



## AGENDA

Meeting  
of the  
**BOARD OF DIRECTORS**  
of the  
**SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**  
A Public Agency  
**Tuesday, November 15, 2016**  
**8:30 AM**  
**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; Chuck McQuary, Vice Chair; Olivia Rodriguez, Director; Dick Weinberg, Director; Bill Shelor, Secretary; David Tabor, Director; Roger Aceves, Director

**3. REPORT REGARDING POSTING OF AGENDA**

**CONSENT CALENDAR**

**4. 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 November 1, 2016.

**5. APPROVAL OF CASH REPORT - (ATTACHMENTS-ACTION MAY BE TAKEN)**

The Board will be asked to review and approve the cash report for the period of October 25, 2016 through November 7, 2016.

**THIS CONCLUDES THE CONSENT CALENDAR**

**6. PUBLIC COMMENT**

Members of the public may address the Board on items within 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 number that you wish to comment on.

**7. FINANCIAL UPDATE FOR THE QUARTER ENDING SEPTEMBER 30, 2016 - (ATTACHMENTS-INFORMATIONAL)**

Staff will report on the financial results for the quarter ending September 30.

**8. QUARTERLY STAFF REPORTS - (ATTACHMENTS-INFORMATIONAL)**

The Board will review quarterly reports for the period of July 1, 2016 through September 30, 2016.

**9. MODIFIED DRAFT BYD LEASE AGREEMENT - (ATTACHMENTS-ACTION MAY BE TAKEN)**

Staff recommends that the Board approve changes in the terms of the draft BYD Motors electric bus lease.

**10. GENERAL MANAGER'S REPORT UPDATE - (INFORMATIONAL)**

- a) Veteran's Day
- b) Electric Vehicle Program
- c) UCSB TAB
- d) DWE Ad-hoc Committee

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

The Board will report on other related public transit issues and committee meetings.

**12. RECESS TO CLOSED SESSION - CONFERENCE WITH LEGAL COUNSEL- EXISTING LITIGATION - (ACTION MAY BE TAKEN)**

The Board will meet in closed session pursuant to Government Code § 54956.9(a)

One matter: Swostik Lamichhane, Reeti K.C. Lamichhane, Sapana Lamichhane, Rachayita Pant v. SBMTD

**13. ADJOURNMENT**

**AMERICAN 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

Meeting  
of the  
**BOARD OF DIRECTORS**  
of the  
**SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**  
A Public Agency  
**Tuesday, November 1, 2016**  
**8:30 AM**  
**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 with the exception of Director Shelor.

**3. REPORT REGARDING POSTING OF AGENDA**

Lilly Gomez, Interim Executive Assistant, reported that the agenda was posted on Friday, October 28, 2016 at MTD's Administrative office, mailed and emailed to those on the agenda list, and posted on MTD's website.

### CONSENT CALENDAR

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

Director Aceves moved to approve the draft minutes for the meeting of October 18, 2016. Director McQuary seconded the motion. The motion passed unanimously with one abstention from Director Weinberg.

**5. APPROVAL OF CASH REPORT - (ATTACHMENTS-ACTION MAY BE TAKEN)**

Director Aceves moved to approve the cash report for the period of October 11, 2016 through October 24, 2016. Director McQuary seconded the motion. The motion passed unanimously

### THIS CONCLUDES THE CONSENT CALENDAR

**6. PUBLIC COMMENT**

There was no public comment.

**7. RENEWAL OF STAFF MEDICAL AND DENTAL INSURANCE, EFFECTIVE JANUARY 1, 2017- (ACTION MAY BE TAKEN)**

Manager of Human Resources and Risk Mary Gregg recommended that the MTD Board of Directors approve binding coverage for Directors and Officers (D&O) insurance with Allied World through Professional Governmental Underwriters, Inc., Employment Practices Liability insurance (EPL) with Atlantic Specialty Insurance Co. through OneBeacon Professional Insurance, and Fiduciary Liability insurance with Travelers Casualty for policy period January 3, 2017 – January 3, 2018. Director McQuary moved to approve the recommendation. Director Aceves seconded the motion. The motion passed unanimously.

**8. AUTHORIZATION TO PURCHASE GENFARE FAST FARE FAREBOXES - (ATTACHMENTS-ACTION MAY BE TAKEN)**

General Manager, Jerry Estrada and Assistant General Manager Brad Davis recommended that the Board authorize the General Manager to enter into a sole source contract with Genfare to acquire Genfare Fast Fare fareboxes as replacements for the existing Genfare Odyssey fareboxes onboard MTD's revenue vehicle fleet.

In addition to the fareboxes, deliverables include upgrades to the cash fare vault and receiving equipment for compatibility with the new fareboxes; application and database software to support the use of smart cards; upgrades to the Ticket Vending Machines for the issuance and recharging of smart cards; and a yard Wi-Fi system to collect nightly farebox data and carry out software updates.

Mr. Davis advised the Board that the upgrades would be implemented in phases over the next few years. In the first phase, MTD would move forward with the implementation of smart card technology for boarding validation of SBCC and UCSB students. The second phase would consist of mobile ticketing, allowing passengers to use a smart phone or other personal electronic devices to pay their fares. This is an emerging technology being adopted by a number of transit agencies. Mr. Davis stated that Phase 2 of the smart card project is anticipated for implementation in 2018 or 2019. The third phase would be to make MTD smartcards compatible with other transit agencies in the region.

Mr. Davis explained to the board that the bid was a non-competitive negotiation procurement, more typically referred to as a sole source solicitation. The basis for its use is that the items to be procured are available only from a single source due to system integration and compatibility factors. A price analysis was conducted, and based on the analysis staff found the contract price for the Genfare farebox replacement to be fair and reasonable.

The Board of Directors expressed their gratitude to Mr. Davis for his thorough and well written report. General Manager Jerry Estrada also acknowledged Mr. Davis, Fleet and Facilities Manager David Harbour, and President of Vaquero Systems Jeff Gerfen for all the dedication and joint efforts spent on improving MTD's progress with the new buses, systems and infrastructure.

Director McQuary moved to approve the General Manager to enter into a contract with Genfare. Director Aceves seconded the motion. The motion passed unanimously.

**9. GENERAL MANAGER'S REPORT UPDATE – (INFORMATIONAL)**

General Manager Jerry Estrada advised the board of the small lithium fire that took place on MTD's Olive Street facility in October. The fire was due to a small leak from the roof. Staff made the necessary adjustments to address the issues identified from the event. No injuries were sustained and property damage was very minimal. Mr. Estrada also acknowledged Maintenance staff for their quick response and attention to safety.

The BYD electric bus procurement is underway. We expect to have the eight contracted buses delivered between February and March 2017.

Mr. Estrada also shared that he and Carpinteria City Manager Dave Durlinger assessed the Carpinteria charging station and yard to determine whether the property can accommodate more charging stations.

MTD has wooden shelters in nearly all Local Jurisdictions. Shelters are proposed for those locations as part of the overall wooden shelter project next year when all of the wooden shelters within the District will be refurbished, rebuilt or replaced with a pre-fabricated shelter.

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

Chair Davis reported that the Calle Real Ad Hoc Committee will meet following today's Board Meeting.

**11. RECESS TO CLOSED SESSION - CONFERENCE WITH LEGAL COUNSEL- EXISTING LITIGATION - (ACTION MAY BE TAKEN)**

The Board met in closed session pursuant to Government Code § 54956.9(a) on six matters:

1. Irene Andrade
2. Virginia Saucedo
3. Jose Mendoza v SBMTD
4. Swostik Lamichhane, Reeti K.C. Lamichhane, Sapana Lamichhane, Rachayita Pant v. SBMTD
5. Julian Ray Rodriguez v. SBMTD
6. Michael Lazaro v. SBMTD

***AT 10:02 A.M DIRECTOR ACEVES EXITED THE MEETING.***

Upon returning from closed session Chair Davis reported that no action was taken.

***AT THIS POINT CHAIR DAVID RE-OPENED ITEM 9; ADVISING GENERAL MANAGER, JERRY ESTRADA TO BEGIN SELF EVALUATION FOR NEGOTIATIONS IN UPCOMING BOARD MEETINGS.***

**12. ADJOURNMENT**

Director Tabor moved to adjourn the meeting at 10:05am. Director Rodriguez seconded the motion. The motion passed unanimously.

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**Santa Barbara Metropolitan Transit District**  
**Cash Report**  
**Board Meeting of November 15, 2016**  
**For the Period 10/25/2016 through 11/7/2016**

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**MONEY MARKET**

**Beginning Balance 10/25/2016** **\$11,697,523.98**

SB-325 (LTF)	523,230.47
Advertising/Prepaid Deposits	208,889.54
Passenger Fares	170,340.26
Measure "A"	140,696.86
UCSB Fares	107,018.26
Accounts Receivable	56,621.76
Property Tax Revenue	35,425.59
Interest Income	87.54
Miscellaneous/Asset Sales	12.50
<b>Total Deposits</b>	<b>1,242,322.78</b>

Bank/CC Fees	(1,054.77)
ACH Garn/Escrow	(1,220.28)
ACH Pensions Transfer	(31,902.24)
WC Transfer	(87,620.18)
ACH Tax Deposit	(149,319.14)
Operations Transfer	(214,416.54)
Payroll Transfer	(659,533.83)
<b>Total Disbursements</b>	<b>(1,145,066.98)</b>

**Ending Balance** **\$11,794,779.78**

**CASH INVESTMENTS**

LAIF Account	\$3,359,659.45
Money Market Account	11,794,779.78

**Total Cash Balance** **\$15,154,439.23**

**SELF INSURED LIABILITY ACCOUNTS**

WC / Liability Reserves	(\$4,026,009.82)
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**Working Capital** **\$11,128,429.41**

**Santa Barbara Metropolitan Transit District**  
**Accounts Payable**

Check #	Date	Company	Description	Amount	Voids
113778	10/28/2016	JOSE BAUTISTA	AD MOUNTING/DISMOUNTING	416.00	
113779	10/28/2016	COX COMMUNICATIONS, CORP.	INTERNET & CABLE TV	107.80	
113780	10/28/2016	CA STATE OF BOARD OF EQUALIZ	SALES/CONSUMER USE TAX	4,317.00	
113781	10/28/2016	MARY DEAILLE	PAYROLL RELATED	106.15	
113782	10/28/2016	FEDEX dba	FREIGHT CHARGES	111.36	
113783	10/28/2016	STATE OF CALIFORNIA	PAYROLL RELATED	368.94	
113784	10/28/2016	ANN HARBOUR	PAYROLL RELATED	275.00	
113785	10/28/2016	NATIONAL DRIVE	PAYROLL DEDUCTION	108.00	
113786	10/28/2016	ANN BRADY OTTIERI	PAYROLL RELATED	277.00	
113787	10/28/2016	SB COUNTY FEDERAL CREDIT UNI	PAYROLL DEDUCTION	760.00	
113788	10/28/2016	SANTA BARBARA SHERIFF'S DEPT	PAYROLL RELATED	75.00	
113789	10/28/2016	SB CITY OF-REFUSE/WATER	UTILITIES	640.96	
113790	10/28/2016	TEAMSTERS UNION LOCAL NO. 18	UNION DUES	758.56	
113791	10/28/2016	UNITED WAY OF SB	PAYROLL DEDUCTION	102.00	
113792	10/28/2016	VERIZON WIRELESS	WIRELESS PHONES	2,564.93	
113793	10/28/2016	YACO SCHOLARSHIP FUND	PAYROLL DEDUCTION	147.00	
113794	10/28/2016	STATE OF CALIFORNIA/FTB	PAYROLL RELATED	256.44	
113795	11/4/2016	GEORGE AMOON	REIMBURSEMENT	322.25	
113796	11/4/2016	ASBURY ENVIRONMENTAL	WASTE OIL RECYCLER	240.00	
113797	11/4/2016	B2B PRINTING SERVICES INC.	OFFICE SUPPLIES	233.28	
113798	11/4/2016	BEYONDTRUST SOFTWARE INC.	COMPUTER SOFTWARE	445.20	
113799	11/4/2016	BIG BRAND TIRES, BRANDCO BILL	SERVICE VEHICLE MAINTENANCE	1,435.99	
113800	11/4/2016	BUENA TOOL, INC.	SHOP/B&G SUPPLIES	468.88	
113801	11/4/2016	BUYNAK, FAUVER, ARCHBALD&S	LEGAL COUNSEL	9,283.76	
113802	11/4/2016	CARQUEST AUTO PARTS	BUS PARTS & SUPPLIES	158.95	
113803	11/4/2016	CERTIFIED ENVIRONMENTAL	PROFESSIONAL SERVICES	1,718.86	
113804	11/4/2016	CENTRAL COAST CIRCULATION, L	BUS BOOK DISTRIBUTION	575.00	
113805	11/4/2016	COM3 CONSULTING INC.	PROCUREMENT SERVICES	1,650.00	
113806	11/4/2016	COAST TRUCK PARTS	BUS PARTS	717.25	
113807	11/4/2016	CUMMINS PACIFIC, LLC	BUS PARTS	15,487.07	
113808	11/4/2016	DOCUPRODUCTS CORPORATION	COPIER MAINTENANCE/SUPPLIES	359.90	
113809	11/4/2016	DONS INDUSTRIAL SUPPLY LLC	BUS PARTS/SHOP SUPPLIES	8.13	
113810	11/4/2016	EMBEDDED POWER CONTROL INC	CONSULTANT - EV FLEET	539.08	
113811	11/4/2016	ERGOMETRICS, INC.	DRIVER TEST SCORING	110.00	
113812	11/4/2016	FENCE FACTORY	B&G REPAIRS & SUPPLIES	63.50	
113813	11/4/2016	CARLOS FLORES	TOOL ALLOWANCE	1,100.00	
113814	11/4/2016	GENFARE, A DIVISION OF SPX COR	FAREBOX REPAIRS & PARTS	2,615.30	
113815	11/4/2016	GIBBS INTERNATIONAL INC	BUS PARTS	1,327.57	



Check #	Date	Company	Description	Amount	Voids
113816	11/4/2016	GILLIG LLC	BUS PARTS	2,733.54	
113817	11/4/2016	GOODYEAR TIRE & RUBBER CO	LEASED TIRES	13,415.87	
113818	11/4/2016	GRAINGER, INC.	SHOP/B&G SUPPLIES	34.35	
113819	11/4/2016	H.G. MAKELIM CO., INC.	BUS PARTS	868.93	
113820	11/4/2016	HOME IMPROVEMENT CTR.	SHOP/B&G SUPPLIES	550.24	
113821	11/4/2016	INTEGRATED SOFTWARE SYSTEM	WEB SITE CONSULTING	220.00	
113822	11/4/2016	JANICARE DBA	JANITORIAL SERV./SUPPLIES	3,972.09	
113823	11/4/2016	JOY EQUIPMENT PROTECTION, IN	SERVICING FIRE EXTINGUISHERS	280.00	
113824	11/4/2016	LARA'S AUTO REPAIR DBA	BUS REPAIRS	125.00	
113825	11/4/2016	LMA ARCHITECTS, CORP.	ARCHITECTURAL SERVICES	8,363.45	
113826	11/4/2016	STEVE MAAS	REIMBURSEMENT	133.92	
113827	11/4/2016	MANSFIELD OIL CO.- GAINESVILL	BUS FUEL	30,939.38	
113828	11/4/2016	MC CORMIX CORP. (OIL)	LUBRICANTS	3,688.93	
113829	11/4/2016	MC CORMIX CORP. (GAS)	FUEL-SERVICE VEHICLES	2,101.23	
113830	11/4/2016	MCMaster-CARR SUPPLY CO.	SHOP/B&G SUPPLIES	74.86	
113831	11/4/2016	MISSION LINEN SUPPLY, INC	UNIFORM & LINEN SERVICE	4,774.16	
113832	11/4/2016	MCI SERVICE PARTS, INC.	BUS PARTS	101.13	
113833	11/4/2016	MOUNTAIN SPRING WATER	SHOP & OFFICE SUPPLIES	1,340.95	
113834	11/4/2016	NEWARK ELECTRONICS, CORP.	BUS PARTS	236.59	
113835	11/4/2016	NU-COOL REDI GREEN, INC	COOLANTS & SHOP SUPPLIES	1,007.37	
113836	11/4/2016	PREVOST CAR INC.- CREDIT DEPT.	BUS PARTS	0.00	V
113837	11/4/2016	PREVOST CAR INC.- CREDIT DEPT.	BUS PARTS	5,302.29	
113838	11/4/2016	OFFICETEAM	TEMPORARY STAFF	2,939.38	
113839	11/4/2016	PERFECT PATTERN DIFFERENTIAL	OVERHAULED TRANSFERS	1,378.64	
113840	11/4/2016	PETTY CASH- HAHN, STEVE	MISC SHOP NEEDS	68.01	
113841	11/4/2016	PETTY CASH - ALEXANDER, NANC	MISC. PURCHASES	292.68	
113842	11/4/2016	PETTY CASH - GOMEZ, LILLY	MISC. PURCHASES	286.10	
113843	11/4/2016	POWERSTRIDE BATTERY CO.	EV BATTERIES	592.77	
113844	11/4/2016	RAL COMPANY DBA	B&G REPAIRS & SUPPLIES	438.70	
113845	11/4/2016	ROGERS, SHEFFIELD & CAMPBELL	LEGAL COUNSEL	46,589.30	
113846	11/4/2016	SAFEGUARD DBA	OFFICE SUPPLIES	1,743.58	
113847	11/4/2016	SILVAS OIL CO., INC.	LUBRICANTS	409.67	
113848	11/4/2016	SMITTY'S TOWING SERVICE D	TOWING SERVICES	345.00	
113849	11/4/2016	SHIELD HEATING & AIR DBA	B&G REPAIRS & SUPPLIES	1,786.64	
113850	11/4/2016	SM TIRE, CORP.	BUS TIRE MOUNTING	769.65	
113851	11/4/2016	SO. CAL. EDISON CO.	UTILITIES	9,151.95	
113852	11/4/2016	STAPLES CONTRACT & COMMERC	OFFICE SUPPLIES	212.90	
113853	11/4/2016	STEWART'S DE-ROOTING & PLUM	PLUMBING REPAIRS	210.80	
113854	11/4/2016	SB CITY OF-REFUSE/WATER	UTILITIES	2,925.13	
113855	11/4/2016	TELCOM, INC.	VENTURA REPEATER SERVICES	500.00	
113856	11/4/2016	THE LIGHTHOUSE	SHOP SUPPLIES	26.26	

Check #	Date	Company	Description	Amount	Voids
113857	11/4/2016	THE MEDCENTER	MEDICAL EXAMS	7,698.00	
113858	11/4/2016	TANK TEAM INC.	TANK TESTS	123.00	
113859	11/4/2016	TRANSIT RESOURCE CENTER, INC	BUS INSPECTION SERVICES	1,080.00	
113860	11/4/2016	UNITED PARCEL SERVICE, INC.	FREIGHT CHARGES	670.17	
113861	11/4/2016	VALLEY POWER SYSTEMS, INC.	BUS PARTS	1,235.43	
113862	11/4/2016	VENTURA COUNTY STAR DBA	PUBLIC NOTICE ADS	504.00	
113863	11/4/2016	VENTURA COUNTY OVERHEAD D	B&G REPAIRS & SUPPLIES	290.00	
113864	11/4/2016	WAXIE SANITARY SUPPLY DBA	JANITORIAL SUPPLIES	1,241.39	
113865	11/4/2016	HELEN WILLIAMS	TVM REFUND	34.50	
113866	11/4/2016	YELLOW (YRC) TRANSPORTATION	FREIGHT CHARGES	356.50	
				<b>214,416.54</b>	
				<b>Current Cash Report Voided Checks:</b>	0.00
				<b>Prior Cash Report Voided Checks:</b>	0.00
				<b>Grand Total:</b>	<b>\$214,416.54</b>

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

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<b>Date</b>	<b>Company</b>	<b>Description</b>	<b>Amount</b>
10/25/2016	Fritz Creative Marketing	Advertising on Buses	3,510.00
10/25/2016	Fritz Creative Marketing	Advertising on Buses	3,510.00
10/25/2016	MacDonald Media	Advertising on Buses	15,254.52
10/25/2016	MacDonald Media	Advertising on Buses	15,254.52
10/25/2016	United Way, Santa Barbara County	Advertising on Buses	3,150.00
10/31/2016	SB County of Public Works	Advertising on Buses	676.00
11/2/2016	Jim Haggerty	Retiree - Vision	12.20
11/7/2016	MacDonald Media	Advertising on Buses	15,254.52
<b>Total Accounts Receivable Paid During Period</b>			<b>\$56,621.76</b>

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## BOARD OF DIRECTORS REPORT

**MEETING DATE:** NOVEMBER 15, 2016      **AGENDA ITEM #:** 7

**TYPE:** INFORMATIONAL

**PREPARED BY:** THAIS SAYAT      \_\_\_\_\_  
*Signature*

**REVIEWED BY:** GENERAL MANAGER      \_\_\_\_\_  
*Signature*

**SUBJECT:**      **Financial Update for the Quarter Ending September 30, 2016**

### **DISCUSSION:**

Staff will report on the financial results for the quarter ending September 30.

Attachments: *MTD Financial Report for Quarter Ending September 30, 2016*

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# **FY2016-17 FINANCIAL REPORT**

**Quarter Ending September 30, 2016**

**November 15, 2016**

**Santa Barbara Metropolitan Transit District**

550 Olive Street ♦ Santa Barbara, CA 93101

Office: (805) 963-3364 ♦ Information: (805) 963-3366

Website: [www.sbmtd.gov](http://www.sbmtd.gov)

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## Executive Summary

MTD's financial reports for the first quarter of fiscal year 2016-2017 reflect the increased service level, implementation of the new collective bargaining agreement, a continued decline in passenger fares, and unfilled driver and other positions. With operating revenue of \$4.6 million and operating expenditures of \$6.1 million, the District realized a \$1.4 million deficit for the quarter. The large deficit is not of concern as the first quarter historically experiences this situation because federal operating assistance and property tax revenue are not received until subsequent quarters.

<b>Operating Budget</b> <b>Quarter Ending September 30, 2016</b> (\$ thousands)					
	FY2016-17 Actual	FY2016-17 Budget	Var %	FY2015-16 Actual	Var %
<b><u>Revenue</u></b>					
Fare Revenue	\$1,765	\$1,909	-8%	\$1,845	-4%
LTF Sale Tax Revenue	1,929	1,940	-1%	1,898	2%
FTA Operating Assistance	0	0	0%	0	0%
Measure A Sale Tax Revenue	510	524	-3%	513	-1%
State & Local Operating	220	227	-3%	63	248%
Property Tax Revenue	0	0	0%	0	0%
Non-Transportation Income	219	213	3%	219	0%
	<u>\$4,644</u>	<u>\$4,812</u>	-3%	<u>\$4,539</u>	2%
<b><u>Expenses</u></b>					
Route Operations	\$3,758	\$3,788	-1%	\$3,362	12%
Vehicle Maintenance	1,235	1,286	-4%	1,307	-6%
Passenger Accommodations	378	505	-25%	400	-6%
General Overhead	685	750	-9%	713	-4%
	<u>\$6,055</u>	<u>\$6,329</u>	-4%	<u>\$5,782</u>	5%
Net Surplus/(Deficit)	<u>(\$1,411)</u>	<u>(\$1,517)</u>		<u>(\$1,244)</u>	

## Operating Budget

In the aggregate, operating revenue came in 3% under budget and increased 2% over last year. Operating costs came in under budget as well by 4% while growing 5% from FY15/16. The major factors leading to these results are addressed in the balance of this financial report.

### Operating Revenue

**Fare Revenue** – Fare revenue was 8% under budget and \$144,000 or 4% less than the prior year due to the continued decrease in ridership. The majority of the shortfall relative to both the budget and the previous year was in the full fare categories of cash fares and adult passes. In fact, youth, senior, and mobility pass sales were all up from last year. Total contract fares were 5% under budget. The decreased enrollment at SBCC was the primary cause of this although Downtown-Waterfront Shuttle fares were also under budget by 4%. As a whole, contract fares were flat compared to FY15/16.

<b>Fare Revenue by Category</b> <b>Quarter Ending September 30, 2016</b> (\$ thousands)					
	FY2016-17 Actual	FY2016-17 Budget	Var %	FY2015-16 Actual	Var %
Cash Fares & Tokens	\$617	\$674	-8%	\$698	-12%
Pass Sales	574	628	-9%	572	0%
Contract Fares	574	606	-5%	576	0%
	<u>\$1,765</u>	<u>\$1,909</u>	-8%	<u>\$1,845</u>	-4%

**Grants & Subsidies** – TDA Local Transportation Fund sales tax revenue totaled \$1.9 million for the quarter which was generally in line with the budget. On a positive note, excluding the FY14-15 residual payment received in FY15-16, LTF revenue actually increased 4.5% for the three-month period. Measure A operating income of \$510,000 was 3% under budget and decreased by 1% compared to the prior year. State and local operating assistance of \$220,000 reflects a \$160,000 increase from the prior year due to subsidies from the LCTOP program for the increased Lines 1 and 2 AM peak service (which began last December); and the UCSB funding of the new line 28.

**Non-Transportation Income** – Total non-operating revenue of \$219,000 surpassed budget projections by 3%. Bus advertising revenue continue to grow strongly with sales of \$163,000 representing a 28% increase from FY15/16 and 9% over budget. Offsetting bus advertising growth somewhat was reduced interest income and asset sales relative to last year.

### **Operating Expenses**

MTD's total operating expenses of \$6 million for the quarter came in 4% under budget. Wages and fringe benefits were largely accountable for coming in under budget, a result of the continued challenges to fill budgeted positions. Professional services were also well under budget due mainly

<b>Operating Expenses by Category</b> <b>Quarter Ending September 30, 2016</b> (\$ thousands)					
	FY2016-17 Actual	FY2016-17 Budget	Var %	FY2015-16 Actual	Var %
Wages	\$2,805	\$2,830	-1%	\$2,611	7%
Fringe Benefits	1,640	1,777	-8%	1,515	8%
Liability & WC	409	418	-2%	280	46%
Fuel, Power & Lubes	361	382	-6%	523	-31%
Services	277	362	-24%	317	-13%
Materials & Supplies	294	284	3%	267	10%
ADA Services	213	213	0%	206	3%
Utilities	57	63	-10%	64	-12%
	<u>\$6,055</u>	<u>\$6,329</u>	-4%	<u>\$5,782</u>	5%

to a delay in promotional costs pending the hiring of the marketing manager. Operating expenses grew by 5% or \$273,000 compared to the prior year. This was attributable to the increased service level, the new collective bargaining agreement, and increased risk related costs. The reduction in diesel fuel costs was the largest factor in offsetting the growth of operating expenses.

**Wages & Benefits** – The wage and fringe benefit costs for the quarter incorporated the 2% wage increase for represented employees and the 5% service level increase that went into effect in late August. With the continued shortage of drivers, MTD also experienced a sharp rise in unscheduled driver overtime which will continue at least through the first half of the year. These changes are reflected in the 8% increase in wage and fringe benefit costs relative to last year. Nonetheless, such costs are under budget by 4% because of a number of vacancies in budgeted positions including the marketing manager, a dispatcher, a mechanic, and customer service representatives.

<b>Wages &amp; Fringe Benefits</b> <b>Quarter Ending September 30, 2016</b> (\$ thousands)					
	FY2016-17 Actual	FY2016-17 Budget	Var %	FY2015-16 Actual	Var %
Wages	\$2,805	\$2,830	-1%	\$2,611	7%
Fringe Benefits	1,640	1,777	-8%	1,515	8%
Total	<u>\$4,445</u>	<u>\$4,607</u>	-4%	<u>\$4,126</u>	8%

**Risk-Related Costs** – Risk-related costs for the quarter were 2% under budget although there were variances among individual line items. Liability and workers' compensation professional service costs were well over budget due the substantial legal costs of several ongoing claims. However, these were offset by lower liability payouts and reserve level changes. While budgeted for the most part, there was a large increase in worker's compensation current and anticipated future payouts relative to last year. The main reason is the reactivation of several older cases necessitating higher reserve levels.

<b>Risk-Related Costs</b> <b>Quarter Ending September 30, 2016</b> (\$ thousands)					
	FY2016-17 Actual	FY2016-17 Budget	Var %	FY2015-16 Actual	Var %
WC Payouts & Reserves	\$181	\$162	12%	\$63	187%
Insurance Premiums	81	91	-11%	81	-1%
Professional Services	145	96	51%	114	27%
Liability Payouts/Reserve	2	69	-97%	21	-91%
	<u>\$409</u>	<u>\$418</u>	-2%	<u>\$280</u>	46%

**Fuel Cost** – Outlays for diesel fuel where \$10,000 under budget but more notable was the \$156,000 decline in this cost compared to the prior year. The reduction reflects the current fixed price contract which is based on a lower crude oil prices and went into effect mid-November 2015.

## Capital Budget

Capital expenditures for the quarter totaled \$475,000. The continuance of the AIM and smartcard projects absorbed more than half of the capital improvements. Other capital outlays covered the ongoing Olive Terminal canopy and Transit Center renovation work, the new Olive-Cota fence, the bus stop shelter adjacent to the affordable housing development on East De La Guerra, and revenue vehicle improvements. The bulk of the capital funding was provided by local Measure A capital funds, with the balance coming from Prop 1B bond revenue and the federal FTA Section 5309 program.

<b>Capital Projects by Category</b> <b>Quarter Ending September 30, 2016</b>	
	<b>FY16/17</b> <b>Actual</b>
Intelligent Transportation Systems	\$278,618
Operating Facilities	111,408
Passenger Facilities	68,418
Revenue Vehicle Improvements	15,428
Information Systems	1,433
Revenue Vehicle Purchases	0
Total Capital Projects	<u>\$475,305</u>

Additional financial statements are contained on the following pages.

## Detailed Financial Statements

### Statement of Net Position September 30, 2016

#### ASSETS

##### CURRENT ASSETS

Cash & Cash Items	\$ 17,059,668	
Receivables	4,679,995	
Materials & Supplies Inventory	1,321,850	
Prepayments	<u>336,197</u>	
		\$ 23,397,710

##### NON-CURRENT ASSETS

Work in Process	\$ 4,228,046	
Land	5,596,297	
Fixed Facilities	12,973,238	
Revenue Fleet	42,722,521	
Non-Revenue Vehicles	762,621	
Shop Equipment	610,754	
Office & IT Equipment	2,192,092	
Bus Stop Facilities	1,110,047	
Accumulated Depreciation	<u>(39,144,164)</u>	
		<u>31,051,451</u>

**Total Assets** \$ 54,449,161

#### LIABILITIES

##### CURRENT LIABILITIES

Accounts Payables	\$ 775,791	
Payroll Liabilities	795,583	
Other Current Liabilities	<u>1,958,515</u>	
		\$ 3,529,890

##### NON-CURRENT LIABILITIES

Accrued Benefits & Payouts	<u>\$ 7,103,033</u>	
		<u>7,103,033</u>

**Total Liabilities** \$ 10,632,923

#### NET POSITION

Capital Assets	\$ 31,051,451	
Restricted Net Position	3,352,514	
Unrestricted Net Position	10,823,514	
Year to Date Deficit	<u>(1,411,241)</u>	
<b>Total Net Position</b>		<u>43,816,238</u>

**Total Liabilities & Net Position** \$ 54,449,161

**Operating Revenue Detail**  
**Quarter Ending September 30, 2016**

	FY2016-17 Actual	FY2016-17 Budget	Var %	FY2015-16 Actual	Var %
<i>FAREBOX REVENUE</i>					
Cash Fares & Tokens	\$616,883	\$674,097	-8%	\$697,662	-12%
Adult Pass Sales	341,065	420,150	-19%	378,977	-10%
Youth Pass Sales	150,528	126,681	19%	138,981	8%
Senior Pass Sales	42,999	43,567	-1%	40,662	6%
Mobility Pass Sales	37,973	36,531	4%	37,320	2%
Day Pass Sales	1,398	1,483	-6%	1,390	1%
Coastal Express Refunds	0	0	n/a	(25,365)	n/a
Downtown-Waterfront Shuttle	262,586	272,326	-4%	250,271	5%
SBCB Contract Fares	185,823	207,039	-10%	198,194	-6%
UCSB Contract Fares	104,370	102,481	2%	103,622	1%
Other Contract Fares	10,186	9,450	8%	9,452	8%
Special Event Fares	11,372	14,950	-24%	13,964	-19%
<i>Subtotal</i>	<i>\$1,765,183</i>	<i>\$1,908,755</i>	<i>-8%</i>	<i>\$1,845,130</i>	<i>-4%</i>
<i>NON-TRANSPORTATION INCOME</i>					
Advertising on Buses	\$162,805	\$150,000	9%	\$127,190	28%
Property & Other Income	51,221	56,950	-10%	80,708	-37%
Interest on Investments	5,395	5,726	-6%	11,311	-52%
Property Tax Revenue	0	0	n/a	0	n/a
<i>Subtotal</i>	<i>\$219,421</i>	<i>\$212,676</i>	<i>3%</i>	<i>\$219,209</i>	<i>0%</i>
<i>GRANTS &amp; SUBSIDIES</i>					
TDA Sales Tax Revenue	\$1,929,371	\$1,939,680	-1%	\$1,897,985	2%
FTA Formula Assistance	0	0	n/a	0	n/a
Measure A	509,908	523,736	-3%	513,117	-1%
State & Local Op. Assistance	220,032	226,932	-3%	63,149	248%
<i>Subtotal</i>	<i>\$2,659,311</i>	<i>\$2,690,348</i>	<i>-1%</i>	<i>\$2,474,251</i>	<i>7%</i>
<i>Total Operating Revenue</i>	<i>\$4,643,915</i>	<i>\$4,811,779</i>	<i>-3%</i>	<i>\$4,538,590</i>	<i>2%</i>

**Operating Expense Summary**  
**Quarter Ending September 30, 2016**

	FY2016-17 Actual	FY2016-17 Budget	Var %	FY2015-16 Actual	
<i>ROUTE OPERATIONS</i>					
Drivers	\$2,776,324	\$2,757,252	1%	\$2,554,793	9%
Dispatch & Supervision	137,792	165,291	-17%	126,104	9%
Hiring & Training	58,265	80,358	-27%	61,797	-6%
Risk & Safety	573,063	572,274	0%	412,798	39%
Transportation Subsidies	212,775	212,775	0%	206,378	3%
<i>Subtotal</i>	<u>\$3,758,219</u>	<u>\$3,787,950</u>	-1%	<u>\$3,361,870</u>	12%
<i>VEHICLE MAINTENANCE</i>					
Mechanics	\$272,080	\$305,118	-11%	\$259,552	5%
Cleaners & Fuelers	201,261	198,819	1%	193,089	4%
Supervision	137,002	141,723	-3%	107,667	27%
Vehicle Consumables	403,025	424,802	-5%	572,676	-30%
Bus Parts & Supplies	205,272	173,780	18%	159,746	28%
Vendor Services	6,635	24,375	-73%	8,126	-18%
Risk & Safety	9,484	17,317	-45%	6,403	48%
<i>Subtotal</i>	<u>\$1,234,759</u>	<u>\$1,285,934</u>	-4%	<u>\$1,307,259</u>	-6%
<i>PASSENGER ACCOMMODATIONS</i>					
Passenger Facilities	\$138,225	\$176,494	-22%	\$166,869	-17%
Transit Development	88,901	94,243	-6%	74,932	19%
Promotion & Information	90,416	152,659	-41%	78,272	16%
Fare Revenue Collection	60,036	81,375	-26%	79,687	-25%
<i>Subtotal</i>	<u>\$377,578</u>	<u>\$504,771</u>	-25%	<u>\$399,760</u>	-6%
<i>GENERAL OVERHEAD</i>					
Finance	\$128,900	\$127,782	1%	\$112,647	14%
Personnel	40,567	41,866	-3%	26,564	53%
Utilities & Communication	56,543	63,167	-10%	63,937	-12%
Operating Facilities	76,021	81,262	-6%	92,969	-18%
District Administration	382,571	436,151	-12%	417,124	-8%
<i>Subtotal</i>	<u>\$684,602</u>	<u>\$750,228</u>	-9%	<u>\$713,241</u>	-4%
<i>Total Operating Cost</i>	<u><u>\$6,055,158</u></u>	<u><u>\$6,328,883</u></u>	-4%	<u><u>\$5,782,130</u></u>	5%

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# MTD

Santa Barbara  
FY 2016-17

# QUARTERLY REPORTS

July 1, 2016 – September 30, 2016

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# **Summary**

## **First quarter, Fiscal Year 2016-17**

### **July 1, 2016 through September 30, 2016**

#### **Planning Department**

With 1,508,761 passengers for the first quarter of Fiscal Year 2016-17, ridership is below that for the first quarter of last year – a difference of 186,581, or -11.0%. There were the same number of weekday and weekend service days in the first quarters of FY 2015-16 and FY 2016-17.

As shown in the attached table from APTA, the ridership is consistent with other transit agencies statewide. As reported in recent past ridership reports, this is likely attributed to lower gas prices, increased vehicle registrations, decreased international student enrollment (e.g., EF -31.4%) and decreased SBCC enrollment (-7.1%).

#### **Fall 2016 Service Changes:**

Ridership results of the service changes that were implemented in August 2016 are highlighted below:

- Alternating trips of Lines 6 and 11 were interlined with Lines 25 and 23 respectively at the Storke/Hollister intersection to lessen the need to transfer. Lines 23 and 25 were also de-interlined with the routing changed somewhat to provide more direct service in those areas. District wide transfers were significantly less overall which likely was attributed to a decrease in transfers between these lines. In addition, the decrease in ridership on Line 23 is not as significant as the system wide average decrease, and ridership on Line 25 is flat potentially due to the attractiveness of no transfers needed between those particular lines as well.
- Line 7 service was extended over the Fairview Bridge to provide direct service to Old Town Goleta and frequency was increased during weekdays. Lines 8 and 9 were discontinued. Line 7 ridership increased significantly likely due to previous Lines 8 and 9 passengers using Line 7 since they provide service to the same destinations. Lines 7, 8 and 9 combined ridership decreased 9.4% compared to the first quarter of last fiscal year which is less than the system ride ridership decrease of 11.0%.
- Line 20 frequency was increased from one hour to 40 minutes during the mid day on weekdays. Consistent with the district wide trend, Line 20 has experienced a decrease in “at capacity” and “too full to board” occurrences due to decreased overall ridership. Many passengers have commented they are pleased with the greater

frequency of service for that is the only transit line serving between Carpinteria and Santa Barbara during the mid day.

- A new Line 28 began service between Camino Real Marketplace and UCSB. It is fully funded by UCSB. The passengers per hour at 30.7 is higher than the system total of 27.7. Passengers may be new ones given the convenience of the 15 minute frequency during the weekdays and/or as a result of the the 1,000 increase in student enrollment this school year. Many of the passengers may also be previous Line 11, 15x, 24x and 27 passengers depending on daily class schedules and origin and destination with respect to where the lines serve. Ridership on those other lines may decrease accordingly as a result. In addition, UCSB faculty and staff can ride Line 28 for free per the UCSB/MTD agreement which in turn would increase the free fare category overall to some degree. The UCSB Fall quarter began nine days before this first quarter ended therefore additional ridership analysis of this new line is needed as the school year progresses.

### **UCSB & SBCC:**

Both SBCC and UCSB were in Summer Session for 2 less class days and two more Fall semester/quarter days (same total number of class days) than the first quarter of last year.

Combined UCSB and SBCC student ridership for the first quarter of the year was 19.0% of total ridership which is basically the same as the first quarter of last year at 18.8%. Total UCSB and SBCC ridership decreased 10.4% (33,135 passengers) for the three months of the fiscal year.

UCSB ridership increased by approximately 9,000 passengers or 8.1%. Albeit the two less Summer Session class days this quarter compared to last quarter, there were two more Fall quarter days which would contribute to the increase. As previously stated, the increase could also be partially attributed to the 1,000 student enrollment increase this school year as well as the additional direct Line 28 service and more direct service between Line 23 and Line 11 which directly serves Isla Vista and UCSB. San Joaquin is now partially open for occupancy (128 out of a 1,005 beds) which can also contribute somewhat to the increase number of student passengers.

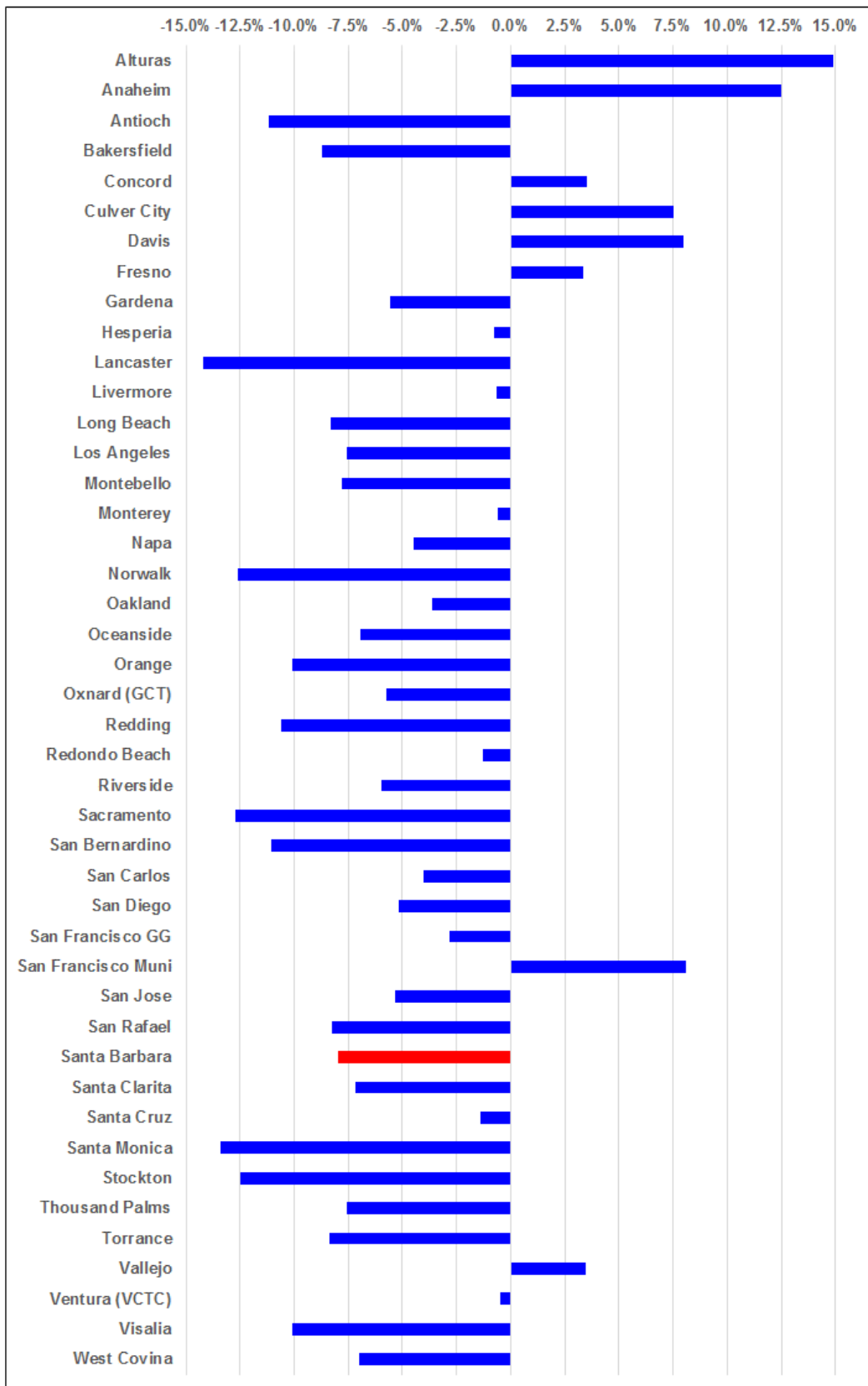
SBCC ridership for the first quarter decreased 20.4%, or 42,221 student passenger trips compared to the first quarter of last fiscal year even though there was two additional class days this quarter albeit two less Summer Session class days. SBCC enrollment for the Fall semester decreased 7.1%. The enrollment decrease probably eases the SBCC parking situation, which might reduce the incentive for students to get to campus without an automobile. Also, construction of a new building on West Campus began after the first quarter of last year in January which involved closure of the West Campus bus stop served by Line 16. Line 16, now on a detour route compared to not on detour the first quarter of last year, saw a passenger decrease for the first quarter of 19.8%. A small portion of this decrease however may be attributed to the removal of the one early AM trip per day during the Summer.

There were four more Santa Barbara Unified School District class days this first quarter than the first quarter of last year which is likely attributable to the 7.2% increase in school booster ridership.

**Cruise Ships:**

There were four cruise ship visits to Santa Barbara in the first quarters of 2015 and 2016. In 2015, they were large vessels (over 3,000 total capacity) which required a full compliment of extra shuttles (4 units). In 2016, three were large vessels requiring four extra units, while one vessel was of "medium" size (under 3,000 total capacity) and required only three extra units. As usual, the extra shuttles were appreciated and well-used, with all shuttles together carrying an average of nearly 1,000 additional passengers per day. Note that passengers paying Senior fare are counted by the fare box as 'Senior' and not as 'Shuttle' passengers – thus the increase in Senior ridership.

**Change in Bus Ridership:**  
**1st Quarter of 2016 Compared to 1st Quarter of 2015**  
 (All California Agencies that are Included in APTA Report)



# Planning

## Ridership by Fare Category (July – September 2016)

Fare Categories	Quarter			YTD		
	Jul 16 - Sep 16	Jul 15 - Sep 15	% Change	FY 2016-2017	FY2015- 2016	% Change
General Fare	262,110	304,672	-14.0%	262,110	304,672	-14.0%
Transfers	145,027	167,463	-13.4%	145,027	167,463	-13.4%
Full Fare Prepaid (1)	277,209	343,294	-19.3%	277,209	343,294	-19.3%
Santa Barbara City College	165,007	207,228	-20.4%	165,007	207,228	-20.4%
Senior & Disabled Prepaid (2)	171,920	174,620	-1.5%	171,920	174,620	-1.5%
Shuttle (DWE & Seaside)	81,773	86,295	-5.2%	81,773	86,295	-5.2%
UC Santa Barbara	120,830	111,744	8.1%	120,830	111,744	8.1%
Youth Prepaid (3)	149,798	157,432	-4.8%	149,798	157,432	-4.8%
Free	36,151	45,939	-21.3%	36,151	45,939	-21.3%
My Ride / Brooks	28,891	35,050	-17.6%	28,891	35,050	-17.6%
Senior	53,729	45,958	16.9%	53,729	45,958	16.9%
Persons with Disabilities	10,027	9,722	3.1%	10,027	9,722	3.1%
Tokens	6,289	5,925	6.1%	6,289	5,925	6.1%
Total	1,508,761	1,695,342	-11.0%	1,508,761	1,695,342	-11.0%

(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 K-12 Youth 10-ride and unlimited 30-day Passport use.

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

## Revenue Hours and Revenue Miles (July – September 2016)

Metrics	Quarter			YTD		
	Jul 16 - Sep 16	Jul 15 - Sep 15	%Change	FY 2016-2017	FY2015- 2016	% Change
Passengers	1,508,761	1,695,342	-11.0%	1,508,761	1,695,342	-11.0%
Revenue Hours	54,442	52,588	3.5%	54,442	52,588	3.5%
Passengers per Revenue Hour	27.7	32.2	-14.0%	27.7	32.2	-14.0%
Miles	651,396	629,227	3.5%	651,396	629,227	3.5%
Passengers per Mile	2.3	2.7	-14.0%	2.3	2.7	-14.0%

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

# Planning

## MTD System Ridership (July – September 2016)

		Quarter			YTD		
LINE		Jul 16 - Sep 16	Jul 15 - Sep 15	% Change	FY 2016-2017	FY2015- 2016	% Change
1	West Santa Barbara	88,868	101,217	-12.2%	88,868	101,217	-12.2%
2	East Santa Barbara	134,372	159,408	-15.7%	134,372	159,408	-15.7%
3	Oak Park	49,683	54,790	-9.3%	49,683	54,790	-9.3%
4	Mesa / SBCC	33,072	36,619	-9.7%	33,072	36,619	-9.7%
5	Mesa / La Cumbre	36,596	43,162	-15.2%	36,596	43,162	-15.2%
6	Goleta	152,263	173,603	-12.3%	152,263	173,603	-12.3%
7	County Health / Fairview	48,780	37,548	29.9%	48,780	37,548	29.9%
8	County Health	13,743	27,180	-49.4%	13,743	27,180	-49.4%
9	Calle Real / Old Town Shuttle	4,257	9,007	-52.7%	4,257	9,007	-52.7%
10	Cathedral Oaks	5,229	6,166	-15.2%	5,229	6,166	-15.2%
11	UCSB	219,084	266,506	-17.8%	219,084	266,506	-17.8%
12x	Goleta Express	61,128	64,168	-4.7%	61,128	64,168	-4.7%
14	Montecito	22,559	25,504	-11.5%	22,559	25,504	-11.5%
15x	SBCC / UCSB Express	54,004	73,198	-26.2%	54,004	73,198	-26.2%
16	City College Shuttle	19,586	24,426	-19.8%	19,586	24,426	-19.8%
17	Lower West / SBCC	40,055	47,671	-16.0%	40,055	47,671	-16.0%
20	Carpinteria	76,937	85,159	-9.7%	76,937	85,159	-9.7%
21x	Carpinteria Express	21,982	26,601	-17.4%	21,982	26,601	-17.4%
23	Winchester Canyon	15,608	16,647	-6.2%	15,608	16,647	-6.2%
24x	UCSB Express	135,517	156,758	-13.6%	135,517	156,758	-13.6%
25	Ellwood	13,264	13,245	0.1%	13,264	13,245	0.1%
27	Isla Vista Shuttle	30,299	37,035	-18.2%	30,299	37,035	-18.2%
28	UCSB Shuttle	22,778	-	100.0%	22,778	-	100.0%
36	Seaside Shuttle	20,097	20,125	-0.1%	20,097	20,125	-0.1%
37	Crosstown Shuttle	23,363	24,614	-5.1%	23,363	24,614	-5.1%
	Booster Services	40,988	38,244	7.2%	40,988	38,244	7.2%
System Subtotal		1,384,112	1,568,601	-11.8%	1,384,112	1,568,601	-11.8%
<i>Downtown Waterfront Shuttles</i>							
30	Downtown Shuttle	101,522	101,181	0.3%	101,522	101,181	0.3%
31	East Beach Waterfront Shuttle	16,298	16,863	-3.4%	16,298	16,863	-3.4%
32	West Beach Waterfront Shuttle	6,829	8,697	-21.5%	6,829	8,697	-21.5%
<i>Unknown</i>							
		-	-	0.0%	-	-	0.0%
<b>System Total</b>		<b>1,508,761</b>	<b>1,695,342</b>	<b>-11.0%</b>	<b>1,508,761</b>	<b>1,695,342</b>	<b>-11.0%</b>
<i>Related Routes</i>							
20, 21x Carpinteria		98,919	111,760	-11.5%	98,919	111,760	-11.5%
1, 2, 37 East/West & Crosstown		246,603	285,239	-13.5%	246,603	285,239	-13.5%
4, 5, 15x, 16, 17 Mesa Lines		183,313	225,076	-18.6%	183,313	225,076	-18.6%
6, 11 State/Hollister		371,347	440,109	-15.6%	371,347	440,109	-15.6%
7, 8, 9 Calle Real/Fairview		66,780	73,735	-9.4%	66,780	73,735	-9.4%

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



# Planning

## MTD Passengers per Revenue Hour (July – September 2016)

		Quarter			YTD		
LINE		Jul 16 - Sep 16	Jul 15 - Sep 15	% Change	FY 2016-2017	FY2015- 2016	% Change
1	West Santa Barbara	30.0	35.7	-15.9%	30.0	35.7	-15.9%
2	East Santa Barbara	28.6	36.5	-21.6%	28.6	36.5	-21.6%
3	Oak Park	18.7	20.7	-9.3%	18.7	20.7	-9.3%
4	Mesa / SBCC	28.0	31.0	-9.7%	28.0	31.0	-9.7%
5	Mesa / La Cumbre	20.6	24.2	-15.1%	20.6	24.2	-15.1%
6	Goleta	31.7	35.4	-10.4%	31.7	35.4	-10.4%
7	County Health / Fairview	19.7	28.3	-30.3%	19.7	28.3	-30.3%
8	County Health	26.0	28.5	-8.8%	26.0	28.5	-8.8%
9	Calle Real / Old Town Shuttle	11.7	13.9	-16.0%	11.7	13.9	-16.0%
10	Cathedral Oaks	13.1	15.5	-15.2%	13.1	15.5	-15.2%
11	UCSB	28.3	33.9	-16.5%	28.3	33.9	-16.5%
12x	Goleta Express	33.9	37.8	-10.3%	33.9	37.8	-10.3%
14	Montecito	17.6	20.0	-11.6%	17.6	20.0	-11.6%
15x	SBCC / UCSB Express	33.1	45.0	-26.5%	33.1	45.0	-26.5%
16	City College Shuttle	42.2	55.6	-24.1%	42.2	55.6	-24.1%
17	Lower West / SBCC	48.4	57.6	-16.0%	48.4	57.6	-16.0%
20	Carpinteria	21.4	24.7	-13.2%	21.4	24.7	-13.2%
21x	Carpinteria Express	21.5	24.1	-11.1%	21.5	24.1	-11.1%
23	Winchester Canyon	20.4	19.8	3.1%	43.3	19.8	118.7%
24x	UCSB Express	43.3	54.2	-20.2%	27.4	54.2	-49.4%
25	Ellwood	27.4	33.9	-19.2%	23.8	33.9	-29.7%
27	Isla Vista Shuttle	23.8	29.8	-20.0%	30.7	29.8	3.2%
28	UCSB Shuttle	30.7	-	100.0%	29.5	-	100.0%
36	Seaside Shuttle	18.7	18.7	-0.2%	18.7	18.7	-0.2%
37	Crosstown Shuttle	14.9	15.6	-4.9%	14.9	15.6	-4.9%
	Booster Services	87.4	90.8	-3.8%	87.4	90.8	-3.8%
System Subtotal		27.8	32.8	-15.2%	27.8	32.8	-15.2%
<i>Downtown Waterfront Shuttles</i>							
30	Downtown Shuttle	29.5	28.7	2.6%	29.5	28.7	2.6%
31	East Beach Waterfront Shuttle	18.4	19.1	-4.0%	18.4	19.1	-4.0%
32	West Beach Waterfront Shuttle	17.2	21.7	-20.6%	17.2	21.7	-20.6%
<i>Unknown</i>							
		-	-	0.0%	-	-	0.0%
System Total		27.7	32.2	-14.0%	27.7	32.2	-14.0%

<i>Related Routes</i>							
20, 21x Carpinteria	21.4	24.5	-12.7%	21.4	24.5	-12.7%	
1, 2, 37 East/West & Crosstown	26.7	32.5	-17.8%	26.7	32.5	-17.8%	
4, 5, 15x, 16, 17 Mesa Lines	31.1	38.4	-19.0%	31.1	38.4	-19.0%	
6, 11 State/Hollister	29.6	34.5	-14.1%	29.6	34.5	-14.1%	
7, 8, 9 Calle Real	19.8	25.2	-21.2%	19.8	25.2	-21.2%	

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

# Planning

## MTD “At Capacity” Loads \* (July – September 2016)

Quarter					YTD		
LINE		Jul 16 - Sep 16	Jul 15 - Sep 15	% Change	FY 2016-2017	FY2015- 2016	% Change
1	West Santa Barbara	4	5	-20.0%	4	5	-20.0%
2	East Santa Barbara	11	33	-66.7%	11	33	-66.7%
3	Oak Park	9	6	50.0%	9	6	50.0%
4	Mesa / SBCC	1	1	0.0%	1	1	0.0%
5	Mesa / La Cumbre	14	15	-6.7%	14	15	-6.7%
6	Goleta	92	63	46.0%	92	63	46.0%
7	County Health / Fairview	4	15	-73.3%	4	15	-73.3%
8	County Health	1	-	100.0%	1	-	100.0%
9	Calle Real / Old Town Shuttle	-	-	0.0%	-	-	0.0%
10	Cathedral Oaks	-	-	0.0%	-	-	0.0%
11	UCSB	53	91	-41.8%	53	91	-41.8%
12x	Goleta Express	18	19	-5.3%	18	19	-5.3%
14	Montecito	3	5	-40.0%	3	5	-40.0%
15x	SBCC / UCSB Express	35	42	-16.7%	35	42	-16.7%
16	City College Shuttle	10	14	-28.6%	10	14	-28.6%
17	Lower West / SBCC	11	25	-56.0%	11	25	-56.0%
20	Carpinteria	11	17	-35.3%	11	17	-35.3%
21x	Carpinteria Express	5	5	0.0%	5	5	0.0%
23	Winchester Canyon	1	-	100.0%	1	-	100.0%
24x	UCSB Express	96	167	-42.5%	96	167	-42.5%
25	Ellwood	1	-	100.0%	1	-	100.0%
27	Isla Vista Shuttle	4	17	-76.5%	4	17	-76.5%
28	UCSB Shuttle	16	-	100.0%	16	-	100.0%
36	Seaside Shuttle	5	16	-68.8%	5	16	-68.8%
37	Crosstown Shuttle	-	4	-100.0%	-	4	-100.0%
	Booster Services	39	75	-48.0%	39	75	0.0%
System Subtotal		444	635	-30.1%	444	635	-30.1%
Downtown Waterfront Shuttles							
30	Downtown Shuttle	63	146	-56.8%	63	146	-56.8%
31	East Beach Waterfront Shuttle	4	8	-50.0%	4	8	-50.0%
32	West Beach Waterfront Shuttle	-	-	0	-	-	0.0%
Related Routes							
20, 21x Carpinteria		16	22	-27.3%	16	22	-27.3%
1, 2, 37 East/West & Crosstown		15	42	-64.3%	15	42	-64.3%
4, 5, 15x, 16, 17 Mesa Lines		71	97	-26.8%	71	97	-26.8%
6, 11 State/Hollister		145	154	-5.8%	145	154	-5.8%
7, 8, 9 Calle Real, Fairview		5	15	-66.7%	5	15	-66.7%
Unknown/Miscellaneous							
		4	-	100.0%	4	-	100.0%
System Total		515	789	-34.7%	515	789	-34.7%

\* 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

## MTD “Too Full to Board” Loads \* (July – September 2016)

		Quarter			YTD		
LINE		Jul 16 - Sep 16	Jul 15 - Sep 15	% Change	FY 2016-2017	FY2015- 2016	% Change
1	West Santa Barbara	4	1	300.0%	4	1	300.0%
2	East Santa Barbara	6	14	-57.1%	6	14	-57.1%
3	Oak Park	3	1	200.0%	3	1	200.0%
4	Mesa / SBCC	1	-	100.0%	1	-	100.0%
5	Mesa / La Cumbre	1	9	-88.9%	1	9	-88.9%
6	Goleta	32	48	-33.3%	32	48	-33.3%
7	County Health / Fairview	2	5	-60.0%	2	5	-60.0%
8	County Health	-	-	0.0%	-	-	0.0%
9	Calle Real / Old Town Shuttle	-	-	0.0%	-	-	0.0%
10	Cathedral Oaks	-	-	0.0%	-	-	0.0%
11	UCSB	28	67	-58.2%	28	67	-58.2%
12x	Goleta Express	18	23	-21.7%	18	23	-21.7%
14	Montecito	3	-	100.0%	3	-	100.0%
15x	SBCC / UCSB Express	28	87	-67.8%	28	87	-67.8%
16	City College Shuttle	3	7	-57.1%	3	7	-57.1%
17	Lower West / SBCC	6	11	-45.5%	6	11	-45.5%
20	Carpinteria	4	2	100.0%	4	2	100.0%
21x	Carpinteria Express	-	1	-100.0%	-	1	-100.0%
23	Winchester Canyon	1	-	100.0%	1	-	100.0%
24x	UCSB Express	116	224	-48.2%	116	224	-48.2%
25	Ellwood	1	-	100.0%	1	-	100.0%
27	Isla Vista Shuttle	15	13	15.4%	15	13	15.4%
28	UCSB Shuttle	34	-	100.0%	34	-	100.0%
36	Seaside Shuttle	10	4	150.0%	10	4	150.0%
37	Crosstown Shuttle	1	3	-66.7%	1	3	-66.7%
	Booster Services	19	39	-51.3%	19	39	-51.3%
System Subtotal		336	559	-39.9%	336	559	-39.9%
<i>Downtown Waterfront Shuttles</i>							
30	Downtown Shuttle	318	383	-17.0%	318	383	-17.0%
31	East Beach Waterfront Shuttle	11	10	10.0%	11	10	10.0%
32	West Beach Waterfront Shuttle	1	4	-75.0%	1	4	-75.0%
<i>Related Routes</i>							
20, 21x Carpinteria		4	3	33.3%	4	3	33.3%
1, 2, 37 East/West & Crosstown		11	18	-38.9%	11	18	-38.9%
4, 5, 15x, 16, 17 Mesa Lines		39	114	-65.8%	39	114	-65.8%
6, 11 State/Hollister		60	115	-47.8%	60	115	-47.8%
7, 8, 9 Calle Real, Fairview		2	5	-60.0%	2	5	-60.0%
<i>Unknown/Miscellaneous</i>							
		4	5	-20.0%	4	5	-20.0%
System Total		670	961	-30.3%	670	961	-30.3%

\* 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

## MTD Bicycles Carried (July – September 2016)

		Quarter			YTD		
	LINE	Jul 16 - Sep 16	Jul 15 - Sep 15	% Change	FY 2016-2017	FY2015- 2016	% Change
1	West Santa Barbara	633	628	0.8%	633	628	0.8%
2	East Santa Barbara	1,494	1,553	-3.8%	1,494	1,553	-3.8%
3	Oak Park	412	773	-46.7%	412	773	-46.7%
4	Mesa / SBCC	539	655	-17.7%	539	655	-17.7%
5	Mesa / La Cumbre	812	786	3.3%	812	786	3.3%
6	Goleta	3,949	4,798	-17.7%	3,949	4,798	-17.7%
7	County Health / Fairview	1,222	915	33.6%	1,222	915	33.6%
8	County Health	330	681	-51.5%	330	681	-51.5%
9	Calle Real / Old Town Shuttle	51	89	-42.7%	51	89	-42.7%
10	Cathedral Oaks	146	165	-11.5%	146	165	-11.5%
11	UCSB	5,392	6,325	-14.8%	5,392	6,325	-14.8%
12x	Goleta Express	2,164	2,321	-6.8%	2,164	2,321	-6.8%
14	Montecito	472	537	-12.1%	472	537	-12.1%
15x	SBCC / UCSB Express	788	1,133	-30.5%	788	1,133	-30.5%
16	City College Shuttle	174	236	-26.3%	174	236	-26.3%
17	Lower West / SBCC	404	417	-3.1%	404	417	-3.1%
20	Carpinteria	1,860	2,293	-18.9%	1,860	2,293	-18.9%
21x	Carpinteria Express	675	813	-17.0%	675	813	-17.0%
23	Winchester Canyon	300	221	35.7%	300	221	35.7%
24x	UCSB Express	3,441	3,659	-6.0%	3,441	3,659	-6.0%
25	Ellwood	218	184	18.5%	218	184	18.5%
27	Isla Vista Shuttle	307	396	-22.5%	307	396	-22.5%
28	UCSB Shuttle	257	-	100.0%	257	-	100.0%
36	Seaside Shuttle <sup>1</sup>	-	-	0.0%	-	-	0.0%
37	Crosstown Shuttle <sup>1</sup>	-	-	0.0%	-	-	0.0%
	Booster Services	42	33	27.3%	42	33	27.3%
<b>System Subtotal</b>		<b>26,082</b>	<b>29,611</b>	<b>-11.9%</b>	<b>26,082</b>	<b>29,611</b>	<b>-11.9%</b>
<b>Downtown Waterfront Shuttles <sup>1</sup></b>							
30	State Street Shuttle	-	-	N/A	-	-	N/A
31	East Beach Waterfront Shuttle	-	-	N/A	-	-	N/A
32	West Beach Waterfront Shuttle	-	-	N/A	-	-	N/A
<b>Related Routes</b>							
20, 21x	Carpinteria	2,535	3,106	-18.4%	2,535	3,106	-18.4%
1,2,37	East/West & Crosstown	2,127	2,181	-2.5%	2,127	2,181	-2.5%
4, 5, 15x, 16, 17	Mesa Lines	2,717	3,227	-15.8%	2,717	3,227	-15.8%
6,11	State/Hollister	9,341	11,123	-16.0%	9,341	11,123	-16.0%
7, 8, 9	Calle Real/Fairview	1,603	1,685	-4.9%	1,603	1,685	-4.9%
<b>Unknown/Miscellaneous</b>							
		252	54	366.7%	252	54	366.7%
<b>System Total</b>		<b>26,334</b>	<b>29,665</b>	<b>-11.2%</b>	<b>26,334</b>	<b>29,665</b>	<b>-11.2%</b>

<sup>1</sup> MTD electric shuttles cannot carry bicycles.

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

# Planning

## MTD Wheelchairs Boarded (July – September 2016)

		Quarter			YTD		
LINE		Jul 16 - Sep 16	Jul 15 - Sep 15	% Change	FY 2016-2017	FY2015- 2016	% Change
1	West Santa Barbara	365	364	0.3%	365	364	0.3%
2	East Santa Barbara	525	491	6.9%	525	491	6.9%
3	Oak Park	410	350	17.1%	410	350	17.1%
4	Mesa / SBCC	43	30	43.3%	43	30	43.3%
5	Mesa / La Cumbre	196	227	-13.7%	196	227	-13.7%
6	Goleta	526	644	-18.3%	526	644	-18.3%
7	County Health / Fairview	432	275	57.1%	432	275	57.1%
8	County Health	86	157	-45.2%	86	157	-45.2%
9	Calle Real / Old Town Shuttle	33	78	-57.7%	33	78	-57.7%
10	Cathedral Oaks	5	1	400.0%	5	1	400.0%
11	UCSB	623	732	-14.9%	623	732	-14.9%
12x	Goleta Express	190	201	-5.5%	190	201	-5.5%
14	Montecito	71	78	-9.0%	71	78	-9.0%
15x	SBCC / UCSB Express	60	10	500.0%	60	10	500.0%
16	City College Shuttle	75	41	82.9%	75	41	82.9%
17	Lower West / SBCC	72	29	148.3%	72	29	148.3%
20	Carpinteria	249	334	-25.4%	249	334	-25.4%
21x	Carpinteria Express	73	47	55.3%	73	47	55.3%
23	Winchester Canyon	17	10	70.0%	17	10	70.0%
24x	UCSB Express	137	115	19.1%	137	115	19.1%
25	Ellwood	15	21	-28.6%	15	21	-28.6%
27	Isla Vista Shuttle	7	17	-58.8%	7	17	-58.8%
28	UCSB Shuttle	3	-	100.0%	3	-	100.0%
36	Seaside Shuttle	22	27	-18.5%	22	27	-18.5%
37	Crosstown Shuttle	35	21	66.7%	35	21	66.7%
	Booster Services	1	-	100.0%	1	-	100.0%
<b>System Subtotal</b>		<b>4,271</b>	<b>4,300</b>	<b>-0.7%</b>	<b>4,271</b>	<b>4,300</b>	<b>-0.7%</b>
<b>Downtown Waterfront Shuttles</b>							
30	State Street Shuttle	245	165	48.5%	245	165	48.5%
31	East Beach Waterfront Shuttle	34	36	-5.6%	34	36	-5.6%
32	West Beach Waterfront Shuttle	7	6	16.7%	7	6	16.7%
<b>Related Routes</b>							
20, 21x	Carpinteria	322	381	-15.5%	322	381	-15.5%
1, 2, 37	East/West & Crosstown	925	876	5.6%	925	876	5.6%
4, 5, 15x, 16, 17	Mesa Lines	446	337	32.3%	446	337	32.3%
6, 11	State/Hollister	1,149	1,376	-16.5%	1,149	1,376	-16.5%
7, 8, 9	Calle Real/Fairview	551	510	8.0%	551	510	8.0%
<b>Unknown/Miscellaneous</b>							
		23	1	2200.0%	23	1	2200.0%
<b>System Total</b>		<b>4,580</b>	<b>4,508</b>	<b>1.6%</b>	<b>4,580</b>	<b>4,508</b>	<b>1.6%</b>

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

# Transit Operations

## AM/PM Startup for July-August-September

	FY 2016-2017				FY 2015-2016			
Starts (from terminal)	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)
Weekday AM	4,852	4 (1)	3 (2)	2 (3)	5,696	0	1 (3)	1 (2)
Weekday PM	1,873	1 (1)	0	2 (3)	2,240	0	0	0
Saturday	674	0	0	0	765	0	1 (3)	0
Sunday	744	1 (1)	0	0	663	0	2 (3)	4 (2)
Quarter Totals	8,143	6	3	5	9,364	0	4	5

## AM/PM Startup YTD

	FY 2016-2017				FY 2015-2016			
Starts (from terminal)	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)
Weekday AM	4,852	4 (1)	3 (2)	2 (3)	5,696	0	1 (3)	1 (2)
Weekday PM	1,873	1 (1)	0	2 (3)	2,240	0	0	0
Saturday	674	0	0	0	765	0	1 (3)	0
Sunday	744	1 (1)	0	0	663	0	2 (3)	4 (2)
YTD Totals	8,143	6	3	5	9,364	0	4	5

(1) Driver minimally late

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

(3) Incidents/accidents

# Customer Service

## FY 2017 1st Quarter Quarter Complaints & Compliments

Month	Passenger Relations	Driving Observations	Schedule/ Policy	Missed Passengers	Total Complaints	Passenger Boardings per Complaint	Compliments
July	9	8	3	3	23	19,926	4
August	6	4	0	3	13	38,344	5
September	6	7	3	3	19	29,052	2
Quarter Total	21	19	6	9	55	27,432	11

## Fiscal Year Total Complaints & Compliments

Month	Passenger Relations	Driving Observations	Schedule/ Policy	Missed Passengers	Total Complaints	Passenger Boardings per Complaint	Compliments
FY 2017	21	19	6	9	55	27,432	11
FY 2016	51	24	27	18	120	14,128	13

### 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.

### MTD Performance Standard:

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

# Transit Operations



## Fleet Facts

EV Fleet	Number in Fleet	Battery Type	Traction
EV's 13, 16,17, 26-29	7	Ni-Cad	AC Drive
EV's 12, 14,15,18,19,20 and 21	7	LiFePO4	AC Drive

## Fleet Consumption Statistics

### First Quarter Fiscal Year 2017 (Sept. 30, 2016)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
39,829	56,310	0.71	\$17,619	\$12,399	\$1.07

### First Quarter Fiscal Year 2016 (Sept. 30, 2015)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
53,315	76,159	0.70	\$38,377	\$19,137	\$1.40

### Fiscal Year 2017 to Date (Sept. 30, 2016)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
39,829	56,310	0.71	\$17,619	\$12,399	\$1.07

### Fiscal Year 2016 to Date (Sept. 30, 2015)

Miles	KWH	MPK	Parts	Labor	Cost per Mile
53,315	76,159	0.70	\$38,377	\$19,137	\$1.40



# Transit Operations



## Fleet Facts

Diesel Fleet	Number in Fleet	Engine	Transmission
1998 Nova LFS 40	15	Detroit Diesel Series 40 inline 6	Allison B400R
2000 Nova LFS 40	2	Detroit Diesel Series 40 inline 6	Allison B400R

## Fleet Consumption Statistics

First Quarter Fiscal Year 2017 (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
85,901	4.51	\$36,502	\$30,152	\$17,061	\$0.97

First Quarter Fiscal Year 2016 (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
76,471	4.63	\$50,200	\$14,157	\$12,076	\$1.00

Fiscal Year 2017 to Date (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
85,901	4.51	\$36,502	\$30,152	\$17,061	\$0.97

Fiscal Year 2016 to Date (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
76,471	4.63	\$50,200	\$14,157	\$12,076	\$1.00

Note: FY16 Fuel/Oil amounts are reflective of \$2.93 per gallon contract pricing for diesel fuel. The FY17 Fuel/Oil amounts are reflective of \$1.81 per gallon contract pricing.

# 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

First Quarter Fiscal Year 2017 (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
95,793	4.92	\$37,124	\$26,593	\$13,517	\$0.80
First Quarter Fiscal Year 2016 (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
94,864	4.86	\$59,935	\$41,034	\$17,495	\$1.25
Fiscal Year 2017 to Date (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
95,793	4.92	\$37,124	\$26,593	\$13,517	\$0.80
Fiscal Year 2016 to Date (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
94,864	4.86	\$59,935	\$41,034	\$17,495	\$1.25

Note: FY16 Fuel/Oil amounts are reflective of \$2.93 per gallon contract pricing for diesel fuel. The FY17 Fuel/Oil amounts are reflective of \$1.81 per gallon contract pricing.

# Transit Operations



## Gillig 700 Hybrid Series Fleet Facts

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

## Fleet Consumption Statistics

First Quarter Fiscal Year 2017 (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
13,715	4.64	\$5,655	\$909	\$1,533	\$0.59
First Quarter Fiscal Year 2016 (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
8,678	4.52	\$5,878	\$2,189	\$867	\$1.03
Fiscal Year 2017 to Date (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
13,715	4.64	\$5,655	\$909	\$1,533	\$0.59
Fiscal Year 2016 to Date (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
8,678	4.52	\$5,878	\$2,189	\$867	\$1.03

Note: FY16 Fuel/Oil amounts are reflective of \$2.93 per gallon contract pricing for diesel fuel. The FY17 Fuel/Oil amounts are reflective of \$1.81 per gallon contract pricing.

# 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	Cummins ISL	Allison B400R
2013 Gillig LF 40	13	Cummins ISL	Allison B400R

## Fleet Consumption Statistics

### First Quarter Fiscal Year 2017 (Sept. 30, 2016)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
355,073	4.61	\$150,404	\$80,284	\$52,203	\$0.79

### First Quarter Fiscal Year 2016 (Sept. 30, 2015)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
343,681	4.62	\$231,749	\$51,743	\$40,755	\$0.94

### Fiscal Year 2017 to Date (Sept. 30, 2016)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
355,073	4.61	\$150,404	\$80,284	\$52,203	\$0.79

### Fiscal Year 2016 to Date (Sept. 30, 2015)

Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
343,681	4.62	\$231,749	\$51,743	\$40,755	\$0.94

Note: FY16 Fuel/Oil amounts are reflective of \$2.93 per gallon contract pricing for diesel fuel. The FY17 Fuel/Oil amounts are reflective of \$1.81 per gallon contract pricing.



# 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	Cummins ISB Inline 6	Allison EP40

## Fleet Consumption Statistics

First Quarter Fiscal Year 2017 (Sept. 30, 2017)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
130,122	4.94	\$ 50,852	\$31,576	\$20,340	\$0.78
First Quarter Fiscal Year 2016 (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
126,383	4.77	\$80,958	\$39,544	\$15,914	\$1.08
Fiscal Year 2017 to Date (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
130,122	4.94	\$ 50,852	\$31,576	\$20,340	\$0.78
Fiscal Year 2016 to Date (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
126,383	4.77	\$80,958	\$39,544	\$15,914	\$1.08

\*FY2016 Parts include repowering of 912 and 915 with new engines

Note: FY16 Fuel/Oil amounts are reflective of \$2.93 per gallon contract pricing for diesel fuel. The FY17 Fuel/Oil amounts are reflective of \$1.81 per gallon contract pricing.

# Transit Operations



## Nova 1000 Series Artic Fleet Facts

Diesel Fleet	Number in Fleet	Engine	Transmission
2014	3	Cummins ISL	Allison B500R

## Fleet Consumption Statistics

First Quarter Fiscal Year 2017 (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
29,693	4.49	\$12,562	\$2,445	\$3,510	\$0.63

First Quarter Fiscal Year 2016 (Sept. 30, 2015)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
31,341	4.48	\$14,584	\$1,003	\$2,336	\$0.84

Fiscal Year to Date 2017 (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
29,693	4.49	\$12,562	\$2,445	\$3,510	\$0.63

Fiscal Year to Date 2016 (Sept. 30, 2016)					
Miles	MPG	Fuel/Oil	Parts	Labor	Cost per Mile
31,341	4.48	\$14,584	\$1,003	\$2,336	\$0.84

Note: FY16 Fuel/Oil amounts are reflective of \$2.93 per gallon contract pricing for diesel fuel. The FY17 Fuel/Oil amounts are reflective of \$1.81 per gallon contract pricing.

**Santa Barbara Metropolitan Transit District**  
**FY 2017 National Transit Database Roadcalls ("Mechanical System Failures") - First Quarter & YTD**

Fleet	Fiscal Year	All Mechanical System Failures	Major Mechanical System Failures	Accumulated Miles	Miles between All Mechanical System Failures	Miles between Major Mechanical System Failures
Electric Vehicles (EVs)	2017	25	25	39,829	1,593	1,593
	<b>2016</b>	<b>80</b>	<b>73</b>	<b>53,315</b>	<b>666</b>	<b>730</b>
400 Nova 40 ft.	2017	8	7	85,901	10,738	10,738
	<b>2016</b>	<b>9</b>	<b>3</b>	<b>76,471</b>	<b>8,497</b>	<b>25,490</b>
600 Gillig 40 ft.	2017	41	41	355,073	8,660	8,660
	<b>2016</b>	<b>37</b>	<b>16</b>	<b>343,681</b>	<b>9,289</b>	<b>21,480</b>
700 Gillig 29 ft.	2017	16	16	95,793	5,987	5,987
	<b>2016</b>	<b>33</b>	<b>10</b>	<b>94,684</b>	<b>2,869</b>	<b>9,468</b>
700 Gillig 29 ft. Hybrid	2017	0	0	13,715	13,715	13,715
	<b>2016</b>	<b>0</b>	<b>0</b>	<b>8,678</b>	<b>n/a</b>	<b>n/a</b>
900 Gillig 40 ft. Hybrid	2017	20	20	130,122	6,506	6,506
	<b>2016</b>	<b>15</b>	<b>5</b>	<b>126,383</b>	<b>8,426</b>	<b>25,277</b>
1000 Nova 60 ft. Artic.	2017	4	4	29,693	7,423	7,423
	<b>2016</b>	<b>4</b>	<b>0</b>	<b>21,341</b>	<b>5,335</b>	<b>n/a</b>
System Total - Excluding EVs	2017	89	89	710,297	7,981	7,981
	<b>2016</b>	<b>98</b>	<b>34</b>	<b>671,238</b>	<b>6,849</b>	<b>19,742</b>
System Total - All Vehicles	2017	114	114	750,126	6,580	6,580
	<b>2016</b>	<b>178</b>	<b>107</b>	<b>724,553</b>	<b>4,071</b>	<b>6,772</b>

# Management & Administration

## July through September

### Liability Claims (bus accidents)

	2016	2015	2014	2013	2012
ReportableTo National Transit Database	1	2	0	0	0

The NTD defines a Reportable Event (Major Incident) as a safety or security event occurring on transit right-of-way, in a transit revenue facility, in a transit maintenance facility, or involving a transit revenue vehicle meeting the following criteria:

- An evacuation for life safety reasons
- Estimated property damage equal to or exceeding \$25,000
- Fatality
- Immediate transport away from the scene for medical attention, except illnesses requiring transport for

MTD's Adopted Safety Standard is "revenue vehicles shall travel a minimum of 300,000 revenue miles between reportable safety incidents." Revenue miles for the quarter totaled approximately 597,000 and reportable events to NTD for the quarter totaled 1. Thus, we exceeded our measure for the quarter.

### Workers' Compensation Claims

	2016	2015	2014	2013	2012
July	1	2	2	4	1
August	0	2	3	2	3
September	3	2	2	3	4
Total for Quarter:	4	6	7	9	8



# Management & Administration

## July through September

### MTD Employee Turnover Rate

Department vs. Total	2016	2015	2014	2013	2012
Staff	0%	0%	0%	3%	5%
Drivers	2%	2.0%	3.0%	0%	1%
Service Workers	0%	0%	0%	0%	7%
Mechanics	10%	0%	0%	0%	7%

# Transit Finance

## Compliance Report for Quarter Ending September 30, 2016

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 July 1 and September 30, 2016, to address these requirements.

### MTD Compliance Actions

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

Submitted MTD monthly National Transit Database Ridership reports to FTA, as required.

Submitted MTD triannual Equal Employment Opportunity Program update to the FTA, as required.

Submitted semi-annual reports to the California Department of Transportation (Caltrans) for MTD's Proposition 1B grants from the Public Transportation Modernization, Improvement, and Service Enhancement Account (PTMISEA).

Submitted the final report for MTD's FY 2015 allocation of Low Carbon Transit Operations Program (LCTOP) to Caltrans, as required.

Submitted a grant application to Caltrans for funding from the Sustainable Transportation Planning Grant program to procure a consultant to complete an MTD Transit Facilities Master Plan.

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

**ROGER ACEVES**  
BOARD DIRECTOR

**DICK WEINBERG**  
BOARD DIRECTOR

**OLIVIA RODRIGUEZ**  
BOARD DIRECTOR

**DAVE DAVIS**  
CHAIR

**CHUCK McQUARY**  
VICE CHAIR

**BILL SHELOR**  
SECRETARY

**DAVID TABOR**  
BOARD DIRECTOR

**JERRY ESTRADA**  
GENERAL MANAGER

**VACANT**  
EXECUTIVE ASSISTANT

**LILLIANA GOMEZ**  
INTERIM EXECUTIVE ASSISTANT

# ORGANIZATIONAL CHART

**BRAD DAVIS**  
ASSISTANT GENERAL MANAGER

(CONTROLLER - PROCUREMENT OFFICER)

**LIZ DE LA TORRE**  
MANAGER OF ACCOUNTING

**DIANA FLORES**  
BOOKKEEPER

**CLAIRE PATTERSON**  
ACCOUNTING ASSISTANT

**THAIS SAYAT**  
ASSISTANT CONTROLLER

**JUAN PEREZ**  
FAREBOX TECHNICIAN  
LEAD

**JOSH MARTINEZ**  
FAREBOX TECHNICIAN

**TOM SHELTON**  
IT MANAGER

**PABLO ZUNIGA**  
IT SUPPORT SPECIALIST

**RYAN GRIPP**  
PROCUREMENT SPECIALIST

**DAVE HARBOUR**  
FLEET & FACILITIES MANAGER

**MIKE CARDONA**  
SUPERINTENDENT  
OF MAINTENANCE

**MECHANICS**  
13

**UTILITY**  
5(FT) - 8(PT)

**STEVE HAHN**  
ASSISTANT SUPT.  
OF MAINTENANCE

**JOHN HERRERA**  
PARTS CLERK

**DAVID MYERS**  
DATA ANALYST

**FRANK REYNOSO**  
FACILITIES SPECIALIST

**BILL MORRIS**  
MANAGER OF OPERATIONS

**DAVE MORSE**  
SUPERINTENDENT OF  
OPERATIONS

**MANNY CASTANON**  
OPERATIONS SAFETY &  
TRAINING OFFICER

**SUPERVISORS**  
3 (ROAD) - 2 (FACILITY) -  
2 (TRANSIT CENTER) - 1  
(TRAINING)

**DRIVERS**  
147

**GEORGE AMOON**  
MANAGER OF PLANNING

**CYNTHIA BOCHE**  
ASST. PLANNING MANAGER  
(COMMUNICATIONS)

**ROBERT OLIVERA**  
BUS STOP MAINT

**MARK CLYDE**  
TRANSIT PLANNER

**JENNIFER TANNER**  
ROUTE SCHEDULER

**STEVE MAAS**  
MANAGER OF GOVERNMENT  
RELATIONS & COMPLIANCE  
(DBE OFFICER)

**VACANT**  
MANAGER OF MARKETING

**NANCY ALEXANDER**  
CUSTOMER & PUBLIC  
OUTREACH ADMIN.

**(5 FTE)**  
CUSTOMER SERVICE  
REPRESENTATIVES

**MARY GREGG**  
MANAGER OF HR & RISK  
(EEO OFFICER)

**JILL GRISHAM**  
ASSISTANT MANAGER OF  
HR & RISK

**LYNROSE DIMALANTA**  
HR & W.C. SPECIALIST

**MTD**  
**Santa Barbara**

Updated: 7/29/2016

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## BOARD OF DIRECTORS REPORT

**MEETING DATE:** NOVEMBER 15, 2016 **AGENDA ITEM #: 9**

**TYPE:** ACTION

**PREPARED BY:** BRAD DAVIS

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

**REVIEWED BY:** GENERAL MANAGER

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

**SUBJECT: MODIFIED DRAFT BYD LEASE AGREEMENT**

### RECOMMENDATION:

Staff recommends that the Board approve the following changes in the terms of the draft BYD Motors electric bus lease it authorized the General Manager to enter into last August 23:

- Reduce the lease period from 12 years to 8 years which would increase the monthly lease payment per bus from \$3,536 to \$4,762.
- Guarantee to lease all 6 buses for a minimum of 24 months and thereafter pay an early termination fee of \$14,286 for any bus returned before the end of the lease period.

### DISCUSSION:

Last August 23, the Board authorized the General Manager to enter into an agreement with BYD Motors to lease six 30' electric buses contingent upon approval of the terms and conditions of the lease by MTD legal counsel (see attached Board Report). It was reported to the Board at that time that the lease period was 12 years and that MTD retained the right to return any bus at any time with no penalty. Because these buses will be customized by BYD to the "shuttle configuration" for MTD, the parties agreed to the changes to account for the cost and resale risk incurred by BYD for early termination of the lease agreement.

The indicated changes do not affect MTD's right to buy the leased buses prior to the end of the 8-year term with all lease payments being applied towards the purchase price. Additionally, the early termination fee is not applicable if the purchase option is exercised. The revised lease agreement has been reviewed and approved by legal counsel.

Attachment: MTD Board of Directors Report entitled *Authorization to Lease 6 BYD 30' Electric Vehicles Report* dated August 23, 2016



## BYD VEHICLE LEASE AGREEMENT

1. **LEASE AGREEMENT.** This Lease is by and between Santa Barbara Metropolitan Transit District, a California Special District with offices at 550 Olive Street, Santa Barbara, CA 93101 (hereinafter “Lessee”) and BYD MOTORS INC., a California corporation with offices at 1800 S. Figueroa St., Los Angeles, CA (hereinafter “Lessor”).
2. **TERM.** This lease will cover a period beginning on March 1, 2017 and ending on February 28, 2025 (96 months) and includes a buy-out option for \$362,375.00 per bus, including charging equipment, less lease payments and interest paid on or before the date Lessee exercises said option.
3. **LEASE PAYMENT.** In consideration for the provision of the Vehicles listed in Exhibit A, Lessee shall be responsible to Lessor for lease payment amounts also discussed in Exhibit A.
4. **BUILD TIME.** Both parties understand that build time for vehicles is approximately six months from acceptance of the Lease, however for this lease option BYD will try to expedite delivery to March 2017.
5. **USE.** Lessee shall use the vehicles to provide transportation services to individuals, public entities and private entities, as outlined in Exhibit D.
6. **VEHICLES.** Lessor hereby leases to Lessee the Vehicles and equipment more fully described in Exhibit A.
7. **REGISTRATION AND TAXES.** Lessor shall maintain ownership interest in each Leased Vehicle. Lessee shall provide valid registration. Lessee shall also be responsible for determining taxes and/or all license fees due and shall pay all taxes, license fees and other related charges and expenses whatsoever with respect to each Vehicle.
8. **LESSOR AND LESSEE DUTIES.** Lessor and Lessee will have the following duties which it agrees will be faithfully executed during the term of this Lease:
  - a. **GENERAL PROVISIONS.** Lessee will (i) maintain and service the Vehicles during the Lease Term as needed to keep Vehicles in good operating condition pursuant to the terms in the Vehicle’s maintenance manual, (ii) attempt to keep the Vehicle free from physical damage and repair physical damage that does occur, (iii) pay for all operating expenses for the Vehicles during the Lease Term, including, but not limited to, the cost of electricity, lubrication, parts, labor, storage, parking, towing, tolls and (iv) all other costs associated with operating the Vehicles.
  - b. **WEAR AND TEAR.** Lessee will not subject the Vehicles to more than normal wear and tear. If, upon scheduled Lease termination, Lessor’s appraiser, as required by applicable law, determines that the vehicles have been subject to excess wear and tear, Lessee will be responsible and liable for the cost to restore the vehicle to the required condition, subject to the Lessee’s right to obtain its own appraisal and/or dispute the amount owed as provided by applicable law. Standards that Lessor applies in determining that the Vehicles have been subject to excess wear and tear are: the vehicle will not pass inspection to which it is or will be subject to due to Lessee’s failure to make the portion of repairs that the Lessee is normally responsible for; the Vehicles are not returned with the same or comparable equipment or accessories, in working order in which Lessee is responsible to maintain, as installed at the time of delivery to Lessee; the Vehicles’ paint is in a substantially worse condition than when originally leased due to factors such as inappropriate cleaning procedures or chemicals, decal removal, vandalism, collision, fire or storm damage; there are any special identifications, making or modifications anywhere on the vehicle; the windows, lenses or lights are cracked or broken and it is determined that such breakage was not part of normal wear and tear; damage has resulted from flood water, hail, sand, abuse, misuse, negligence, accident, or excessive use, which is herein defined as use in excess of 5,000 miles per month.

- c. **VEHICLE ALTERATION.** Lessee will not modify the Vehicles without the prior written consent of Lessor and all applicable regional regulatory authorities. Any accessories, equipment or parts installed in or on the Vehicle with or without Lessor's permission become the property of Lessor and part of the Vehicle following the end of the Lease unless (1) Lessee provides Lessor with notice of such installed accessories, equipment or parts that it intends to remove prior to return of Vehicle to Lessor and (2) the Vehicle is restored to the same condition as it had been in prior to the alteration.
- d. **LIMITS ON USE.** Lessee agrees not to use or permit the use of the Vehicles: (a) for any unlawful or wrongful purpose or in violation of any law; (b) to transport passengers in excess of the rated capacity of the vehicle; and (c) for any personal purpose.
- e. **INSPECTION.** Lessor may inspect Vehicles from time to time at any reasonable time and upon the prior written request to Lessee.
- f. **DEFAULT.** If Lessee fails to make monthly lease payments as required under this Lease, or if Lessee fails to perform in any other manner under the terms of this lease, the lease will be considered in default. If Lessee fails to cure the default upon 10 days' written notice by Lessor, Lessor then may do any or all of the following: (a) terminate this Lease and Lessee's rights to possess the Vehicles; (b) take possession of the Vehicles by any peaceable method or manner permitted by law, with or without court action; (c) charge Lessee an early termination fee in the amount of three times the monthly lease payment stipulated in Exhibit A per defaulted vehicle.
- g. **ODOMETER READINGS.** Lessee agrees not to tamper with or disable the odometer of the Vehicles during the term of the Lease and to notify Lessor immediately upon the failure of the odometer during the Lease Term.
- h. **CHARGING STATIONS.** Lessee agrees that (i) that Vehicle and accessories (i.e., charging stations) will be used by Lessee in its own service operations (revenue service) and (ii) no unauthorized testing may be conducted on any of the aforementioned equipment without prior written consent from Lessor.
- i. **NO REVERSE ENGINEERING.** Lessee agrees not to copy, decompile, or reverse engineer or cause a third party to copy, decompile or reverse engineer the vehicles or any subcomponent (whether hardware or software) thereof.
- j. **INSURANCE.** While the Vehicles are in the possession or control of Lessee, Lessee shall comply with the insurance requirements outlined in Exhibit B, including providing evidence of insurance both prior to the transfer of Vehicles to Lessee under this Lease and prior to the insurance policy expiration date.
- k. **ASSIGNMENT.** Lessee may not assign or transfer any of its rights or obligations under this Lease, or sublet the Vehicle to another party, without prior written consent of the Lessor.
- l. **PAYMENT.** Lessee will pay all amounts due under this Lease. If Lessor or Lessee waive or delay enforcing any rights under this Lease, it will not affect their ability to enforce those rights afterward. Notices under this Lease, must be in writing, properly addressed, and mailed US Mail, certified return receipt requested and will be effective upon receipt. This Lease shall constitute the entire agreement between the parties and may not be changed except by an instrument in writing, signed by both parties.
- m. **WARRANTIES.** Lessor shall provide the Vehicle warranties stated in Exhibit E. However, in no event shall Lessor be liable for special, incidental, or consequential damages whatsoever or

howsoever caused, provided that the damage did not result from the defective condition of any vehicle or equipment, which was known to Lessor and which Lessor failed to disclose to Lessee.

- n. **LESSEE'S WARRANTIES.** Lessee warrants that (a) Lessee is and shall at all times hereafter be duly organized, validly existing and in good standing under the laws of the State of California and it has duly authorized the execution, delivery and performance of this Lease Agreement; (b) this Lease Agreement has been duly and validly executed and delivered by Lessee and constitutes the valid and binding obligation of the Lessee and; (c) all financial statements presented to Lessor have been prepared in conformity with generally accepted accounting principles consistently applied and fairly and accurately present Lessee's financial condition and income as of the date given and since the date of such financial statements there has been no material adverse change in the financial condition of Lessee or any guarantor of Lessee's obligations hereunder.
- o. **FORCE MAJEURE AND NO CONSEQUENTIAL DAMAGES.** Lessor shall not be liable for any failure or delay in delivery and Leased Vehicles ordered for lease pursuant to this Lease Agreement, or for any failure to perform any provision thereof, resulting from fire or other casualty, riot, strike or other labor difficulty, governmental regulation or restriction or any cause beyond Lessor's control. In no event shall Lessor be liable for any inconveniences, loss of profit, or any other consequential, incidental or special damages resulting from any defect in or any theft, damage, loss, or failure of any asset, and there shall not be any abatement or set off of monthly lease charges because of the same, other than as set forth in Exhibit A.
- p. **SECURITY INTEREST.** In the event that any court determines that this Lease is not a true lease, then Lessee hereby grants Lessor a security interest in the Leased Vehicles and this Lease Agreement, together with all accessions, replacements and substitutions therefore or thereto and proceeds thereof. Lessor is authorized to file this Lease Agreement or any financing statements with respect to this Lease Agreement or the Leased Vehicles. Any such filing shall not be deemed evidence of any intent to create a security interest under the Uniform Commercial Code. Lessee authorizes Lessor to insert in this Lease Agreement serial numbers, other identification data of the Leased Vehicles when determined by Lessor and dates or other unintentionally omitted non-substantive items to render this Lease Agreement complete. Lessor is hereby appointed by Lessee as its true and lawful attorney to cause this Lease Agreement, or any statements or other instrument in respect of this Lease Agreement showing the interest of Lessor in the Leased Vehicles including Uniform Commercial Code Financing Statements, to be filed or recorded and re-filed and re-recorded, and grants Lessor the right to execute Lessee's name thereto. Lessee agrees to execute and deliver any statement or instrument requested by Lessor for such purpose, and agrees to pay or reimburse Lessor for any searches, filings, recordings or any stamp fees or taxes arising from the filing or recording of any such instrument or statement.
- q. **GOVERNING LAW; JURISDICTION.** The validity, interpretation, construction and performance of this Agreement, and all acts and transactions pursuant hereto and the rights and obligations of the parties hereto shall be governed, construed and interpreted in accordance with the laws of the state of California, without giving effect to principles of conflicts of law. Each of the parties hereto consents to the exclusive jurisdiction and venue of the courts of Santa Barbara County, California.
- r. **MINIMUM LEASE PERIOD.** Lessee agrees that it will not terminate this Lease Agreement during the first 24 months of the Lease term. Lessee maintains the express right to terminate this Lease Agreement and surrender the equipment to Lessor any time during the remainder of the Lease term, subject to the early termination fee in Section 8(f). Lessee's election to exercise its buy-out rights shall not constitute an early termination under this Section 8(r), nor trigger the early termination fee set forth in Section 8(f).



9. **FEDERAL TERMS & CONDITIONS.** Lessee may elect to use federal funds in connection with its obligations under this Agreement. Lessee shall notify Lessor of any such election in writing at which time the language in Federal Transit Administration (FTA) Terms and Conditions included in Exhibit F shall apply. The provisions in Exhibit F include, in part, certain Standard Terms and Conditions required by the United States Department of Transportation (DOT), whether or not expressly set forth in the preceding Agreement provisions. All required provisions as required by DOT, as set forth in FTA Circular 4220.1F, dated March 13, 2013, are hereby incorporated by reference. Anything to the contrary herein notwithstanding, all FTA mandated terms shall be deemed to control in the event of a conflict with other provisions contained in the Agreement. Lessor shall not perform any act, fail to perform any act, or refuse to comply with any Lessee requests, which would cause Lessee to be in violation of the FTA terms and conditions.
10. **NOTICES.** Notices or other communications under this agreement must be in writing and signed by the sending party, and the sending party must use one of the following methods of delivery: (1) personal delivery; (2) registered or certified mail, in each case return receipt requested and postage prepaid; and (3) nationally recognized overnight courier, with all fees prepaid. The notice or other communication must be addressed to the receiving party at the one or more addressee listed below for the receiving party or to any other address designated by the receiving party in a notice in accordance with this provision.

If to Lessee:  
Santa Barbara Metropolitan Transit District  
Attn: General Manager  
550 Olive Street  
Santa Barbara CA 93101

If to Lessor:  
BYD Motors, Inc.  
Attn: Senior Vice President, Sales  
1800 S. Figueroa St., Los Angeles, CA  
Los Angeles, CA 90015

A valid notice or other communication under this Agreement is effective when received by the receiving party. A notice or other communication is deemed to have been received as indicated by the date on the signed receipt or, if the receiving party rejects or otherwise refuses to accept it, or if it cannot be delivered because of a change in address for which no notice was given, then upon that rejection, or inability to deliver.

*[Signature page follows]*

IN WITNESS WHEREOF, the parties have entered into this Lease Agreement as of \_\_\_\_\_, 2016.

BYD MOTORS INC.

SBMTD

**By:** \_\_\_\_\_

**By:** \_\_\_\_\_

**Name:** Macy Neshati

**Name:** Jerry Estrada

**Title:** Senior Vice President, Sales

**Title:** General Manager

**Date:** \_\_\_\_\_

**Date:** \_\_\_\_\_



## EXHIBIT A – Lease Order

This program is for the following quantity and BYD Model: **Six (6) – K7, 30 foot, BYD Electric Buses**

1. **STIPULATIONS OF THIS AGREEMENT:** By signing this Agreement, Lessee agrees to adhere to these guidelines strictly during the period of the evaluation program and agrees that any breach will result in the immediate termination of this program and removal of the Buses (without return of Service and Support Fees):
  - a. Lessee agrees that the charging stations will be used for charging only the BYD Bus.
  - b. Lessee agrees that only third party testing preapproved in writing by Lessor will be conducted on the BYD Bus or charging station.
2. **TERM OF AGREEMENT:** This Evaluation Program Agreement will cover the period from March 1, 2017 to February 28, 2025 and includes a buy-out option. At any time during the term of this Lease, Lessee may elect to purchase all or any number of the then-leased buses for the purchase price of \$362,375.00 per bus, less the deposit and all **lease payments and interest previously paid**. Upon receipt of the purchase price, or upon receipt of the final lease payment in the event Lessee retains the bus for the entire term of the lease, Lessor, shall transfer title to the purchased bus to Lessee free and clear of all liens, along with free and clear title to the charging equipment for that bus at no additional cost to Lessee. All obligations of Lessee under this Agreement which require the expenditure of funds are conditional upon the availability of funds budgeted and appropriated for that purpose.
3. **PROGRAM SUPPORT COST:** By signing this Agreement, Lessee agrees to lease each bus for: **\$4,762.00 per month, per bus**. Lessor will invoice the first and last month lease payment which will be due and payable upon delivery of the bus. Each subsequent payment will be due by the 5<sup>th</sup> day of each month. Build time is approximately six months from acceptance of PO.
  - a. The following services and support are included with this lease;
    - i. **6 Power Interfaces, EVA080KS/01 480VAC, 3Ø** (Lessee is responsible for installation of the interfaces and making the facility available for the connection with 480VAC, 3Ø)
    - ii. Lessor warranty and maintenance service for the BYD Bus (see Exhibit E) (Lessor will support a 48-hour response time).
      1. If the BYD Bus remains out of service for 10 calendar days, only a payment of the daily pro-rate (\$4,762.00/ 30) x days-in-service) will be invoiced.
      2. If the BYD Bus remains out of service for 30 calendar days, Lessee may cancel this agreement with written notice to Lessor.
    - iii. Lessor training of drivers and technicians for first month.
  - b. The following Service and Support is not included (Lessee must provide the following):
    - i. Lessee will pay any fee regarding the inspection, registration or any items on the bus from any local, state or federal authority during the evaluation period.
    - ii. All insurance costs during the period of the lease program will be covered under Lessee's standard bus insurance policy and name Lessor as 'ASSIGNEE.'
    - iii. Lessee will provide Lessor rent-free facility to service buses while they are at Lessee on lease.
    - iv. Any "basic" consumable maintenance costs for operation of the bus (i.e. windshield wipers, brake components, tires and/or flat-repairs.)

**EXHIBIT B - Insurance Requirements**

SBMTD will insure all leased buses in the same fashion as their existing fleet. Additionally, such insurance shall (i) be in companies and on forms reasonably acceptable to Lessor, (ii) provide that the coverage thereunder may not be reduced or canceled unless thirty (30) days unrestricted prior written notice thereof is furnished to Lessor, (iii) be primary and not contributory, and (iv) be on an occurrence basis. Certificates of Insurance (or copies of policies, if required by Vendor) shall be furnished to Lessor upon the execution of this Agreement naming the Lessor as the additional insured and loss payee.

**Should above insurance requirements not be met within a reasonable time and proof provided to BYD, BYD will automatically apply Comprehensive and Collision Insurance with limits as listed below and the cost will be added to the monthly lease payment.**

**Comprehensive and Collision Insurance.** Lessee agrees to provide and keep in force at all times during the term of this Agreement Comprehensive and Collision Insurance conforming to the following requirements:

Minimum Limits:	Auto Liability	\$5,000,000 Combined Single Limit (Each Accident)
	Physical Damage	\$1,000,000 Per Accident
	-or-	
	Bodily Injury	\$5,000,000 Per Accident
	Property	\$5,000,000 Per Accident
	Physical Damage	\$1,000,000 Per Accident

**EXHIBIT C – Lease Term Extension Form**

(this section intentionally left blank)

**EXHIBIT D – Additional Limitations on Lessee’s Usage**

(this section intentionally left blank)

## EXHIBIT E – Warranty

The cost of following Service/Warranty maintenance over the lease period is included in Service and Support Fee:

BASIC WARRANTY:	<b><u>3 yr, 150,000 miles</u></b> (except normal wear parts)
BODY/CHASSIS WARRANTY:	<b><u>8 yrs, 300,000 miles</u></b> (Body, structure, frame, doors, bumpers)
POWER-TRAIN WARRANTY:	<b><u>5 yrs, 300,000 miles</u></b> (in-wheel motors)
BATTERY WARRANTY:	<b><u>12 yrs, 500,000 miles</u></b> (capacity residual > 65%)

BYD Standard Warranty	YEAR(S)	Mileage
<b>Commences when production and pilot buses enters revenue service</b>	<b>Whichever occurs first</b>	
Complete Bus (unless noted otherwise below)	3	150,000
Body, body structure, sub floor	8	300,000
Primary load-carrying members of the bus structure, including structural elements of the suspension	12	500,000
Propulsion system and control components including inverters, bi-directional motor controllers, in wheel motors	5	300,000
Drive and non-drive axles: Front, rear and drive axle housing, bearings, pinions, flanges. Shaft and hubs. Exclude maintenance items and items not covered by OEM warranty	5	300,000
High Voltage Batteries Energy Storage	12	500,000
Brake system: Chamber, Interlock, pressure regulator, solenoid valve, pedal and hoses. Excludes friction material, Wear and third party items supplied with axle excluded	5	300,000
Destination signs: All destination sign equipment for the front, side and rear signs, power modules and operator control.	5	Unlimited
Electrical System: Electric panel, multiplex system, wiring connectors, cabling and console assembly switches/ panels.	2	Unlimited
HVAC System: Condenser, evaporator motor, compressor seals, fan motor, controller, power pack internal components.	5	Unlimited
Door systems: Panels, linkage, sensitive edges, actuators	3	150,000
APC: CPU, Cables, sensors, with LAN access points	5	Unlimited
Air System: Compressor, tank, dryer, tubing lines, relay valves, check valves, interlock valves,	2	Unlimited
Fire Suppression system: Cylinders, nozzles, extinguishing agents, and electronic circuit	5	300,000
Cooling Systems: Radiator, surge tank, water pump, and fan	3	150,000
Ramp: Power train components to include hoses and fittings, cylinders, flow control valves, pressure switch, motor and pump.	5	300,000
Seating: Driver and passenger seating to include all metal, plastic and moving components.	3	150,000
Video Security System: including DVR, cameras, cables and software.	5	300,000
Suspension: Bellow brackets, shocks, leveling valves, air chambers, radius rods, turn buckle, and axle stops.	3	150,000
Steering System: Drag link, tie rod, steering gears, knuckle/pitman arms, steering shaft, power steering pump.	3	150,000

**EXHIBIT F – Federal Terms & Conditions (attached)**



To: MTD Board of Directors  
From: Jerry Estrada, General Manager  
Date: November 15, 2016  
Subject: General Manager's Report

### Operations & Maintenance

Of our newest operators in training, Jefferson Hove successfully passed his DMV testing and is now working solo. Geoffrey Cutler, our other operator in training, tested with the DMV on Tuesday, November 8<sup>th</sup> and passed as well.

Halloween has come and gone, and, as predicted, overloads were not a problem. The affected lines were very busy, but not overloaded. Veteran's Day fell on Friday, November 11<sup>th</sup>; Operations conducted a special holiday bid for that day. We thank all of our Veterans for their service to our country.

Our quarterly Verification of Transit Training (VTT) meetings will take place the week of November 14<sup>th</sup>. This is required continuing education for those of us who hold the type of commercial license that allows a person to transport passengers. VTT training is offered on four different days and times, to accommodate different work schedules.

Over three hundred used lead-acid batteries have been disposed of via a certified recovery vendor. New lead-acid batteries are being offered through the public auction process. Maintenance staff have removed the six trolleys at the Overpass site, and are in the process of disposal this week. There might be a recovery benefit to place the motors, gearboxes, and controllers through the Public Surplus process.

A second demo of the BYD 40' all-electric bus was conducted from October 24<sup>th</sup> through the 30<sup>th</sup>. The bus was operated on designated routes throughout the system, with the operators logging performance notes. An evaluation, including a meeting with the demo's drivers will be performed in early December.

Congratulations to Carlos Flores for successfully passing the Master Mechanic (EV) tests. Carlos was promoted to the position on October 17, 2016.

Farebox Technicians, Juan Perez and Josh Martinez, are transitioning into the role of maintenance and troubleshooting of the AIM system. Dave Harbour is working on integrating the use of the new AVM system with the existing FA Fleet Management system. Benchmarks of using both systems will include: failure trend analysis, component tracking/usage, increased miles between road calls, training needs, etc. Juan and Josh will also transition into accomplishing the maintenance and repair of the Apollo video system.

### Planning & Administration

Planning staff attended a UCSB Transportation Alternatives Board meeting on November 7 to coordinate on UCSB alternative transportation projects. Bike share for the UCSB/Isla

Vista/Goleta area and a potential vanpool from Carpinteria were a few of the items that were discussed.

Planning staff is preparing to disseminate information to the public regarding the schedule adjustments included in the November 28 bid. This includes updating the Schedule Guide, updating bus schedules at affected bus stops, posting interior ads in buses, and uploading the changes to the website.

The City of Santa Barbara will begin construction next week on a roundabout at the intersection of Las Positas Road and Cliff Drive. The project includes new streetlights and sidewalks, and improved bus stops. The roundabout will improve traffic flow during busy commute hours, enhance pedestrian and bicycle safety, and provide better transit access. Completion of the project is expected in early 2017.

As required by FTA, staff submitted the required Disadvantaged Business Enterprise (DBE) semi-annual "Uniform Report of DBE Commitments / Awards and Payments.

MTD received funding through Caltrans from the Low Carbon Transit Operations Program (LCTOP), a California cap-and-trade program. Caltrans requires semi-annual reports on LCTOP-funded projects, and staff will submit the required reports by the November 15 due date.

We also did a senior outreach presentation at Samarkand Retirement Community, and are attending the City of Santa Barbara Employee Benefits Fair on Wednesday, Nov. 15.

MTD employees are donating to a Holiday Food Drive to reach those in our community who are less fortunate. The donations are being distributed to the community through the Unity Shoppe.

The first Ad-hoc committee meeting related to the Downtown-Waterfront Shuttle service is scheduled for Friday, November 18<sup>th</sup>. Staff will report back to the Board on the matter as things progress.