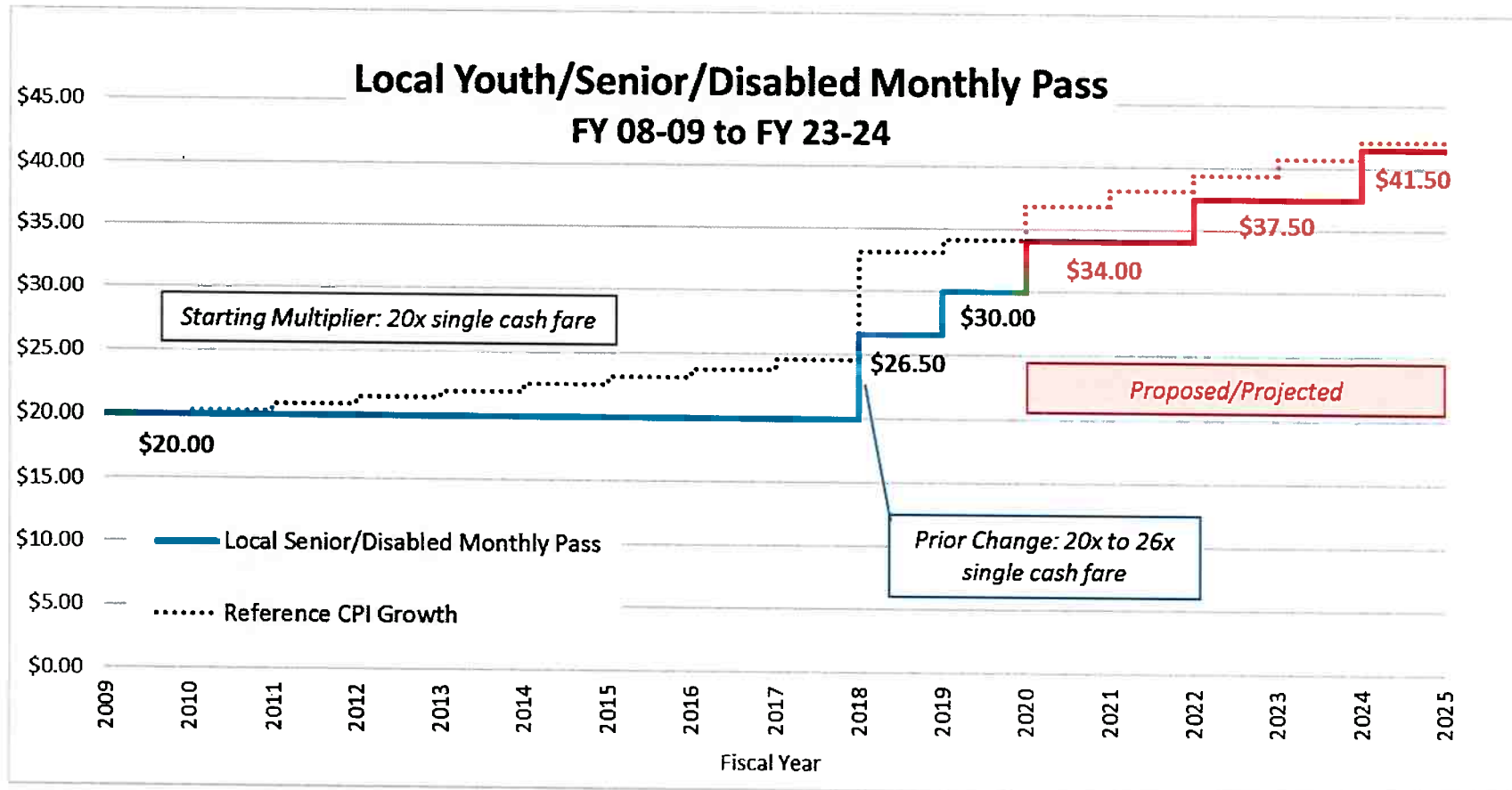
# Adult Single Ride Cash Fare



# Youth/Senior/Disabled Single Ride Cash Fare



# Youth/Senior/Disabled Monthly Pass

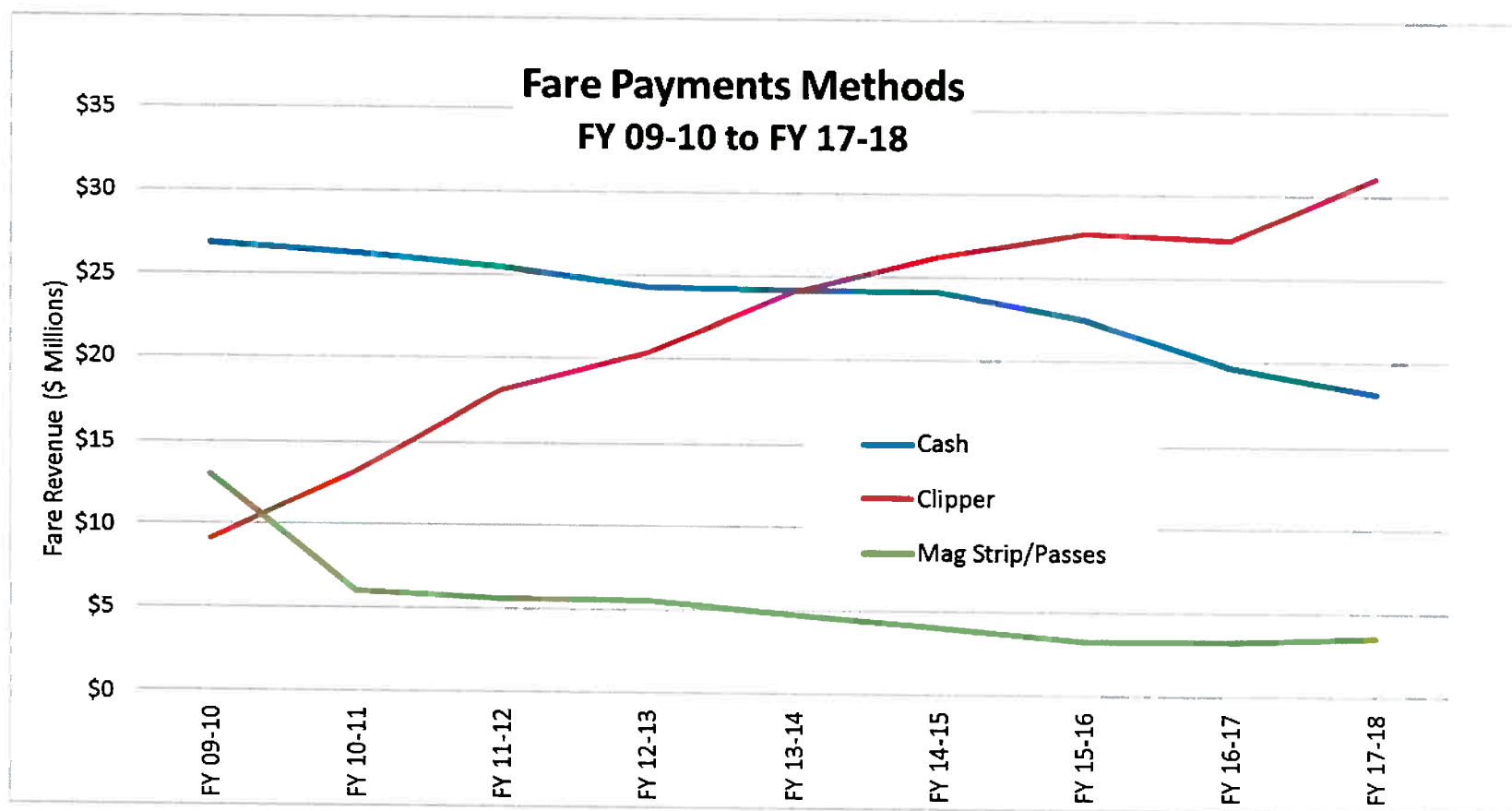


## Fare Revenue by Passenger Type

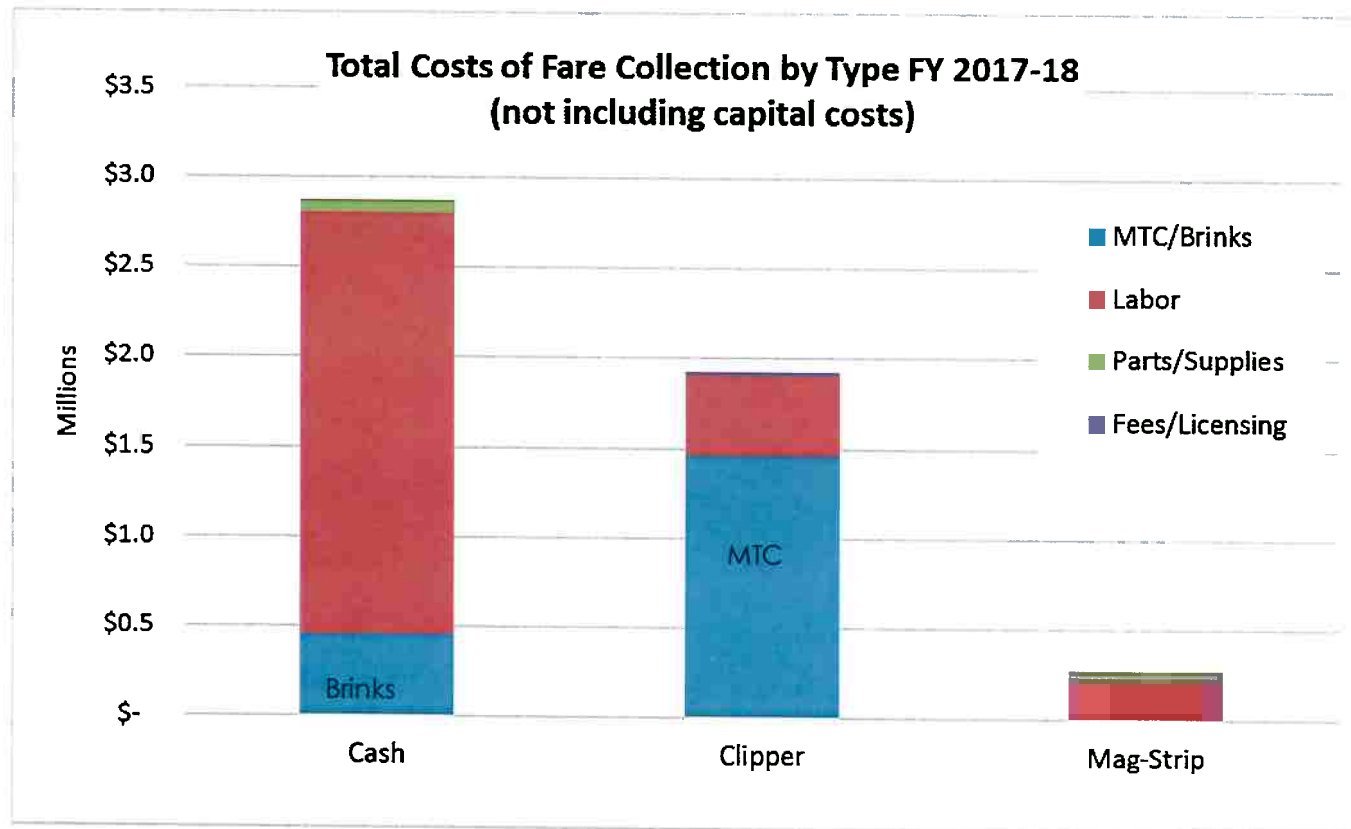
Dollars	FY 14-15	FY 15-16	FY 16-17	FY 17-18
Adult	42,760,221	39,321,656	36,832,828	37,123,622
Senior/Disabled	5,096,263	6,685,803	6,506,079	7,016,890
Youth	6,605,713	7,362,723	6,838,662	8,576,503
Total	54,462,196	53,370,182	50,177,569	52,717,015

% of Yearly Total	FY 14-15	FY 15-16	FY 16-17	FY 17-18
Adult	78.5%	73.7%	73.4%	70.4%
Senior/Disabled	9.4%	12.5%	13.0%	13.3%
Youth	12.1%	13.8%	13.6%	16.3%

# Fare Revenue by Payment Method



# Annual Cost of Fare Collection



# Costs Associated with Fare Collection

- Operations
  - Labor
    - Equipment Maintenance
    - Collection/Processing
    - Accounting
    - Ticket Sales/Support
  - Contracts (MTC/Clipper, Brinks)
  - Fare Media and Maintenance Parts
  - Bank Processing Fees
  - Miscellaneous Fees & Licenses
- Capital
  - Fareboxes
  - Depot Collection Equipment
  - Clipper® Readers
  - Networking Equipment



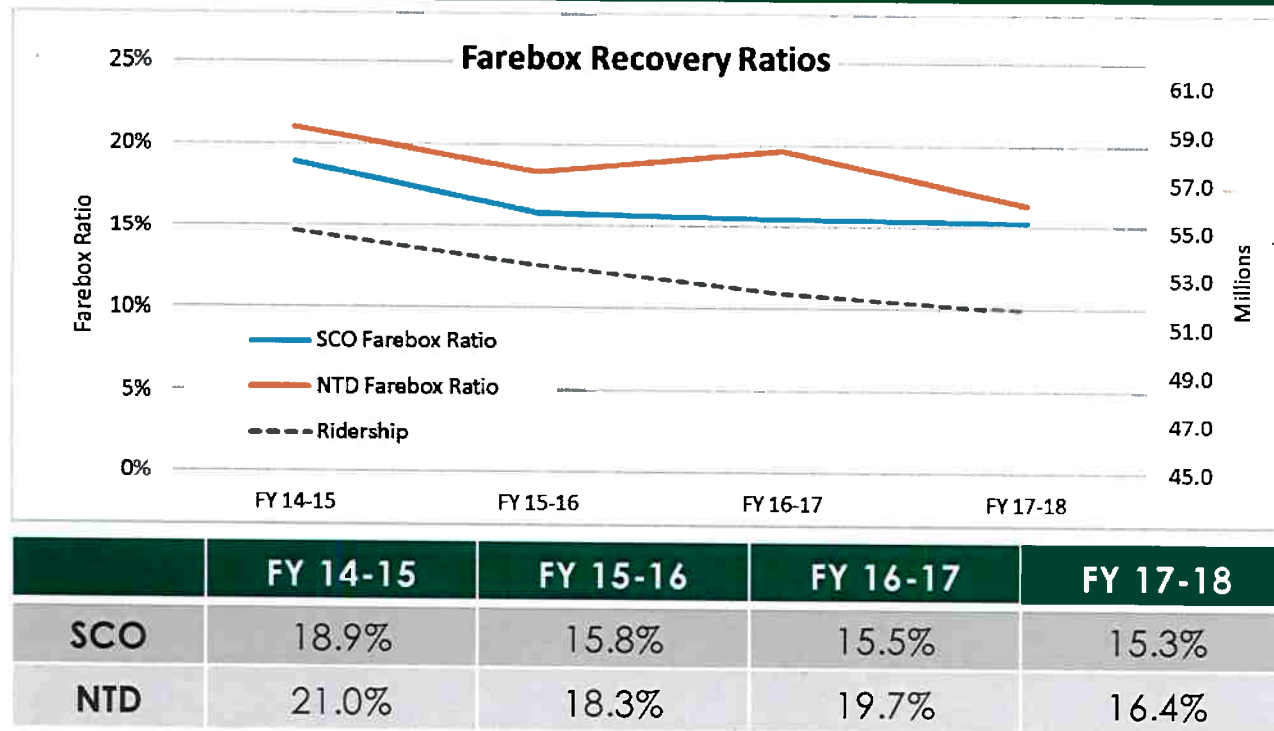
# Annual Cost of Fare Collection

FY 2017-18	Cash	Clipper®	Mag-Strip	Total
Total Revenue	18,107,656	31,060,984	3,284,990	52,453,629
Total Cost	*2,868,346	1,920,930	271,457	5,060,734
% of Category Revenue (% of every dollar)	15.8%	6.2%	8.3%	9.6%
% of Total Revenue	5.5%	3.7%	0.5%	9.6%

\* Cash collection costs include 12 electronics technicians (out of 20) dedicated to farebox maintenance - allocated 85% to Cash and 15% to Clipper equipment, and 3.5 service employees responsible for pulling cash vaults from fareboxes.

- Cash fare payments “cost” the District 2.5x as much to collect as Clipper®
- Capital costs of purchasing and installing fareboxes to handle cash are more than double that of purchasing and installing Clipper® readers
  - Approximately \$12M for fareboxes vs. \$5M for Clipper® (full fleet)

# Farebox Recovery Ratio



SCO – State Controller's Office

Specific to California transit agencies, most "correct" farebox ratio

NTD – National Transit Database

FTA-managed national data, based on a slightly different set of financial elements but allows for nationwide comparisons

# Farebox Recovery Ratio Comparison

Operator	FY 16-17*
AC Transit (NTD)	19.7%
<i>Regional Bus-Only Operators</i>	
SamTrans	12.8%
Marin Transit	15.0%
<i>National Bus-Only Operators</i>	
OCTA (Orange County)	10.6%
Big Blue Bus (Santa Monica)	15.8%
Long Beach Transit	18.5%
MCTS (Milwaukee, WI)	23.9%

\* FY 2016-17 is the most recent national data available from NTD

## Funding with Farebox Ratio Requirements

- RM2 (and likely RM3)
  - Peak 30%, All-day 20%, Owl 10%
  - Based on specific lines funded
- TDA (state sales tax)
- AB1107 (BART 3-county sales tax)
  - Complex requirements based on operator history and expense elements
  - Allows local support (parcel tax, sales taxes, etc) to be included in fare revenue bundle
  - AC Transit has a very high effective farebox ratio for TDA/AB1107 purposes (30%-65% for various tests) due to inclusion of local support funding

## Regional Fares Comparison

Cash Fares	AC Transit	SFMTA	VTA	SamTrans
Adult	\$2.35	\$2.75	\$2.50	\$2.25
Senior/Disabled	\$1.15	\$1.35	\$1.00	\$1.10
Youth	\$1.15	\$1.35	\$1.25	\$1.10
Adult 31-Day Pass	\$84.60	\$78.00	\$90.00	\$65.60
Youth 31-Day Pass	\$30.00	\$39.00	\$35.00	\$27.00
Senior/Disabled Monthly Pass	\$30.00	\$39.00	\$30.00	\$27.00