



BOARD OF DIRECTORS

METROPOLITAN ATLANTA RAPID TRANSIT AUTHORITY

BUSINESS MANAGEMENT COMMITTEE

THURSDAY, MAY 27, 2021

ATLANTA, GEORGIA

via WebEx

MEETING MINUTES

Committee Chair Roderick Frierson called the meeting to order at 11:12 a.m.

Board Members Present	Staff Members Present
Roberta Abdul-Salaam	Jeffrey Parker
Stacy Blakley	Collie Greenwood
Jim Durrett	Rhonda Allen
William Floyd	Luz Borrero
Roderick Frierson, Chair	Elizabeth O'Neill
Freda Hardage	Raj Srinath
Russell McMurry ¹	Melissa Mullinax
Al Pond	Ralph McKinney
Kathryn Powers	
Rita Scott	
Reginald Snyder	
Thomas Worthy	

Also in attendance: Staff members: LaShanda Dawkins, Kirk Talbott, Denise Walker, Larry Prescott, Santiago Osorio, Dean Mallis, Paula Nash, Marsha Anderson-Bomar, Jonathan Hunt, Patricia Lucek, Gena Major, Jacqueline Holland, Jacquelyn Christophe, Jerry Claiborne, Gregory Snyderman, Veronica Jones, William Taylor, Phyllis Bryant, Keri Lee, Kenya Hammond, Tyrene Huff and Board Techs, LaTonya Pope, Courtne Middlebrooks, Jonathan Brathwaite and Abebe Girmay.

Approval of the April 29, 2021 Business Management Committee Meeting Minutes

Chair Frierson called for a motion to approve the April 29, 2021 meeting minutes. A motion to approve was made by Board Member Pond and seconded by Board Member Abdul-Salaam. The minutes were approved unanimously by a vote of 11 to 0 with 12 members present.¹

¹Russell McMurry is Commissioner of the Georgia Department of Transportation (GDOT) and Christopher Tomlinson is Executive Director of the Georgia Regional Transportation Authority (GRTA). Per the MARTA Act, both are non-voting members of the Board of Directors.

Resolution Authorizing the Award of a Contract for the Procurement of Consulting Services for Group Benefit Plans, RFP P46683 *[Presentation attached]*

LaShanda Dawkins, AGM Human Resources, presented the above resolution for approval. On a motion by Board Member Durrett, seconded by Board Member Hardage, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present.¹

Resolution Authorizing the Solicitation of Proposals for the Procurement of Employee Voluntary Benefits Program, RFP P48735 *[Presentation attached]*

LaShanda Dawkins, AGM Human Resources, presented the above resolution for approval. On a motion by Board Member Hardage, seconded by Board Member Snyder, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present.¹

- Mr. Frierson stated, he is glad we are offering this benefit to our employees.

Resolution Authorizing the Award of a Contract for the Procurement of MARTA Contactless Smart Card Fare Media, IFB B47281 *[Presentation attached]*

Denise Walker, Manager of Revenue Administration, presented the above resolution for approval. On a motion by Mr. Pond, seconded by Ms. Hardage, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present.¹

- Ms. Blakely asked about the DBE percentage and Ms. Walker replied, there was a 0 percent DBE goal due to most of the firms manufacture outside of the United States. Ms. Abdul-Salaam asked, if there are any companies that manufacture within the United States and Denise replied the only bidder was Electronic Data Magnetics and in April they filed for chapter 11 bankruptcy.

Resolution Authorizing the Award of a Contract for the Procurement of CCTV and Enterprise Network Switches, IFB B48023 *[Presentation attached]*

Kirk Talbott, AGM Technology/CIO, presented the above resolution for approval. On a motion by Ms. Hardage, seconded by Mr. Pond, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present.¹

Resolution Authorizing a Modification in Contractual Authorization for DocuSign Licenses, LOA L40203 *[Presentation attached]*

Kirk Talbott, AGM Technology/CIO, presented the above resolution for approval. On a motion by Mr. Durrett, seconded by Ms. Hardage, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present.¹

Resolution Approving Revisions to the Code of Ethics and Standards of Conduct *[Presentation attached]*

Elizabeth O'Neill, Chief Counsel, presented the above resolution for approval. On a motion by Mr. Durrett, seconded by Ms. Abdul-Salaam, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present.¹

- Board Member Blakely asked about the Board Member make-up appointed by the GM. Ms. O'Neill replied, the group appointed by the General Manager will be the internal ethics committee. We are creating a step before the Board of Ethics which would be internal. Mr. Snyder asked if the ethics recommendation would be submitted to the Board of Directors and then a final decision would be made based on the advisory recommendation. Ms. O'Neill confirmed yes.

Resolution of the MARTA Board of Directors Appointing a Member of the Fulton Technology and Energy Enhancement Authority

Melissa Mullinax, Chief of Staff, presented the above resolution for approval. On a motion by Mr. Floyd, seconded by Ms. Hardage, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present. ¹

- Mr. Floyd asked about appointing a MARTA Board Member and Ms. O'Neill confirmed that a MARTA Board Member could not sit on this Board due to the MARTA Act. Mr. Floyd supports the appointment of Collie Greenwood. Ms. Scott advised, this will be a great opportunity for MARTA to support the community and Mr. Greenwood will be a great asset to support MARTA based on house bill 762 that passed this legislative session. Ms. Abdul-Salaam agreed Collie will be an excellent choice.

Resolution to Approve the Operating and Capital Budgets for FY 2022

Raj Srinath, Chief Financial Officer, presented the above resolution for approval. On a motion by Ms. Hardage, seconded by Mr. Durrett, the resolution was approved unanimously by a vote of 11 to 0 with 12 members present. ¹

- Board Member Pond had a few concerns on the significant increase on non-labor costs under Legal Services/General Counsel and Labor Relations and Police having a reduction. Raj stated, Police and Safety personnel was increased. Mr. Parker advised, we're making sure we are funding for outside counsel and claims. In addition, we increased the personnel side of Safety and Police. We have transitioned some of the contracts/consultant services we were using for support functions to full time Staff. Board Member Frierson advised, this is a conservative budget and we are very fortunate at this time. He advised we have done a great job. Ms. Blakely asked for clarity on the significant increase of Labor Relations. Ms. Borrero stated, we created a separate department for Labor & Relations and elevated the Director position to an AGM position to assist with better negotiating with our Union partners. We also made the functions of the department more robust.

Briefing - FY 2021 Third Quarter Financial Highlights and Financial Performance Indicators *[Presentation attached]*

Raj Srinath, Chief Financial Officer, presented the FY 2021 Third Quarter Financial Highlights and Financial Performance Indicators.

- Board Member Frierson wanted to take a moment to recognize the tragic incident that happened at VTA. Thoughts and prayers go out to the victims, their families, and the transit agency.

Adjournment

The Committee meeting adjourned at 12:13 p.m.

Respectfully submitted,

A handwritten signature in blue ink that reads "Tyrene L. Huff". The signature is written in a cursive style.

Tyrene L. Huff
Assistant Secretary to the Board

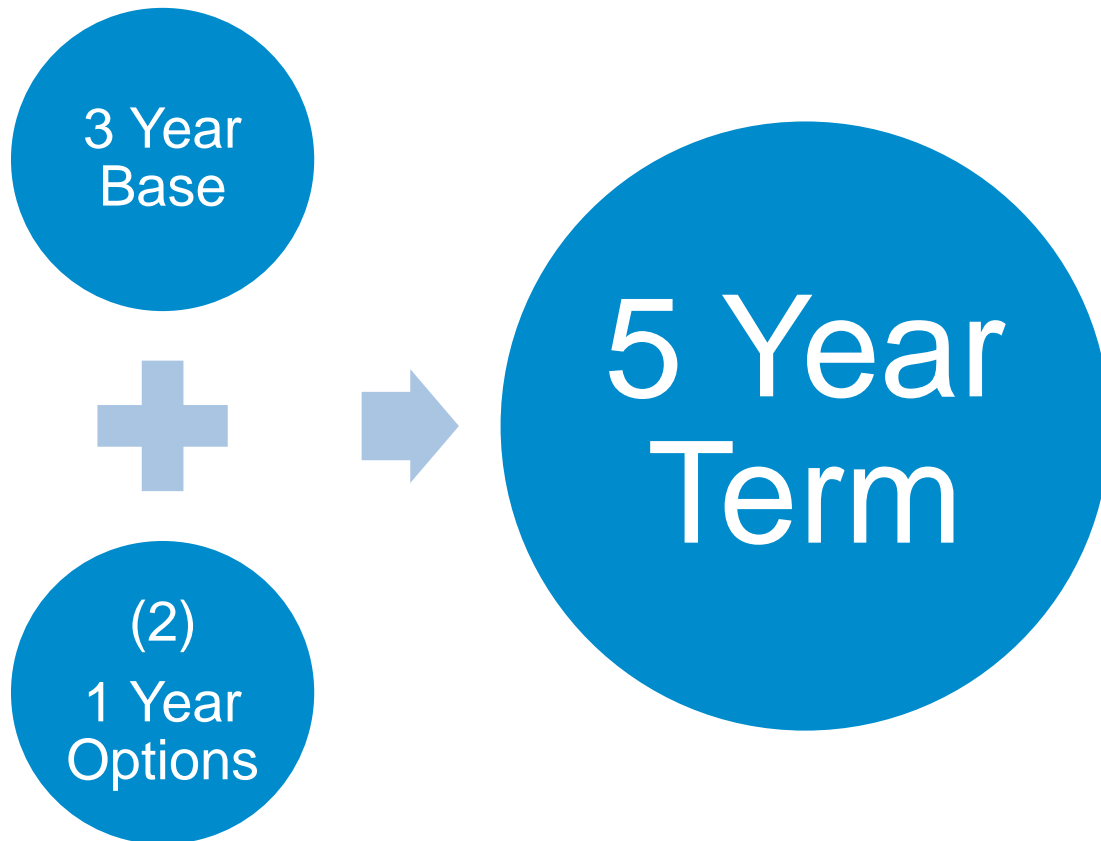
YouTube Link: https://youtu.be/DNLSmEeXL_w



RFP P46683 - Resolution Authorizing the Award of a Contract for Consultants Services for Group Benefits Plans

LaShanda R. Dawkins, Assistant General Manager Human Resources

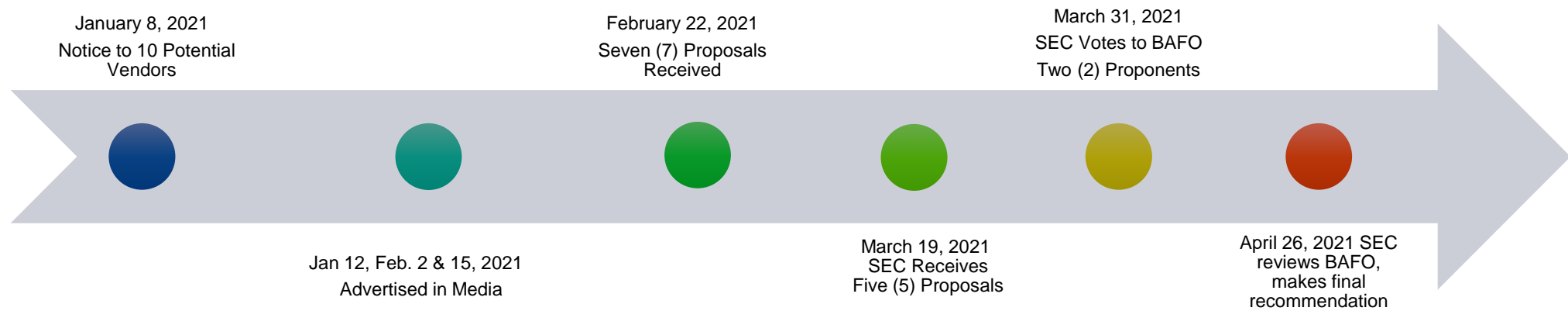
Contract Term



\$1,500,000.00
LOCAL OPERATING FUNDS

10% DBE GOAL

Background



Background Cont.

Seven Proposals Received	Five Responsive Proposals	Two invited to submit BAFO
<ul style="list-style-type: none"> • Benalytics • CBIZ • PRM Consulting Group • Relation Insurance Services • Alliant Benefit Services • Gallagher Benefit Services • The Segal Company 	<ul style="list-style-type: none"> • Benalytics • CBIZ • PRM Consulting Group • Relation Insurance Services • The Segal Company 	<ul style="list-style-type: none"> • Benalytics • The Segal Company

Recommended Vendor

- The Segal Company
- Founded 1939
- Employee Owned Since 1978
- Headquartered in New York
- Atlanta Office



Key Services

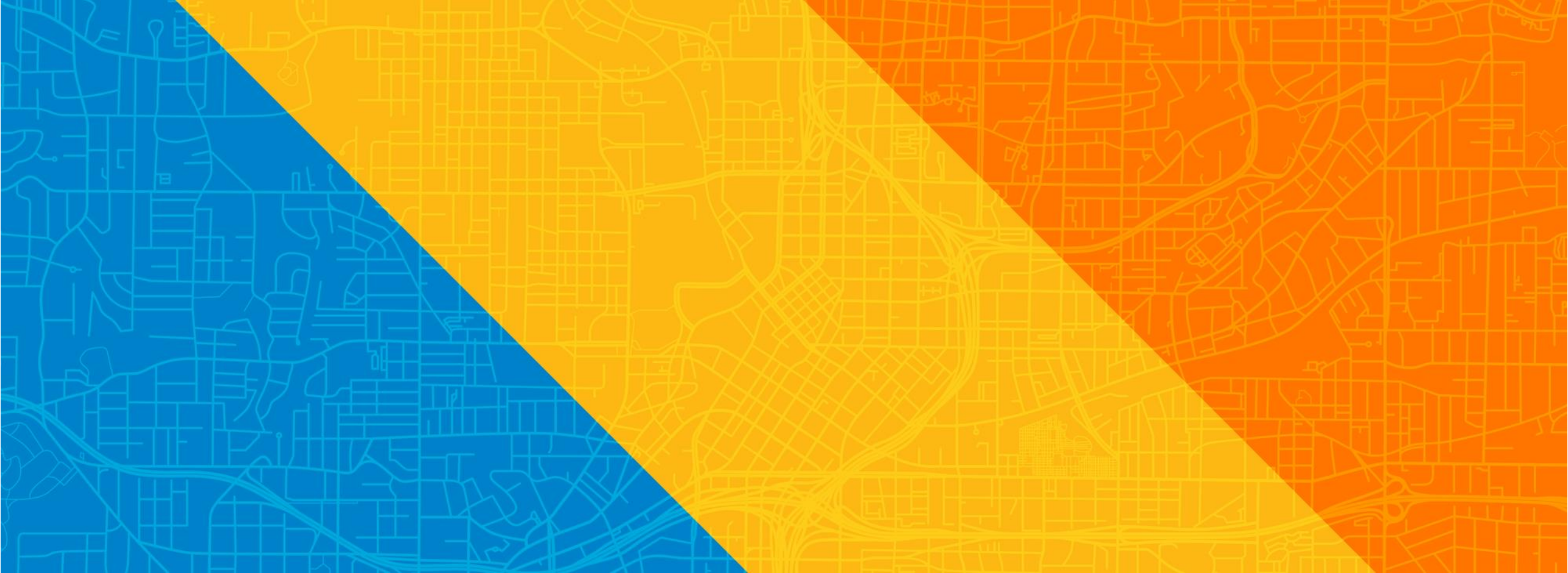
- Analyze plan design and recommend changes to support the organization goals
- Conduct annual claim cost forecasts
- Provide negotiations support for annual premium rate renewals and stop loss coverage
- Labor negotiations support through financial modeling

Value Added Services

- Proposal responses aligned with the goals and objectives of our group health plans
- High level of subject matter expertise in the team
- Breadth and depth in the areas that directly align to cost containment and/or savings



Anthem®



Thank You



Voluntary Benefits Program

Established Year 2016



Program Guidelines

- Full-time and part-time permanent employees only
- Payments to vendors are automatic payroll deductions
- No financial liability to MARTA
- Customer service management by vendors



Proposed Contract Engagement



Current Vendors



- Electronics
- Computers
- Vacations Packages
- Furniture
- Appliances



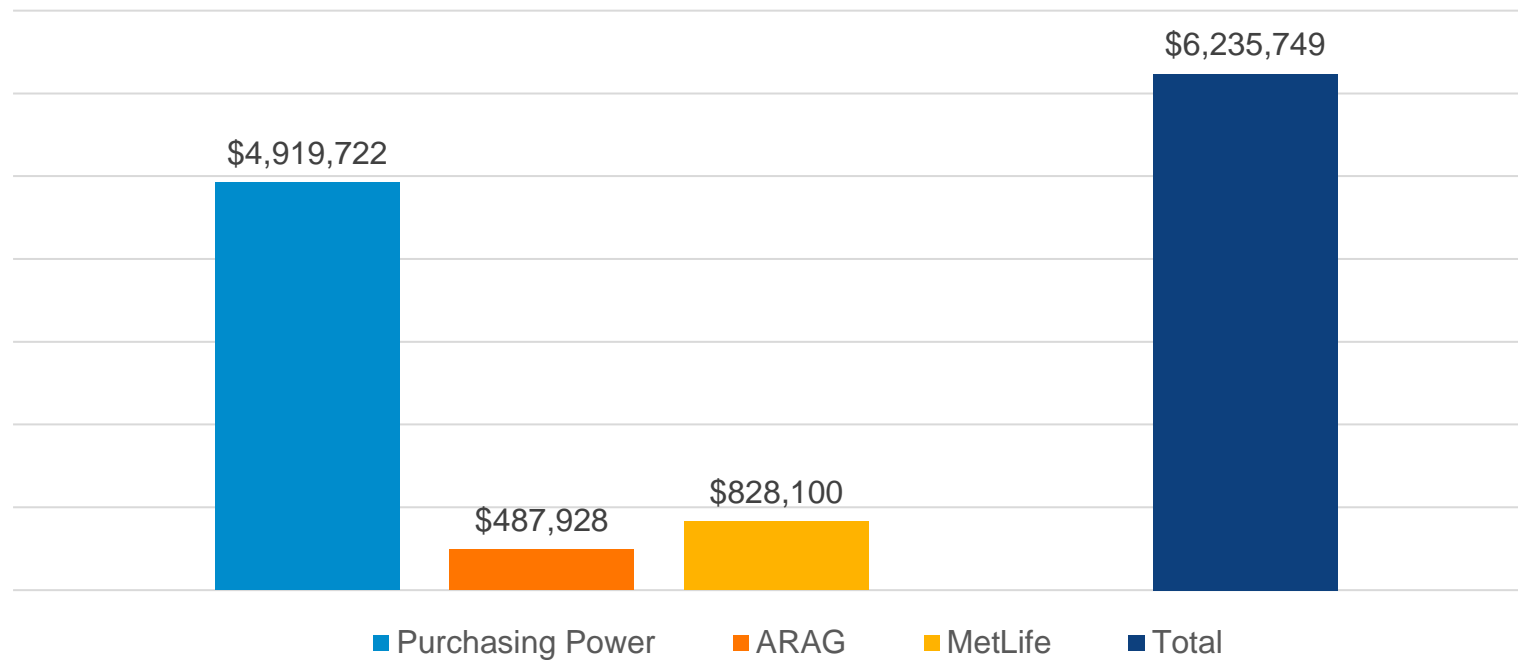
- Prepaid Legal Services

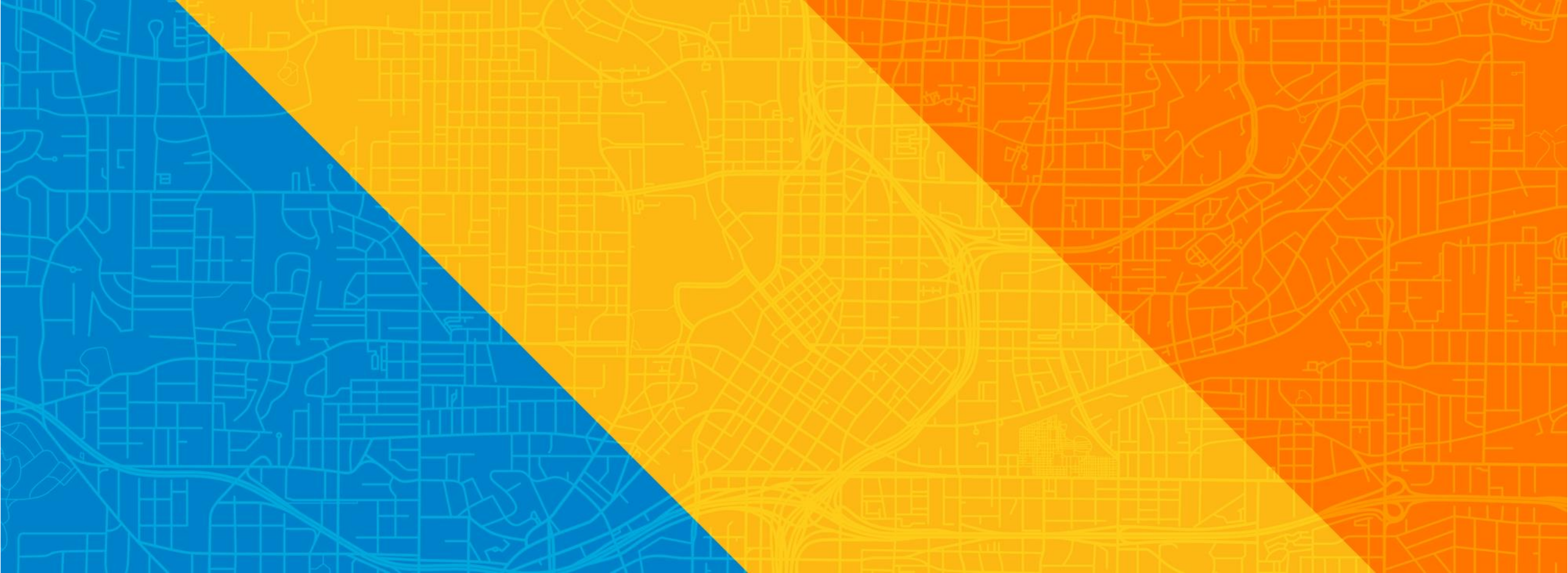


- Auto and Home Insurance
- Pet Insurance
- Voluntary Retiree Life Insurance



CY 18 – 20 Services Usage





Thank You

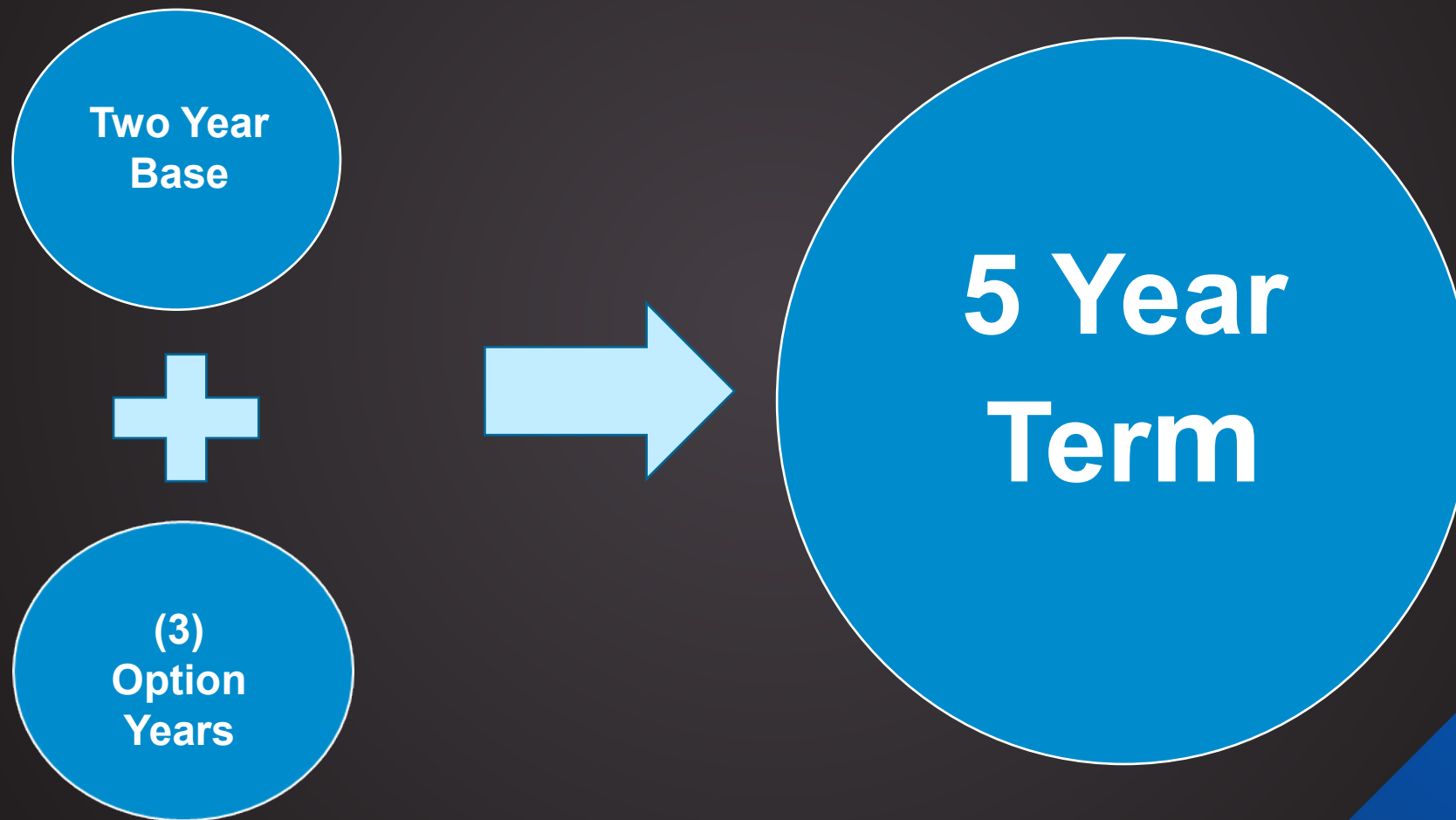




**Resolution Authorizing the Award of a
Contract for the Procurement of MARTA
Contactless Smart Card Fare Media,
IFB B47281**

marta 

Contract Term



Funding

Cost of Smart Card Fare Media is offset by the surcharge collected.

- \$2.00 on Extended Use cards
- \$1.00 on Limited Use tickets



Background

- Extended-Use Cards and Limited-Use Tickets were separate line items
- Bidders were not required to bid on both lines to be considered responsive



Background Continued



Bid Results

Six Bids Received



	Line Item 1 Amount <u>(Extended Use)</u>	Line Item 2 Amount <u>(Limited Use)</u>
1. Ask intTag dba Paragon Id	\$3,188,250.00	\$1,537,200.00
2. Confidex, Ltd.	No Bid	\$1,543,500.00
3. Magnetic Ticket & Label	\$3,781,350.00	No Bid
4. Nagels North America, LLC	No Bid	\$2,041,200.00
5. Giesecke & Devrient (G+D)	\$5,148,000.00	No Bid
6. Electronic Data Magnetics	\$3,359,000.00	\$1,790,964.00

Recommended Vendor-Extended Use Cards

- Ask intTag, LLC d/b/a Paragon ID submitted the lowest bid for Extended-Use Cards



- Ask intTag, LLC d/b/a Paragon ID is the current supplier of Extended-Use Breeze Cards for the Automated Fare Collection System

Five Year Totals:
 \$3,188,250
 3.9M Cards



Recommended Vendor-Limited Use Tickets

- Ask intTag, LLC d/b/a Paragon ID submitted the lowest bid for Limited Use tickets.
- With over 50 years of experience, Paragon ID is a leading manufacturer of access control solutions such as contactless tickets and smartcards for the public transportation market.



Five Year Totals:
 \$1,537,200
 12.6M Tickets



Recommendation

- **Authorization of the award of a contract for the procurement of Extended-Use and Limited-Use Contactless Smart Cards Fare Media, IFB B47281 to Ask intTag, LLC d/b/a Paragon ID**



Thank You





**Resolution Authorizing the
Award of a Contract for the
Procurement of CCTV and
Enterprise Network
Switches, IFB B48023**

Kirk Talbott, AGM
Department of Technology

Invitation for Bid (IFB) B48023

The Department of Technology identified seventy-six (76) enterprise switches that have reached end of life and require replacement.

- Sixty-one (61) Cisco switches in thirty (30) Train Control Rooms.
- Fifteen (15) Arista switches that support Close Circuit TV (CCTV).

The IFB was advertised: 3/8/2021 - 4/8/2021

- Atlanta Journal-Constitution (AJC)
- MARTA's website
- Georgia Procurement Registry
- Georgia Local Government Access Marketplace

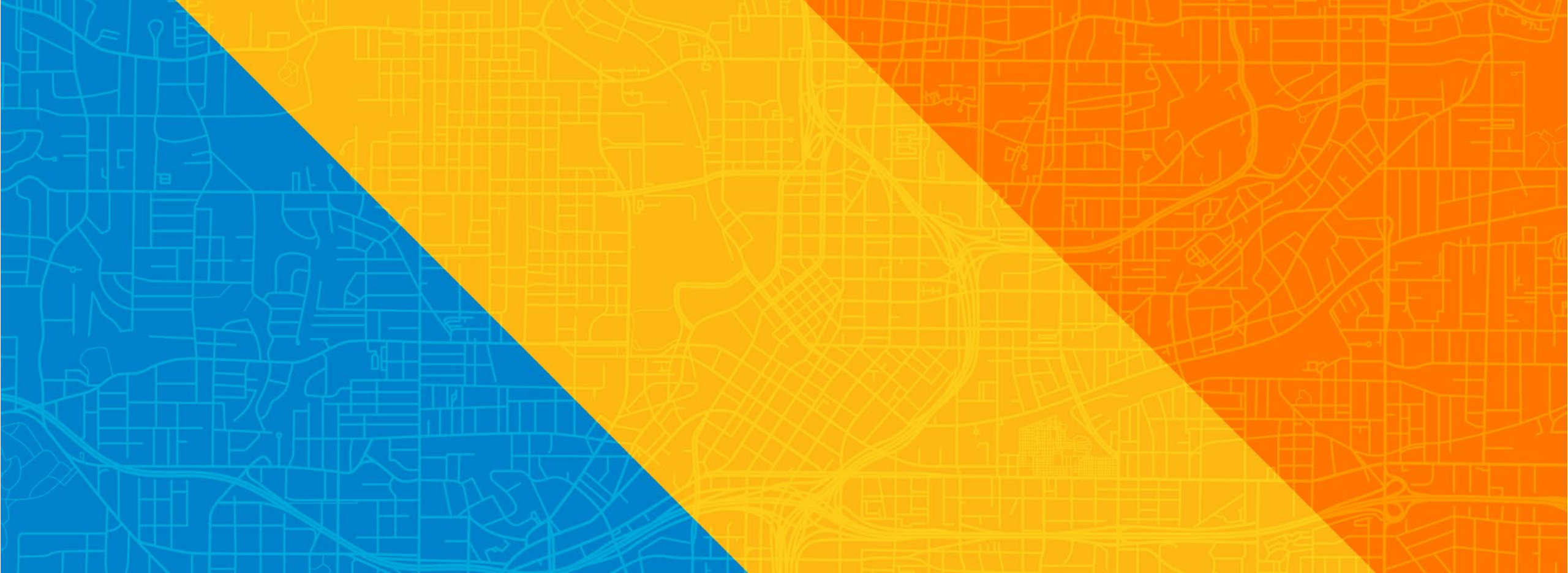
- 56 firms retrieved the online solicitation and/or purchased the CD.

Bids were opened on 4/9/2021. Two (2) submissions. Both bidders were deemed responsive.

ConvergeOne, Inc., submitted the lowest bid \$672,622.04. The price is determined to be fair and reasonable based on the Independent Cost Estimate (ICE) and price competition.

Department of Technology recommends ConvergeOne, Inc be awarded.

The contract will be funded 100% from the FY21 capital budget.



Thank You





Resolution Authorizing a Modification in Contractual Authorization for DocuSign Licenses, LOA L40203

Kirk Talbott, AGM

Department of Technology

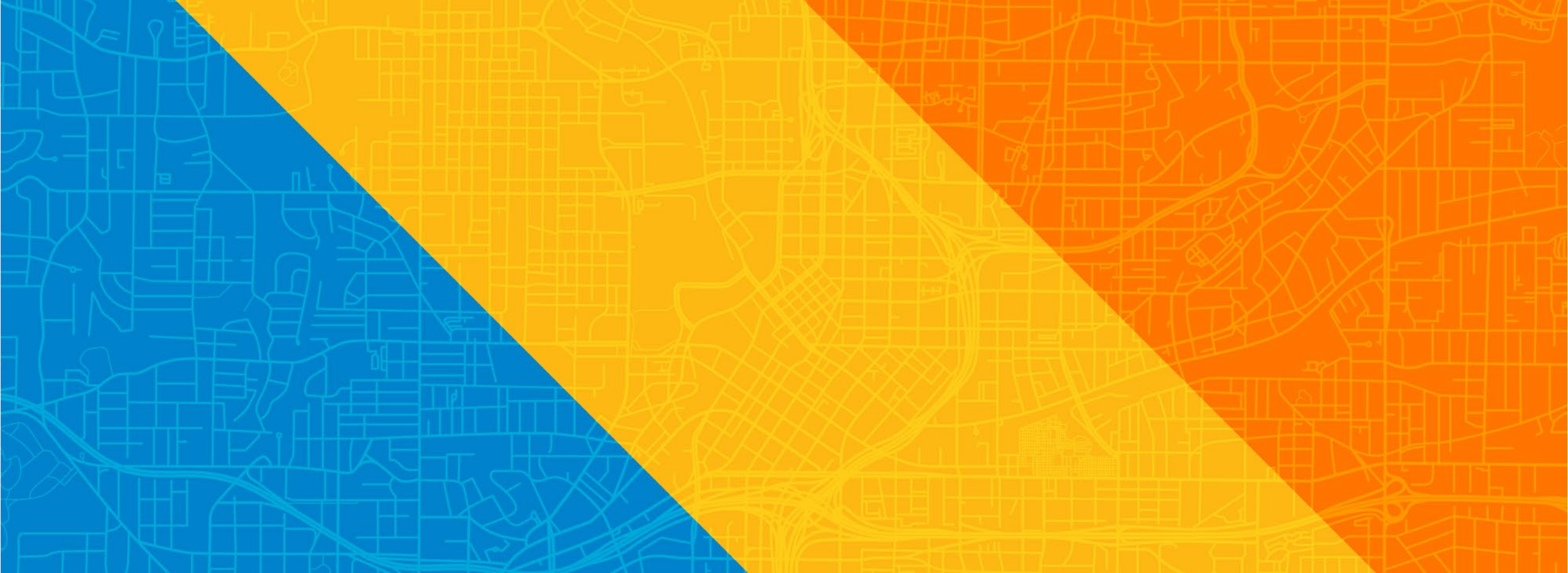
Request to Extend DocuSign Contract

DocuSign software provides a digital transaction management service that facilitates the electronic signature (e-signature) of contracts and other documents requiring signature via email. MARTA's Online Invoicing System (OLIS) will be integrated with DocuSign to provide a more efficient process for invoice approvals to be completed via email.

- The current DocuSign contract will expire October 11, 2021.
- Requesting approval to extend this contract three (3) years.
- Funds in the amount of \$412,573.50 will be needed to support this extension.

Current Contract Value	\$195,798.63
Additional Funds - Three (3) year Extension	\$412,573.50
Modified Contract Value	\$608,372.13

The three (3) year DocuSign contract extension will be funded 100% from MARTA's annual operational budgets.



Thank You





Resolution to Revise Code of Ethics and Standards of Conduct



Section 13 – Contracts Involving Former Employees



Section 13 – Contracts Involving Former Employees

Current Provision

Authority shall not enter into any contract or take any official action affecting any person or business represented by or employing someone who was MARTA employee within past year.

CONCERNS

Overly Restrictive

Majority of Ethics Board Decisions

Result in Request for Waivers to
MARTA Board of Directors

No consideration for prior employee
job position

Proposed Revision

Authority shall not enter into contract with entity represented by or employing former MARTA employee when it violates certain limitations.

Former employee involved in procurement of the contractor for a twelve-month period.

Never work on that project.

Former employees not to be utilized on any MARTA project for one year after employment.

ISSUE ADDRESSED

Limited to employees with knowledge and influence.

Narrows requests for waivers.

Still provides for a waiting period to perform MARTA work.

Section 18 – Duty to Act



Section 18 – Duty to Act

Current

Inquiries regarding possible Code violations go to Chief Counsel who then forwards request to Board of Ethics.

Proposed

Requests initially forwarded to MARTA Ethics Committee- composed of Legal, Audit, Finance members appointed by General Manager.

Section 19 – Board of Ethics



Section 19 – Board of Ethics

Section 3. Duties

Current

Render advisory opinions, receive and hear complaints, make investigations, make recommendations to the Board of Directors regarding disciplinary actions.

Proposed

If requested, second level of review after internal MARTA Ethics Committee finding.

Clarifies Board of Directors' final authority in determinations.



Thank You





PROPOSED FY2022 OPERATING & CAPITAL BUDGET

Business Management Committee

May 27, 2021



FY22 Budget Premise

- \$ Support MARTA's Strategic Priorities
- \$ Support Updated Service Levels
- \$ Provide Financial Sustainability
- \$ Advance Capital Program
- \$ Deliver on 15th Amendment Obligations
- \$ Address State of Good Repair Needs

FY22 Budget Timeline

Board briefing and feedback (May 5)

Public hearings (May 10 – 11)

Public feedback & potential budget adjustments (May 12 – 21)

Business Management Committee briefing (May 27)

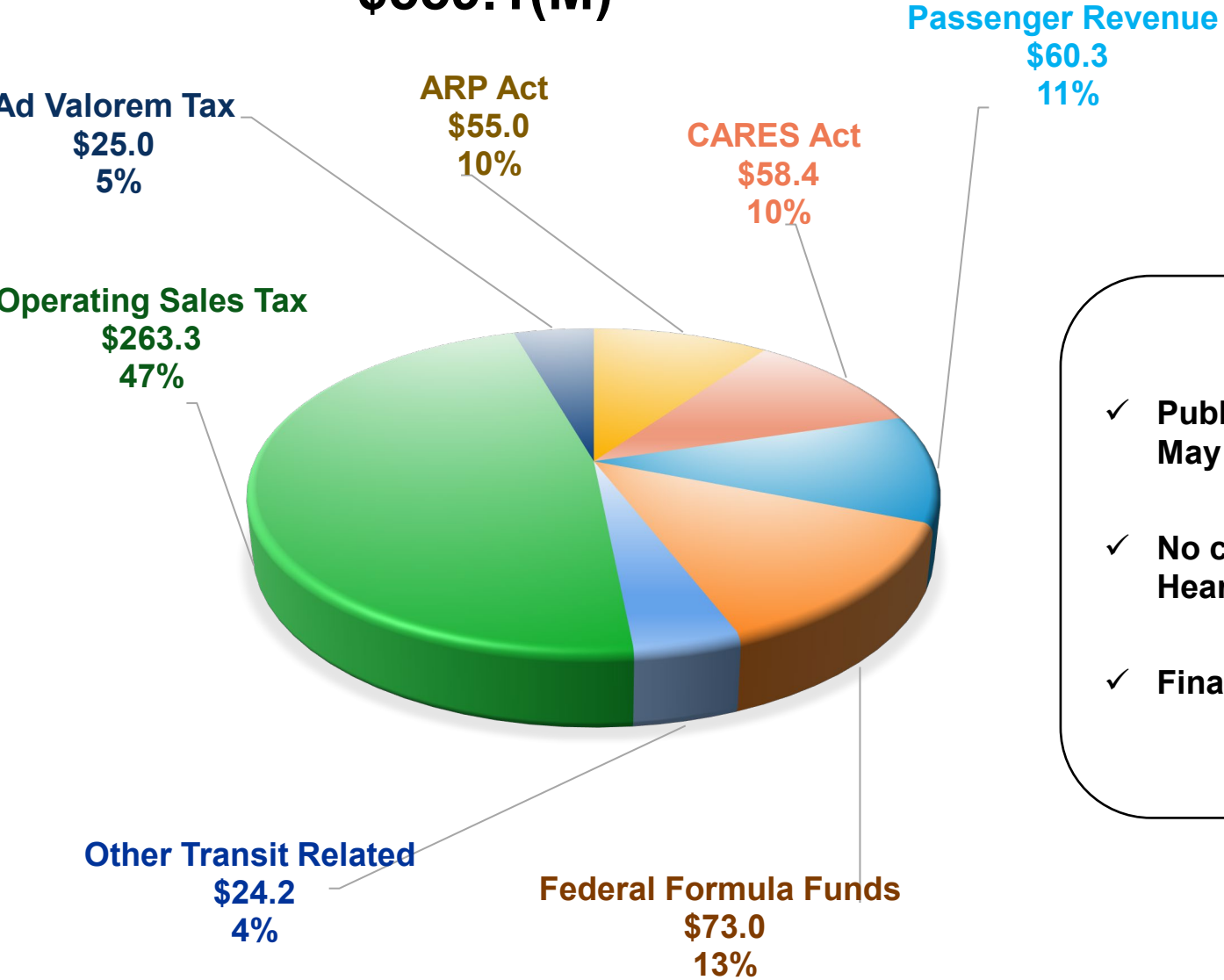
Board vote to adopt (June 10)



PROPOSED FY2022 OPERATING BUDGET

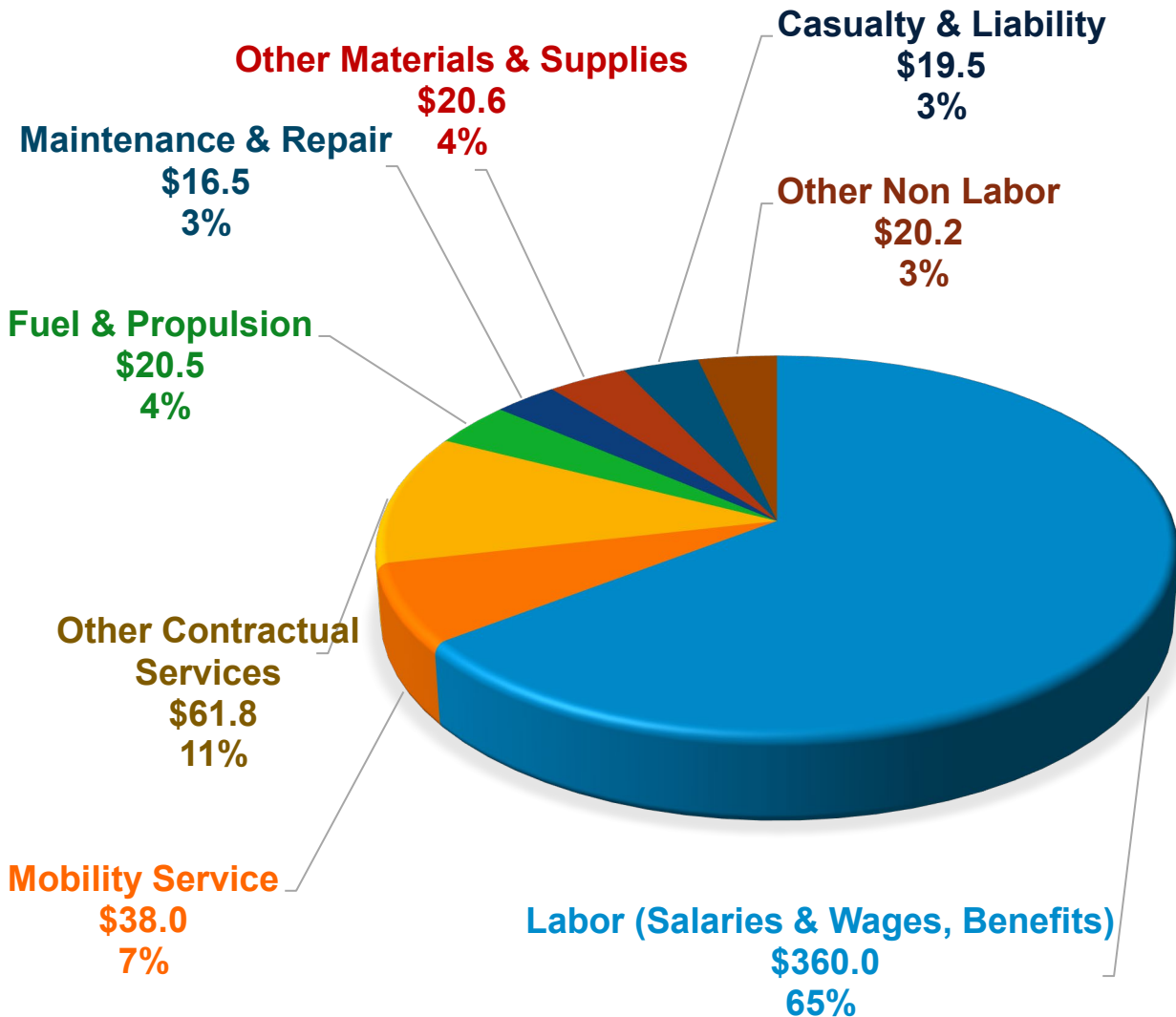


FY22 Projected Operating Revenues \$559.1(M)



- ✓ Public Hearings held on May 10 – 11
- ✓ No change per Public Hearings
- ✓ Final Revenues \$559.1 (M)

FY22 Proposed Operating Expenses \$557.1(M)



- ✓ Public Hearings held on May 10 – 11
- ✓ No change per Public Hearings
- ✓ Final Expenses \$557.1 (M)

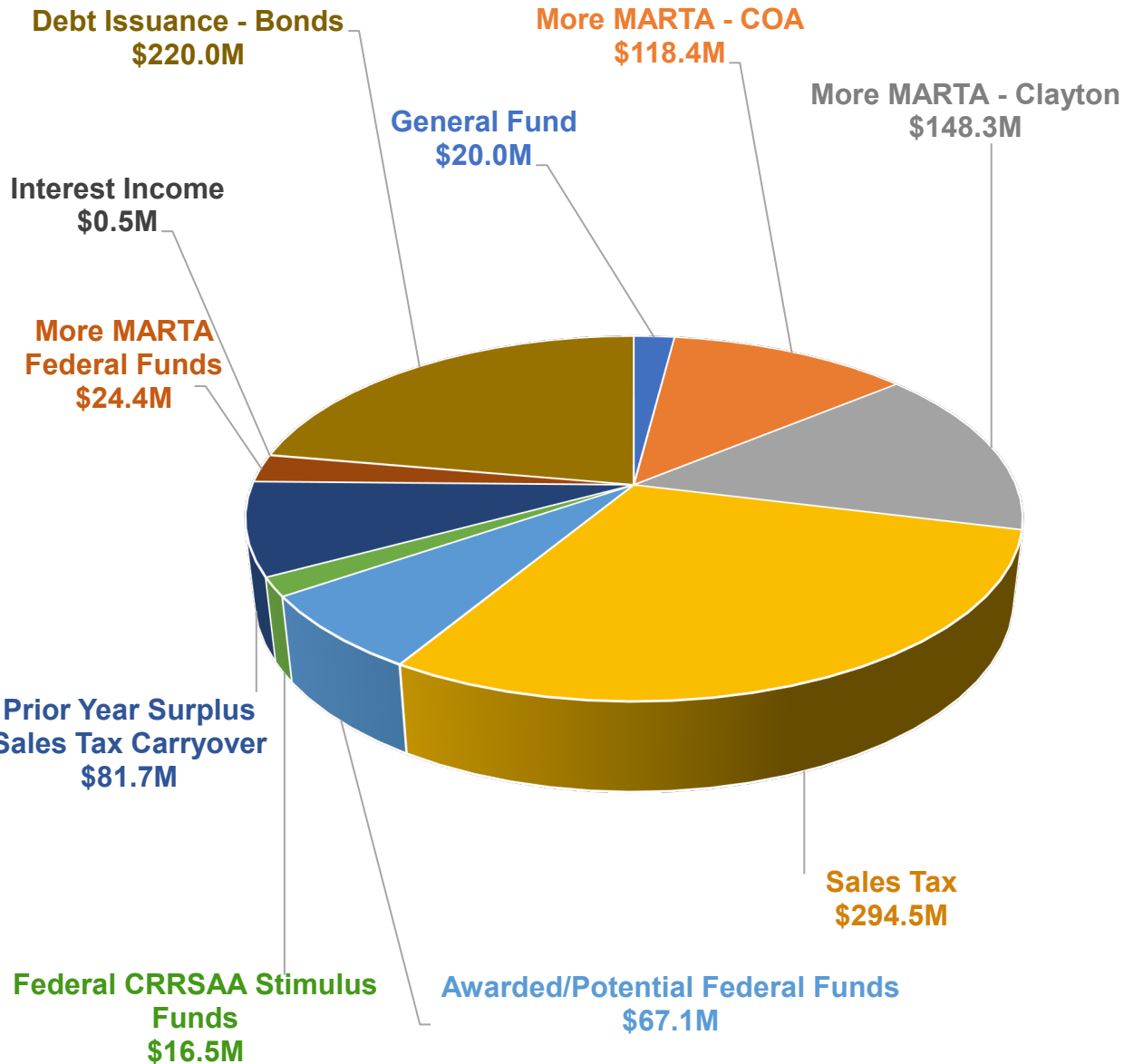
Authority-Wide Budget Comparison

MARTA Financial Summary (\$M)	FY2020 Actual	FY2021 Forecast	FY2021 Budget	FY2022 Preliminary Budget
Operating Revenues	481.9	439.9	474.5	445.7
CARES Act Federal Funding	75.2	165.0	150.0	58.4
ARP Federal Funding				55.0
Adjusted Revenues	557.1	604.9	624.5	559.1
Net Operating Expense	504.5	488.5	557.9	557.1
Gain on Pension Investments	0.0	(20.0)	0.0	0.0
Net Adjusted Expenses	504.5	468.5	557.9	557.1
(Surplus)/Deficit	(52.6)	(136.4)	(66.6)	(2.0)

PROPOSED FY2022 CAPITAL BUDGET

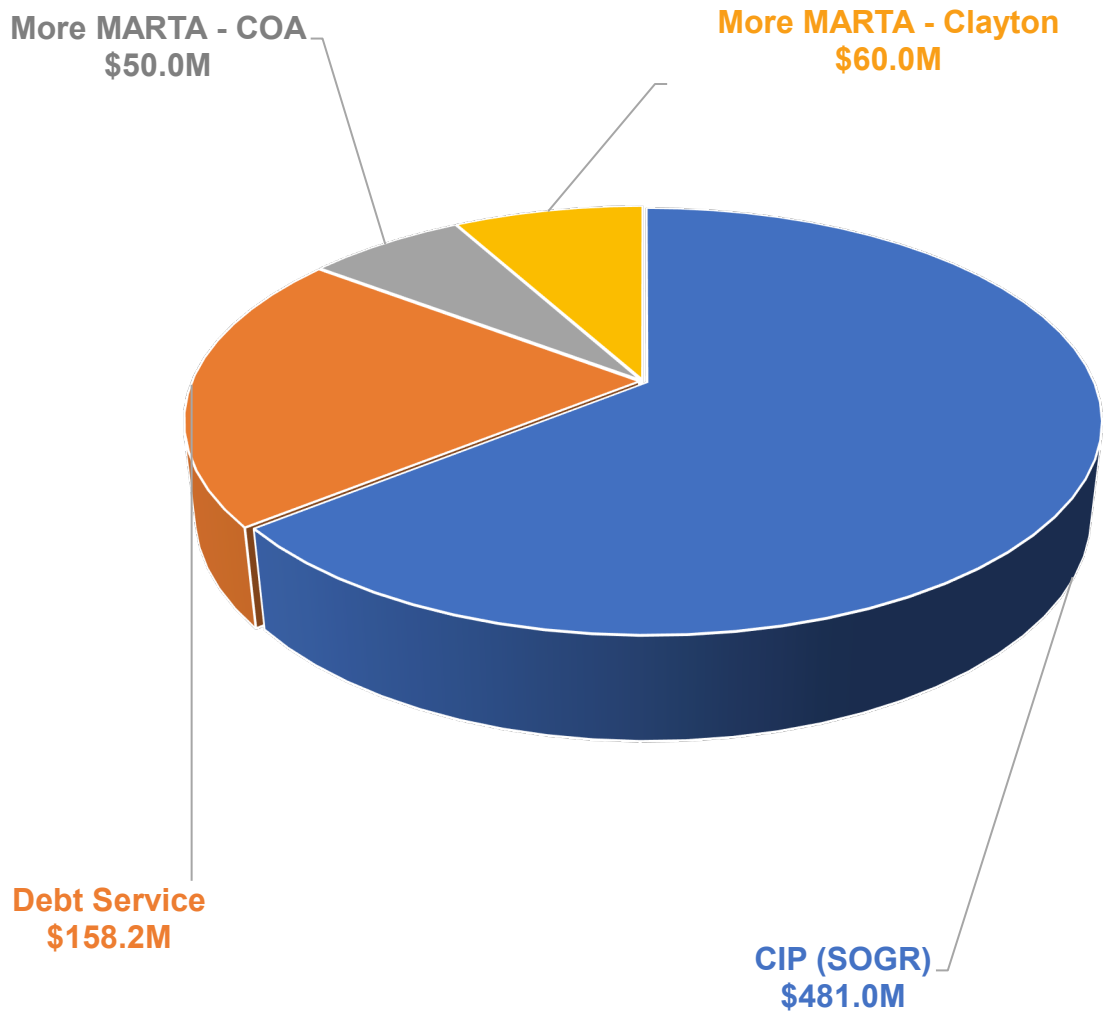


FY22 Comprehensive Capital Sources of Funds \$991.4(M)



- ✓ Public Hearings held on May 10 – 11
- ✓ No change per Public Hearings
- ✓ Final Sources \$991.4 (M)

FY22 Comprehensive Capital Uses of Funds \$749.2 (M)



- ✓ Public Hearings held on May 10 – 11
- ✓ No change per Public Hearings
- ✓ Final Uses \$749.2 (M)
- ✓ Ending Balance \$242.2 (M)

FY22 - FY31 Proposed Capital Program Sources and Uses of Funds (\$M)

	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	Totals
FY2021 Carryover (Forecasted)	286.7										286.7
General Fund	20.0										
More Marta - COA	118.4										
More Marta - Clayton	148.3										
Sources											
Sales Tax	294.5	317.6	333.5	345.7	351.2	353.0	361.2	367.3	377.2	392.8	3,494.1
<i>Awarded/Potential Federal Funds</i>	67.1	53.5	60.2	49.3	49.3	49.3	49.3	49.3	49.3	49.3	525.9
<i>Federal CRRSAA Stimulus Funds</i>	16.5	17.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	33.5
<i>Prior Year Surplus Sales Tax Carryover</i>	81.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	81.7
<i>More Marta Federal Funds</i>	24.4	26.7	31.0	43.5	41.6	52.5	47.5	32.5	32.5	32.5	364.7
Interest Income	0.5	0.5	0.5	0.5	0.6	0.6	0.6	0.6	0.6	0.7	5.7
Debt Issue	220.0	255.0	165.0	150.0	170.0	103.0	112.0	188.0	153.0	152.0	1,668.0
Total Sources of Funds	704.7	670.3	590.2	589.0	612.7	558.4	570.6	637.7	612.6	627.3	6,460.3
Total Capital Funds - More Marta	349.1	328.4	295.0	251.6	216.6	186.2	167.1	171.3	174.6	179.3	2,319.3
Total Capital Funds - Other/CIP	642.3	584.3	496.0	479.7	490.9	430.3	432.3	473.3	447.0	453.7	4,929.8
Total Capital Funds	991.4	670.3	590.2	589.0	612.7	558.4	570.6	637.7	612.6	627.3	6,460.3
Uses											
CIP (State of Good Repair)	481.0	412.9	316.5	296.6	301.6	235.0	234.1	268.0	240.4	240.4	3,026.4
Debt Service (including More Marta)	158.2	168.9	177.4	179.9	187.9	192.6	198.4	207.6	215.5	223.9	1,910.3
Total Capital Program	639.2	581.8	493.8	476.5	489.4	427.7	432.5	475.6	455.9	464.3	4,936.7
CIP More Marta - COA	50.0	70.0	70.0	75.0	75.0	75.0	75.0	75.0	75.0	75.0	715.0
CIP More Marta - Clayton	60.0	60.0	85.0	85.0	85.0	85.0	85.0	85.0	85.0	85.0	800.0
Total Capital Uses	749.2	711.8	648.8	636.5	649.4	587.7	592.5	635.6	615.9	624.3	6,451.7
Ending Balance											
More Marta Funds Carryover	239.0	198.4	140.0	91.6	55.9	24.7	3.7	4.2	3.1	3.3	
Other/CIP Funds Carryover	3.2	2.5	2.2	3.2	2.2	4.2	3.2	4.8	2.7	5.4	
Total Capital Funds Carryover	242.2	200.8	142.3	94.8	58.1	28.8	6.9	9.0	5.7	8.7	



FY2022 OPERATING & CAPITAL BUDGET PUBLIC HEARINGS SUMMARY



FY22 Operating & Capital Budget Public Hearings Background

- MARTA Board of Directors reviews and considers proposed operating and capital plans before a fiscal year budget is adopted.
- MARTA's policies, services, and projects affect the lives of employees, community members and customers throughout its service area which includes the City of Atlanta and Clayton, DeKalb and Fulton counties.
- Public hearings are held to allow the public and stakeholders an opportunity to review and provide comments on the proposed FY22 Operating and Capital budget.
- The unprecedented global coronavirus pandemic and CDC guidelines have changed daily routines in an effort to prioritize safety. As such, MARTA is taking steps to ensure we continue to engage in the community in a thoughtful and comprehensive process to hold public hearings.

FY22 Operating & Capital Budget Public Hearings

Event Name:	FY 2022 Operating and Capital Budget Hearings		
Event Date:	May 10 & 11, 2021		
Time:	11 a.m.; 6:30 p.m.		
Location:	Virtual		
Number of Attendees:	Platform	Monday, May 10	Tuesday, May 11
	YouTube	40 live; 262 views	28 live; 169 views
	Facebook	11	4
	Phone	0	0
Public Official in Attendance:	N/A		
Speakers:	Rita Scott, Board Chair Freda Hardage, Past Board Chair Raj Srinath, Chief Financial Officer Kevin Hurley, Deputy Chief Financial Officer/Treasurer Larry Prescott, Interim Chief of Capital Programs, Expansion & Innovation		
Materials Provided:	Budget documents were available at the front desk of the MARTA Headquarters Building. One person came to retrieve the documents.		



Public Engagement

Stakeholder & Public Engagement Team Participants:

- Toni Thornton
- Jon McKenley
- Melany Reynolds – HNTB

Pre-Budget Hearing Engagement Activities

- AJC Ad (legal publication)
- Neighborhood News Circulators
- Email/ Digital Blasts
- MARTA Website Post
- Social Media
 - Facebook
 - Twitter
 - Nextdoor
- Station Canvassing
 - Distributed 15,000 flyers and 114 yard signs in/ around 37 stations
- Press Release
- SMS Text Marketing
 - Delivered texts to 132,677 residents throughout service area (civically engaged, 18-75, and limited access to internet)

Budget Public Hearing Comments

- **John and Ronna Levinson:** Our son has been commuting on Marta to Woodward Academy for two years. In the past 3 months, we had to stop riding Marta due to safety issues. The Marta trains were dirty, smelled like urine, had riders that had sharp objects and yelled at the passengers and seemed threatening to a teenager. Basically, he did not feel safe anymore. There were always riders that smelled, did not wear masks, had sharp objects, stared at the kids, yelled at the kids. We finally had to stop riding due to safety. I just want to pass along this feedback.
- **Theresa Lane:** Marta should be expanded all over metro Atlanta. I have long thought that large bridges and roads should not be built. Marta should be expanded up GA 400 And run a rail up to Cumming and force people to get out of one person vehicles and ride Marta. It is disingenuous to talk about electric vehicles when it is never going to happen without a sustainable alternative to fossil fuels. We should be like Boston and New York and have viable public transportation. But alas I don't hold out much hope. Even in progressive and woke (tongue in cheek) California they have not made this happen.
- **Name not given:** Thank you MARTA for not raising the fares.



Thank You





**FY 2021
Financial Highlights
Third Quarter
Ending March 31, 2021**

Year-To-Date (YTD) Operations Performance

March 31, 2021

(\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
Net Revenues	469.9	463.5	6.4	1.4%
Net Expenses	359.0	404.5	45.5	11.3%
Net Surplus	110.9	59.0	51.9	

COMMENTS

- Net Revenues outperformed budget by \$6.4M through March 2021
- Net Expenses are favorable to budget by \$45.5M through March 2021
- The net surplus from July 2020 through March 2021 is \$110.9M as compared to a \$59.0M YTD budgeted surplus
- Please note that CARES Act Revenues of \$137.0M is a key driver in performance of the revenues

Year-To-Date (YTD) Operating Revenues and Expenses

March 31, 2021

(\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
REVENUES				
Sales Tax	192.9	179.0	13.9	7.8%
Title Ad Valorem Tax	25.1	18.3	6.8	37.2%
Federal Assistance	63.6	63.5	0.1	0.2%
Federal Assistance-CARES Act	137.0	112.5	24.5	21.8%
Passenger Revenue	31.2	74.4	(43.2)	-58.1%
Lease Income	7.4	6.9	0.5	7.2%
Station Parking	0.3	1.9	(1.6)	-84.2%
Other Revenues	12.4	7.0	5.4	77.1%
Net Operating Revenues	469.9	463.5	6.4	1.4%
EXPENSES				
Salaries and Wages	175.8	195.2	19.4	9.9%
Overtime	20.7	21.7	1.0	4.6%
Total Benefits	88.1	109.7	21.6	19.7%
Contractual Services	53.9	69.2	15.3	22.1%
Total Materials and Supplies	31.2	33.7	2.5	7.4%
Other Non-Labor	26.9	27.1	0.2	0.7%
Gross Operating Expenses	396.6	456.6	60.0	13.1%
Less: Capital Charges	37.6	52.1	(14.5)	-27.8%
Net Operating Expenses	359.0	404.5	45.5	11.3%

REVENUE COMMENTS – YTD revenues were \$6.4M over budget

- Sales tax performance is \$13.9M above budget. MARTA Budget estimates are a 6.4% reduction from the GSUEFC forecast while actual performance is 1.0% reduction
- CARES Act Revenues to date are \$24.5M above budget due to draw execution being 21.8% faster than anticipated
- Other Revenues are \$5.4M higher than budget due to receiving multiple years of the Natural Gas tax credit in FY21
- Passenger Revenue executed at \$43.2M below budget for FY21 is the largest negative impact on Revenues

EXPENSE COMMENTS – YTD expenses were \$45.5M under budget

- Salary and wages performed below budget by \$19.4M primarily due to vacancies (395 Vacant Positions)
- Total benefits are a combined \$21.6M below budget for the year due to the 395 vacancies coupled with a reduction in healthcare pricing in the new contract with Anthem
- Contractual services are \$15.3M below budget largely due to the COVID-19 driven reduction in ridership resulting in lower contractual service costs for paratransit operations

Current Month Operations Performance

March 31, 2021

(\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
Net Revenues	52.9	51.3	1.6	3.1%
Net Expenses	44.0	45.3	1.3	2.9%
Net Surplus	8.9	6.0	2.9	

COMMENTS

- Revenues for the month of March are \$1.6M above budget for the month
- Expenses for the month of March are \$1.3M below budget for the month
- The net surplus for the month of March is \$8.9M which is \$2.9M higher than the budgeted surplus of \$6.0M for the month

Current Month Operating Revenues and Expenses

March 31, 2021

(\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
REVENUES				
Sales Tax	20.0	18.6	1.4	7.5%
Title Ad Valorem Tax	2.8	1.7	1.1	64.7%
Federal Assistance	5.7	6.1	(0.4)	-6.6%
Federal Assistance-CARES Act	19.0	12.5	6.5	52.0%
Passenger Revenue	4.2	10.6	(6.4)	-60.4%
Lease Income	0.9	0.8	0.1	12.5%
Station Parking	0.0	0.2	(0.2)	-100.0%
Other Revenues	0.3	0.8	(0.5)	-62.5%
Net Operating Revenues	52.9	51.3	1.6	3.1%
EXPENSES				
Salaries and Wages	21.9	22.0	0.1	0.5%
Overtime	3.3	2.4	(0.9)	-37.5%
Total Benefits	12.0	12.4	0.4	3.2%
Contractual Services	6.5	7.6	1.1	14.5%
Total Materials and Supplies	3.5	3.8	0.3	7.9%
Other Non-Labor	2.9	3.0	0.1	3.3%
Gross Operating Expenses	50.1	51.2	1.1	2.1%
Less: Capital Charges	6.1	5.9	0.2	4.8%
Net Operating Expenses	44.0	45.3	1.3	2.9%

REVENUE COMMENTS – Monthly revenues were \$1.6M over budget

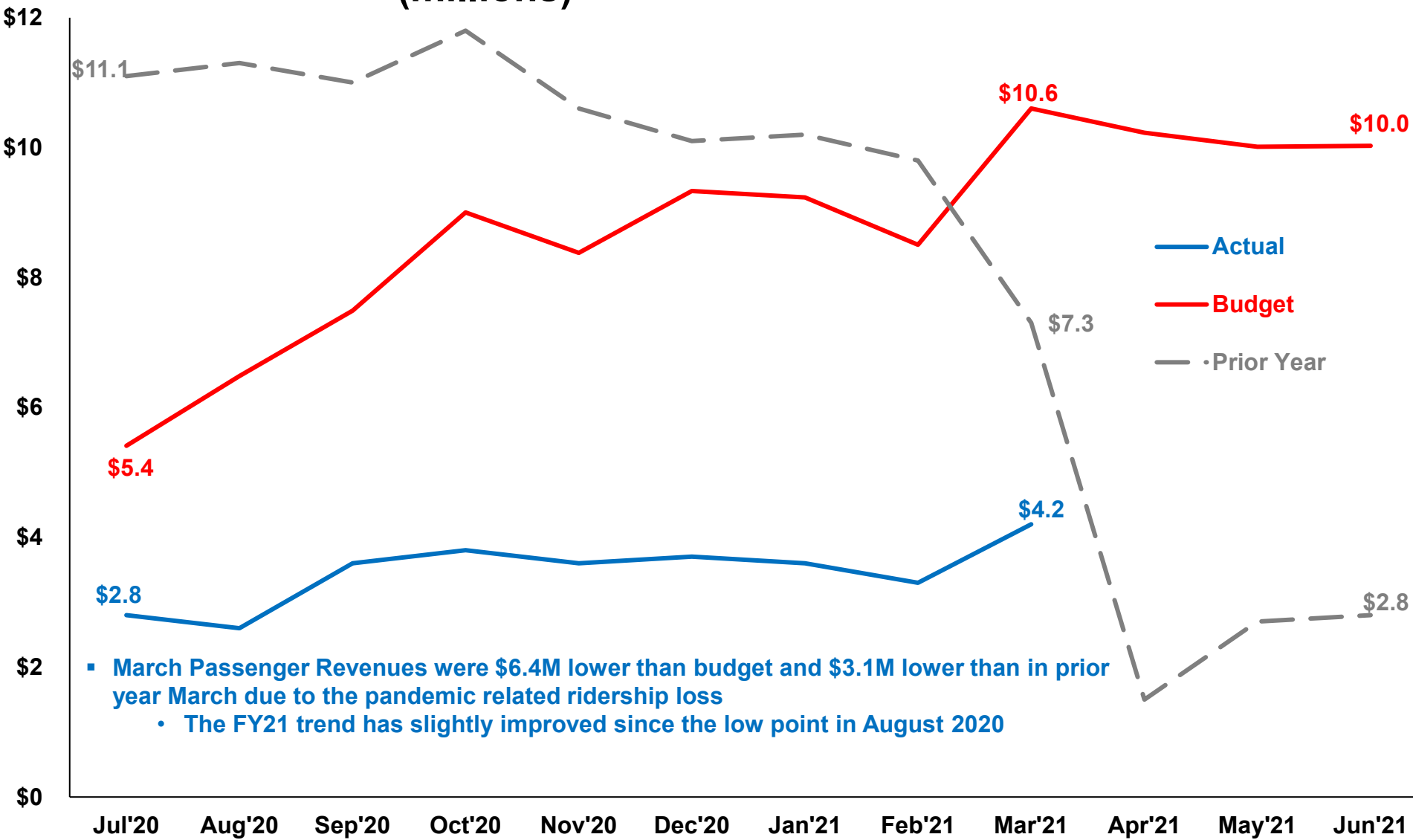
- Sales tax performance is \$1.4M above budget for March. MARTA Budgeted losses from COVID-19 were lower than anticipated due to robust federal stimulus.
- CARES Act Revenues for the month are \$6.5M above budget due to draw execution being 52% higher than anticipated for the month of March
- Other Revenues for the month are \$0.5M below budget
- Passenger Revenue executed at \$6.4M below budget for March due to the continued pandemic impact

EXPENSE COMMENTS – Monthly expenses were \$1.3M under budget

- Salary and wages performed below budget by \$0.1M primarily due to vacancies (395 Vacant Positions)
- Overtime was \$0.9M above budget for March due to absenteeism, vacancies and Operations support of capital projects
- Total benefits costs were a combined \$0.4M below budget for March due to vacancies and reduction in healthcare pricing
- Contractual services were \$1.1M below budget largely due to the COVID-19 driven reduction in ridership resulting in lower contractual service costs for paratransit operations

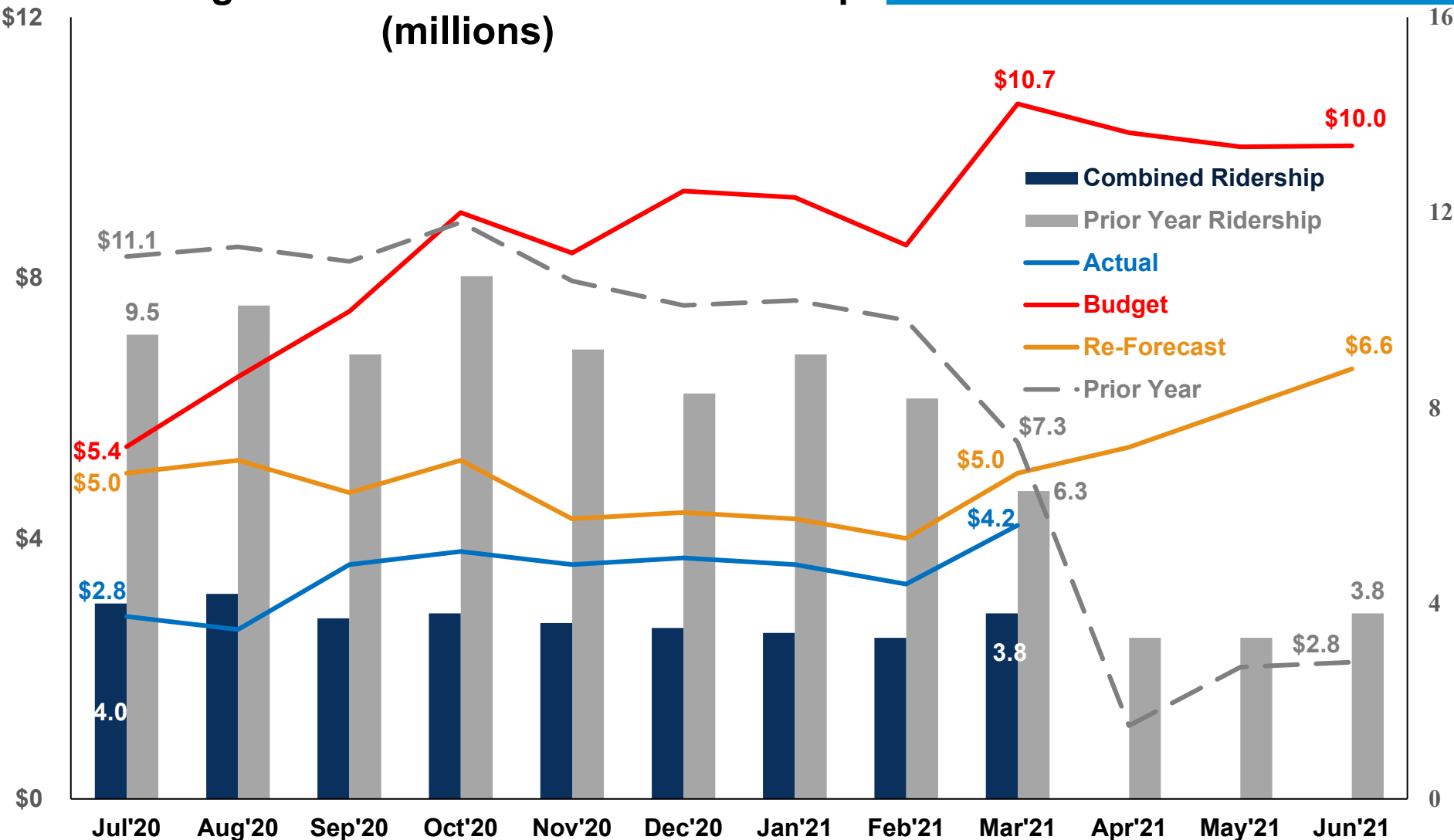
FY21 Third Quarter Financial Performance

Passenger Revenues (millions)



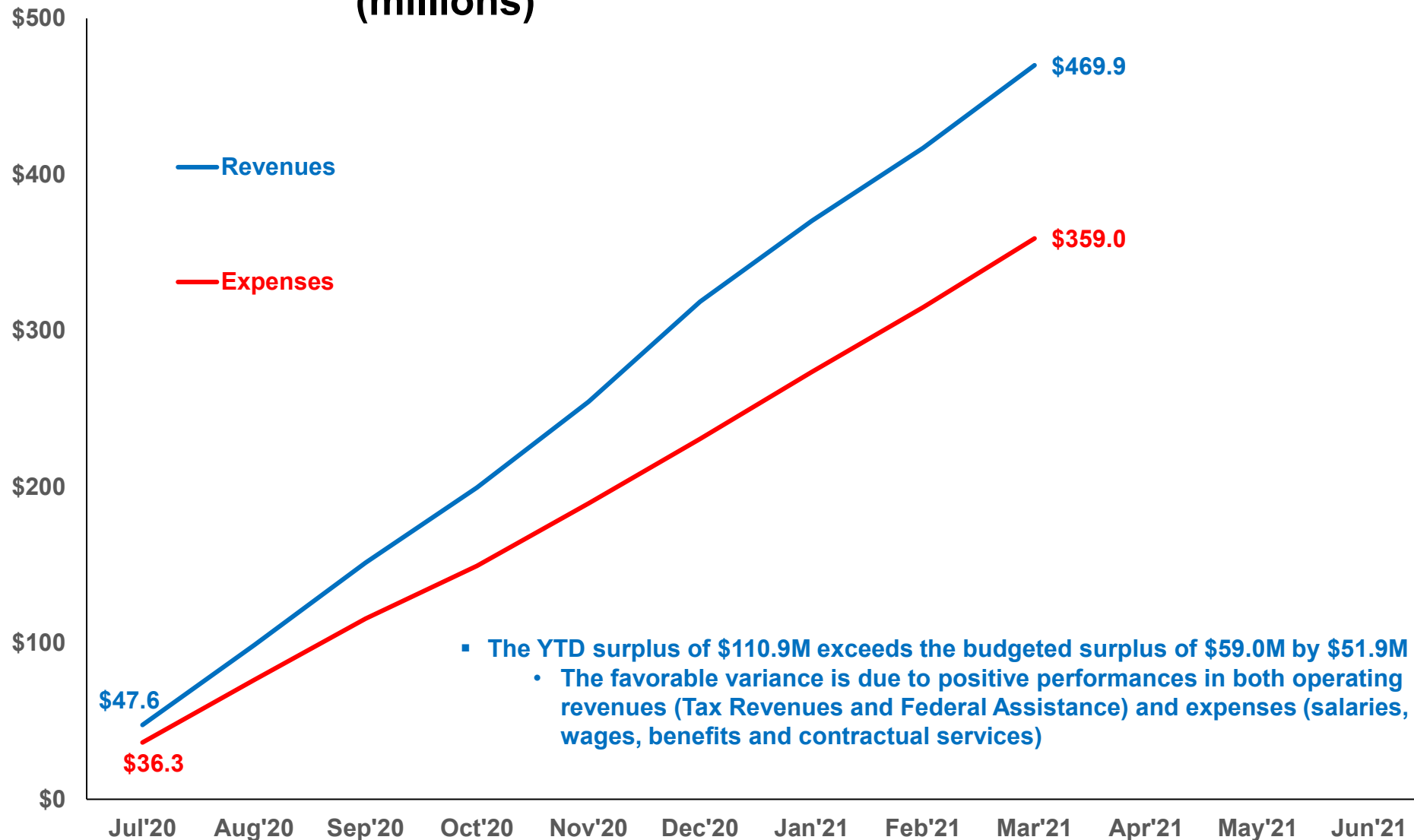
- March Passenger Revenues were \$6.4M lower than budget and \$3.1M lower than in prior year March due to the pandemic related ridership loss
 - The FY21 trend has slightly improved since the low point in August 2020

Passenger Revenues/Combined Ridership (millions)



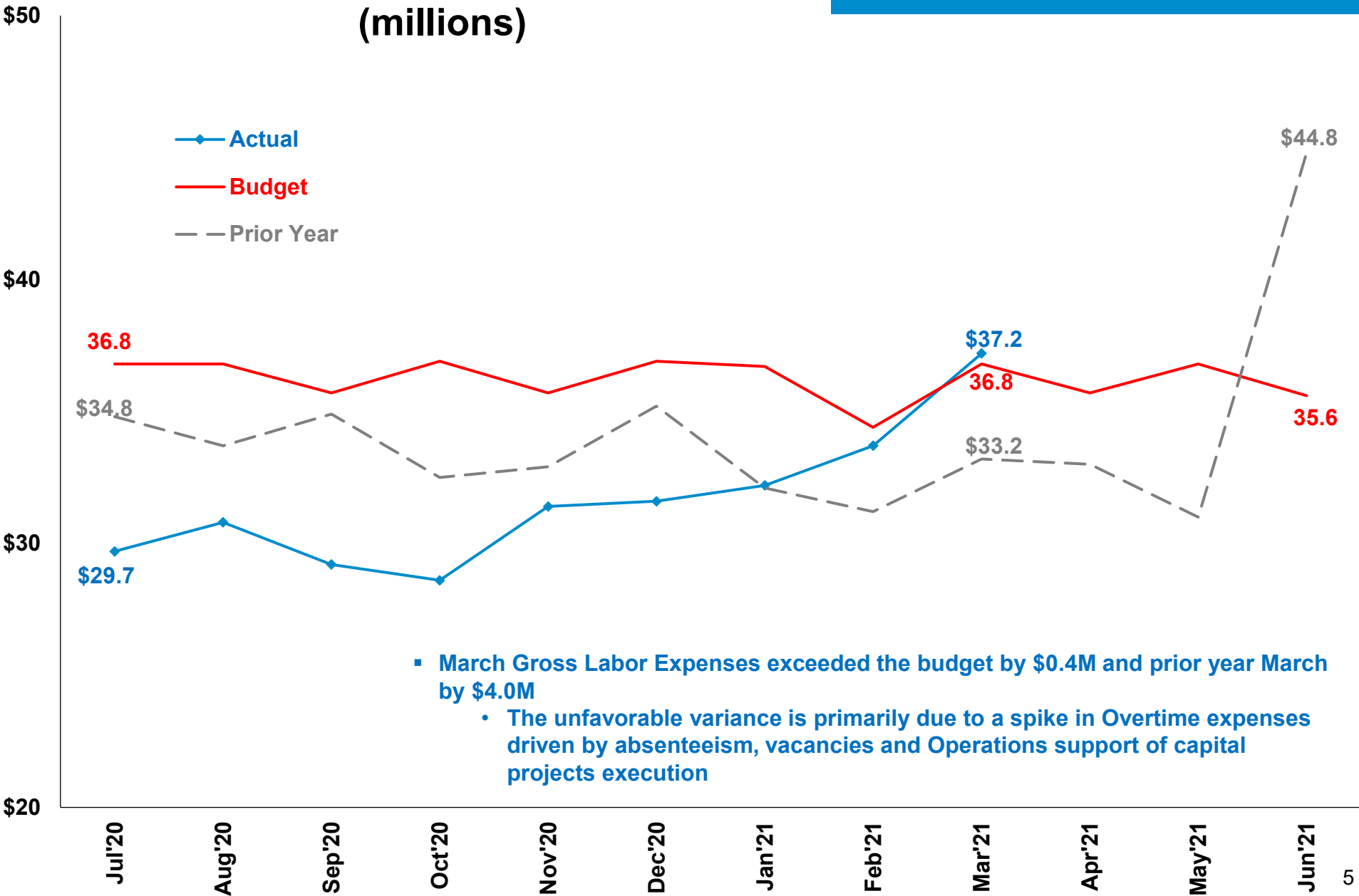
- March Ridership was down 2.5M unlinked trips from prior year March
- FY21 Ridership has slightly notched up since the low point in August

Cumulative Net Operating Revenues & Expenses (millions)

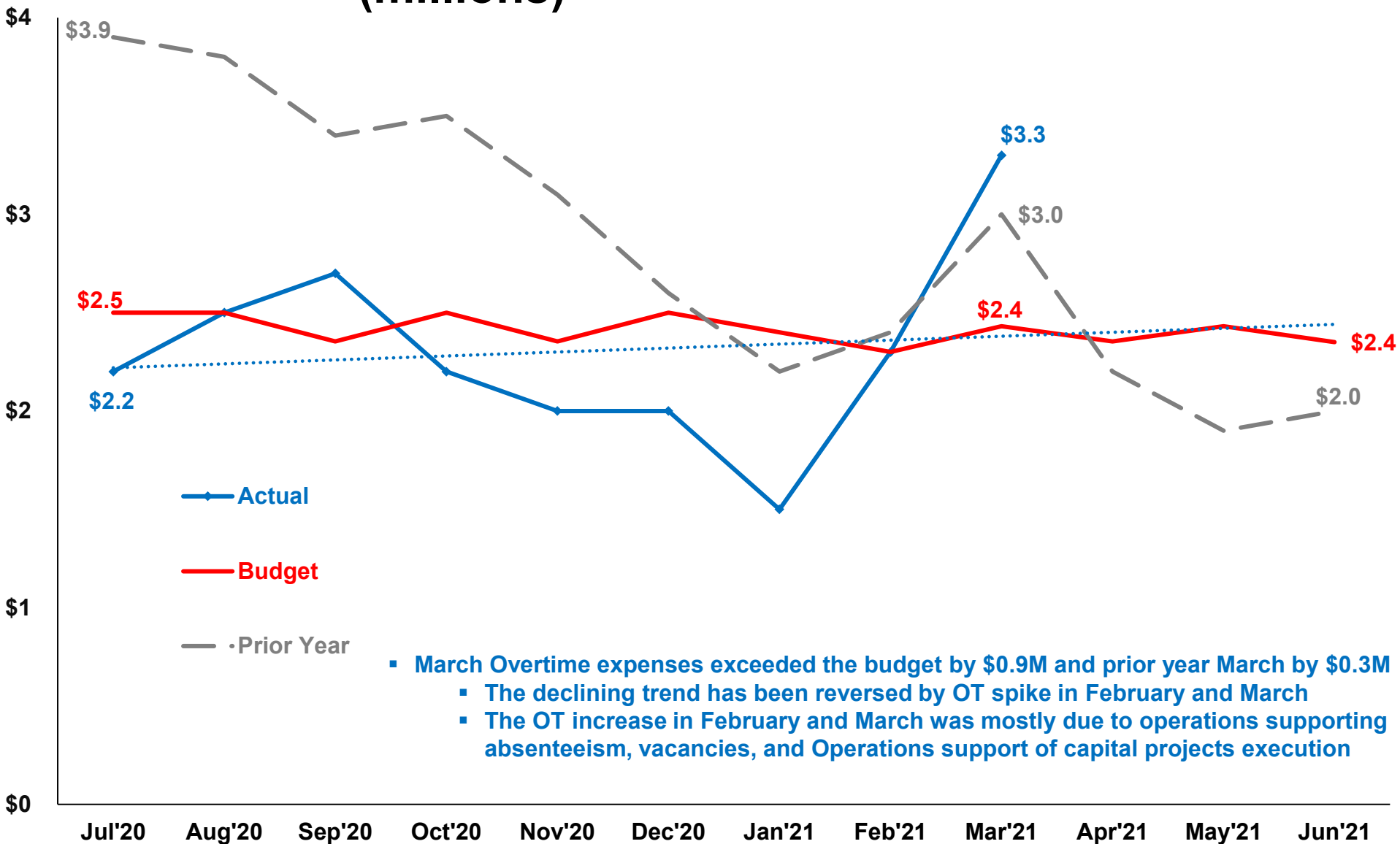


- The YTD surplus of \$110.9M exceeds the budgeted surplus of \$59.0M by \$51.9M
 - The favorable variance is due to positive performances in both operating revenues (Tax Revenues and Federal Assistance) and expenses (salaries, wages, benefits and contractual services)

Gross Labor Expenses (millions)



Overtime Expenses (millions)



- March Overtime expenses exceeded the budget by \$0.9M and prior year March by \$0.3M
 - The declining trend has been reversed by OT spike in February and March
 - The OT increase in February and March was mostly due to operations supporting absenteeism, vacancies, and Operations support of capital projects execution



Thank You

