



BOARD OF DIRECTORS AGENDA

REGULAR MEETING
of the
BOARD OF DIRECTORS
of the
SANTA BARBARA METROPOLITAN TRANSIT DISTRICT
A Public Agency
Tuesday, October 21, 2025
8:30 AM
John G. Britton Auditorium
550 Olive Street, Santa Barbara, CA 93101

- 1. CALL TO ORDER**
- 2. ROLL CALL OF THE BOARD MEMBERS**
Dave Davis (Chair), David Tabor (Vice Chair), Jen Lemberger (Secretary), Paula Perotte (Director), Mónica Solórzano (Director), Arjun Sarkar (Director), Alberto Lapuz (Director).
- 3. REPORT REGARDING THE POSTING OF THE AGENDA**

CONSENT CALENDAR

- 4. APPROVAL OF PRIOR MINUTES – (ACTION MAY BE TAKEN)**
The Board of Directors will be asked to review and approve the draft minutes for the meeting of October 7, 2025.
- 5. CASH REPORTS – (ACTION MAY BE TAKEN)**
The Board of Directors will be asked to review and approve the Cash Reports from September 27, 2025 through October 10, 2025.

THIS CONCLUDES THE CONSENT CALENDAR

- 6. PUBLIC COMMENT**
Members of the public may address the Board of Directors on items within the jurisdiction of the Board that are not scheduled for public hearing. The time allotted per speaker will be at the discretion of the Board Chair. If you wish to address the Board under this item number, please complete and deliver to the MTD Board Clerk a "Request to Speak" form that includes both a description of the subject you wish to address and, if applicable, the agenda item number for which you would like to comment. Additional public comment will be allowed during each agenda item, including closed session items. Forms are available at www.sbmtd.gov and at MTD Administrative offices.
- 7. FINANCIAL UPDATE & FOURTH QUARTER REVIEW OF FISCAL YEAR 2024-2025 - (INFORMATIONAL - ATTACHMENT)**
Staff recommends that the Board of Directors receive the financial report for the Santa Barbara Metropolitan Transit District fourth quarter of the 2024-2025 fiscal year, for the period of July 1, 2024 through June 30, 2025.

BOARD OF DIRECTORS AGENDA

8. **NON-REPRESENTED EMPLOYEE HEALTH BENEFITS – (INFORMATIONAL)**
Staff recommends that the Board of Directors receive a report on the actions taken by the General Manager regarding the District's contribution to monthly medical premiums, employee costs, and approach to Total Compensation.
9. **GENERAL MANAGER'S REPORT – (INFORMATIONAL)**
The General Manager will report on updates to District activities.
10. **OTHER BUSINESS AND REPORTS – (INFORMATIONAL)**
The Board will report on the other related public transit issues and committees.
11. **RECESS TO CLOSED SESSION: REAL PROPERTY NEGOTIATIONS (GOVERNMENT CODE §54956.8) – (ACTION MAY BE TAKEN)**
Property: 4678 Calle Real / 149 North San Antonio Road.
Agency Negotiators: General Manager Jerry Estrada; District Outside Counsel Graham Lyons.
Negotiating Parties: Con/Am Group.
Under Negotiation: Price and terms of payment.
12. **RECESS TO CLOSED SESSION: PUBLIC EMPLOYEE PERFORMANCE EVALUATION (GOVERNMENT CODES §54957 AND §54954.5(e)) - (ACTION MAY BE TAKEN)**
The Board will meet in closed session to evaluate the performance of the District's General Manager.

PUBLIC COMMENT RELATED TO CLOSED SESSION ITEM WILL BE ALLOWED BEFORE THE RECESS

13. **ADJOURNMENT**

AMERICANS WITH DISABILITIES ACT: If you need special assistance to participate in this meeting, please contact the MTD Administrative Office at 805.963.3364 at least **48 hours in advance** of the meeting to allow time for MTD to attempt a reasonable accommodation.



BOARD OF DIRECTORS DRAFT MINUTES

REGULAR MEETING
of the
BOARD OF DIRECTORS
of the
SANTA BARBARA METROPOLITAN TRANSIT DISTRICT
A Public Agency
Tuesday, October 7, 2025
8:30 AM
John G. Britton 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 MEMBERS**
Chair Davis reported that all members were present with the exception of Director Lapuz
- 3. REPORT REGARDING THE POSTING OF THE AGENDA**
Rosa Gonzalez, Clerk of the Board/Executive Assistant reported that the agenda was posted on Friday, October 3, 2025, at MTD's Administrative office, emailed to those on the agenda list, and posted on MTD's website.

CONSENT CALENDAR

- 4. APPROVAL OF PRIOR MINUTES – (ACTION MAY BE TAKEN)**
The Board of Directors were asked to review and approve the draft minutes for the meeting of September 16, 2025.
- 5. CASH REPORTS – (ACTION MAY BE TAKEN)**
The Board of Directors were asked to review and approve the Cash Reports from September 6, 2025 through September 26, 2025.

There was no public comment. Vice Chair Tabor moved to approve the consent calendar. Director Perotte seconded the motion. The consent calendar was approved unanimously with Director Lapuz absent.

THIS CONCLUDES THE CONSENT CALENDAR

- 6. PUBLIC COMMENT**
There was no public comment.
- 7. STATE AND FEDERAL LEGISLATIVE UPDATE - (INFORMATIONAL)**
The Board of Directors received a State and Federal legislative update.

BOARD OF DIRECTORS DRAFT MINUTES

8. FTA 5310 FY 25/26 DRAFT GUIDELINES FOR THE SANTA BARBARA URBANIZED AREA - (ACTION - ATTACHMENT)

The Board of Directors reviewed the draft FTA 5310 Guidelines and Application for the Santa Barbara Urbanized Area, and approved final guidelines.

There was no public comment. Director Perotte moved to approve the final guidelines. Director Sarkar seconded the motion. The motion was approved unanimously with Director Lapuz absent.

9. GENERAL MANAGER'S REPORT – (INFORMATIONAL)

The General Manager reported on updates to District activities.

10. OTHER BUSINESS AND REPORTS – (INFORMATIONAL)

Chair Davis commented on October 21, 2025 the city of Santa Barbara will discuss the status on reopening state street.

11. RECESS TO CLOSED SESSION: REAL PROPERTY NEGOTIATIONS (GOVERNMENT CODE §54956.8) – (ACTION MAY BE TAKEN)

Property: 4678 Calle Real / 149 North San Antonio Road.

Agency Negotiators: General Manager Jerry Estrada; District Outside Counsel Graham Lyons.

Negotiating Parties: Con/Am Group.

Under Negotiation: Price and terms of payment.

No public comments were made related to Closed Session Item 11

12. RECESS TO CLOSED SESSION: PUBLIC EMPLOYEE PERFORMANCE EVALUATION (GOVERNMENT CODES §54957 AND §54954.5(e)) - (ACTION MAY BE TAKEN)

The Board will meet in closed session to evaluate the performance of the District's General Manager.

No public comments were made related to Closed Session Item 12

Chair Davis recessed the Board to Closed Session at 9:03 a.m.

The Board reconvened from Close Session at 9:26 a.m.

Chair Davis reported no action was taken on Closed Session Items 11.

Chair Davis reported no action was taken on Closed Session Items 12.

13. ADJOURNMENT

Chair Davis adjourned the meeting at 9:27 a.m.

AMERICANS WITH DISABILITIES ACT: If you need special assistance to participate in this meeting, please contact the MTD Administrative Office at 805.963.3364 at least **48 hours in advance** of the meeting to allow time for MTD to attempt a reasonable accommodation.

Santa Barbara Metropolitan Transit District
Cash Report
Board Meeting of October 21, 2025
For the Period September 27, 2025 through October 10, 2025

MONEY MARKET

Beginning Balance September 27, 2025 **\$3,531,598.63**

Accounts Receivable	1,151,475.61
Passenger Fares	143,344.85
Miscellaneous Income	12,508.98
Prepays & Advertising	8,253.00
Interest Income	1,255.15
Total Deposits	1,316,837.59

Bank & Credit Card Fees	(6,294.56)
Miscellaneous Transfers	(13,263.47)
401(k)/Pension Transfer	(44,274.68)
Workers' Compensation	(45,607.25)
Payroll Taxes	(233,636.81)
Payroll	(503,774.08)
Accounts Payable	(600,795.58)
Total Disbursements	(1,447,646.43)

Ending Balance **\$3,400,789.79**

CASH INVESTMENTS

LAIF Account	\$3,549,205.91
Money Market Account	3,400,789.79

Total Cash Balance **\$6,949,995.70**

SELF INSURED LIABILITY ACCOUNTS

WC / Liability Reserves	(\$3,781,246.82)
-------------------------	------------------

Working Capital **\$3,168,748.88**

Santa Barbara Metropolitan Transit District
Accounts Payable

Check #	Date	Company	Description	Amount	Voids
138604	9/19/2025	VALLEY POWER SYSTEMS INC	BUS PARTS	0.00	V
138605	9/19/2025	VALLEY POWER SYSTEMS INC	BUS PARTS	0.00	V
138662	10/3/2025	ABC BUS COMPANIES INC	BUS PARTS	415.65	
138663	10/3/2025	ADMINSURE INC.	WORKERS COMPENSATION	22,488.00	
138664	10/3/2025	RIDE COACH & BUS DBA	BUS PARTS	215.75	
138665	10/3/2025	CUMMINS SALES & SERVICE DBA	BUS PARTS & REPAIRS	7,252.21	
138666	10/3/2025	DIVERSIFIED TRANSPORTATION S	FREIGHT CHARGES	208.09	
138667	10/3/2025	EAST PENN MANUFACTURING CO	BUS PARTS	665.60	
138668	10/3/2025	EMERGENCY DRAIN SERVICES DB	DRAIN SERVICES	225.00	
138669	10/3/2025	GIBBS INTERNATIONAL INC	BUS PARTS	1,171.85	
138670	10/3/2025	GILLIG LLC	BUS PARTS	393.30	
138671	10/3/2025	GRAPHICINK	PRINTING SERVICES	589.95	
138672	10/3/2025	GUARDIAN-APPLETON (DENTAL I	DENTAL INSURANCE	5,114.84	
138673	10/3/2025	GUARDIAN-APPLETON (LIFE INS)	LIFE INSURANCE	1,385.05	
138674	10/3/2025	KITCHELL CEM INC.	HALEY CANOPY	9,077.14	
138675	10/3/2025	LARRY'S 8 DAY AUTO PARTS	BUS/SERVICE VEHICLE PARTS	69.03	
138676	10/3/2025	LINDE GAS & EQUIPMENT INC	SHOP SUPPLIES	398.36	
138677	10/3/2025	MISSION LINEN SUPPLY INC	UNIFORM & LINEN SERVICE	13.17	
138678	10/3/2025	MOHAWK MFG. AND SUPPLY CO.	BUS PARTS	360.23	
138679	10/3/2025	MOUSER ELECTRONICS	VEHICLE BUS PARTS	50.84	
138680	10/3/2025	O'REILLY AUTO PARTS DBA	BUS/SERVICE VEHICLE PARTS	314.86	
138681	10/3/2025	PITNEY BOWES INC	POSTAGE METER QTRLY CHARGES	65.55	
138682	10/3/2025	SM TIRE CORP.	BUS TIRE MOUNTING	880.33	
138683	10/3/2025	SO. CAL. EDISON CO.	UTILITIES	840.96	
138684	10/3/2025	SOAP MAN DISTRIBUTIN DBA	BUS CLEANING SUPPLIES	660.85	
138685	10/3/2025	SOCALGAS	UTILITIES	25.82	
138686	10/3/2025	SOUTHWEST LIFT & EQUIPMENT I	LIFT REPAIRS & SUPPLIES	1,945.64	
138687	10/3/2025	STANTEC ARCHITECTURE INC.	FACILITIES A&E SERVICES	2,463.81	
138688	10/3/2025	SB CITY OF-REFUSE & WATER	UTILITIES	2,224.05	
138689	10/3/2025	TEAMSTERS MISC SECURITY TRU	UNION MEDICAL INSURANCE	233,833.00	
138690	10/3/2025	TEAMSTERS UNION LOCAL NO. 18	UNION DUES	394.23	
138691	10/3/2025	TAC ENERGY LLC	RENEWABLE DIESEL	24,218.68	
138692	10/3/2025	UNITED PARCEL SERVICE INC	FREIGHT CHARGES	673.96	
138693	10/3/2025	VALLEY POWER SYSTEMS INC	BUS PARTS	0.00	V
138694	10/3/2025	VALLEY POWER SYSTEMS INC	BUS PARTS	8,974.45	
138695	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	1,798.81	
138696	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	26,955.46	
138697	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	27,151.95	

Check #	Date	Company	Description	Amount	Voids
138698	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	6,188.54	
138699	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	14,742.11	
138700	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	10,549.19	
138701	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	302.50	
138702	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	2,038.73	
138703	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	2,746.60	V
138704	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	5,847.52	
138705	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	5,182.40	
138706	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	2,660.56	
138707	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	215.08	
138708	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	1,067.28	
138709	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	431.25	
138710	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	1,537.50	
138711	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	1,427.50	
138712	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	5,056.00	
138713	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	12,390.42	
138714	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	236.50	
138715	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	2,071.66	
138716	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	23,507.53	
138717	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	2,266.84	
138718	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	1,452.05	
138719	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	1,950.00	
138720	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	2,356.25	
138721	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	2,476.60	
138722	10/3/2025	MENEMSHA DEVELOPMENT GRO	T2 CONSTRUCTION	8,540.81	
138723	10/10/2025	ABC BUS COMPANIES INC	BUS PARTS	2,403.89	
138724	10/10/2025	AMERICAN MOVING PARTS LLC	BUS PARTS	205.87	
138725	10/10/2025	ASBURY ENVIRONMENTAL SERVI	WASTE OIL RECYCLER	218.00	
138726	10/10/2025	BRINK'S INCORPORATED	ARMORED TRANSPORTATION SERVI	1,016.89	
138727	10/10/2025	CELTIS VENTURES INC.	MARKETING SERVICES	1,944.00	
138728	10/10/2025	COMMUNITY RADIO INC.	GIBRALTAR SITE RENTAL	320.55	
138729	10/10/2025	CPS HR CONSULTING DBA	CONSULTING SERVICES	952.50	
138730	10/10/2025	COX COMMUNICATIONS CORP.	INTERNET & CABLE TV	195.63	
138731	10/10/2025	CROCKER REFRIGERATION & AIR	HVAC MAINTENANCE	412.50	
138732	10/10/2025	CROSSLINE SUPPLY LLC	BUS PARTS	6,995.28	
138733	10/10/2025	EAST PENN MANUFACTURING CO	BUS PARTS	332.80	
138734	10/10/2025	EVERSHADE LLC DBA	STEAM CLEANING TC/EXPRESS ZON	6,050.00	
138735	10/10/2025	GANNETT CALIFORNIA LOCALIQ	PUBLIC NOTICE ADS	772.48	
138736	10/10/2025	GIBBS INTERNATIONAL INC	BUS PARTS	761.13	
138737	10/10/2025	GILLIG LLC	BUS PARTS	2,913.70	
138738	10/10/2025	GOLETA WATER DISTRICT	UTILITIES	1,119.17	

Check #	Date	Company	Description	Amount	Voids
138739	10/10/2025	KIRKS AUTOMOTIVE INC	BUS/AUTO PARTS	378.97	
138740	10/10/2025	LENZ PEST CONTROL INC	FUMIGATION SERVICES	129.80	
138741	10/10/2025	MAYAN GENERAL CONSTRUCTIO	LANDSCAPE MAINTENANCE SERVIC	3,150.00	
138742	10/10/2025	MC CORMIX CORP. (GAS)	FUEL-SV/MICROTRANSIT	310.31	
138743	10/10/2025	MISSION LINEN SUPPLY INC	UNIFORM & LINEN SERVICE	2,339.41	
138744	10/10/2025	MOHAWK MFG. AND SUPPLY CO.	BUS PARTS	634.59	
138745	10/10/2025	MOUNTAIN SPRING WATER	SHOP & OFFICE SUPPLIES	1,321.00	
138746	10/10/2025	NFI PARTS DBA	BUS PARTS	1,576.69	
138747	10/10/2025	O'REILLY AUTO PARTS DBA	BUS/SERVICE VEHICLE PARTS	171.47	
138748	10/10/2025	PB-RESERVE ACCOUNT	PREPAID POSTAGE	1,500.00	
138749	10/10/2025	ROBERT HALF	TEMPORARY LABOR	544.00	
138750	10/10/2025	SANSUM CLINIC	MEDICAL EXAMS	2,219.00	
138751	10/10/2025	SILVAS OIL CO. INC.	LUBRICANTS	1,085.89	
138752	10/10/2025	SO. CAL. EDISON CO.	UTILITIES	8,616.21	
138753	10/10/2025	SOUTHWEST LIFT & EQUIPMENT I	LIFT REPAIRS & SUPPLIES	895.00	
138754	10/10/2025	STAPLES CONTRACT & COMMERC	OFFICE SUPPLIES	859.94	
138755	10/10/2025	TRACKIT	SAFETY MANAGEMENT SYSTEM	15,500.00	
138756	10/10/2025	TAC ENERGY LLC	RENEWABLE DIESEL	24,182.36	
138757	10/10/2025	U.S. BANK CORP. PAYMENT SYST	CREDIT CARD PURCHASES	10,613.77	
138758	10/10/2025	WURTH USA WEST INC.	SHOP SUPPLIES	28.65	
138759	10/10/2025	ZEP SALES & SERVICE	BUS CLEANING SUPPLIES	112.84	
				603,542.18	
				Current Cash Report Voided Checks:	2,746.60
				Prior Cash Report Voided Checks:	0.00
				Grand Total:	\$600,795.58

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

Date	Company	Description	Amount
10/1/2025	Local Transportation Fund	SB 325 – Sep’25	781,932.86
10/1/2025	Measure A, Section 3 LSTI	Measure A Funds – Sep’25	226,523.65
10/2/2025	Teledyne FLIR	Advertising on Buses	1,492.00
10/7/2025	Wells Marketing, LLC	Advertising on Buses	2,126.25
10/7/2025	Wells Marketing, LLC	Advertising on Buses	3,503.25
10/7/2025	Wells Marketing, LLC	Advertising on Buses	1,568.50
10/7/2025	Wells Marketing, LLC	Advertising on Buses	6,587.33
10/9/2025	UCSB - Contract Fares	Contract Fares – Sep’25	42,580.59
10/9/2025	UCSB - Contract Fares	Contract Fares – Aug’25	42,580.59
10/9/2025	UCSB - Contract Fares	Contract Fares – Jul’25	42,580.59
Total Accounts Receivable Paid During Period			\$1,151,475.61



BOARD OF DIRECTORS REPORT

MEETING DATE: OCTOBER 21, 2025 **AGENDA ITEM #:** 7

TYPE: INFORMATIONAL ITEM

PREPARED BY: DIRECTOR OF FINANCE AND ADMINISTRATION NANCY TILLIE

REVIEWED BY: GENERAL MANAGER JERRY ESTRADA

SUBJECT: FINANCIAL UPDATE & FOURTH QUARTER REVIEW OF FISCAL YEAR 2024-2025

RECOMMENDATION:

Staff recommends that the Board of Directors receive the financial report for the Santa Barbara Metropolitan Transit District fourth quarter of the 2024-2025 fiscal year. The period being July 1, 2024 through June 30, 2025.

DISCUSSION:

Staff will present an update to the Board on the current financial outlook and the fourth quarter.

Attachment:

- Attachment 1: Fiscal Year 2024-25 Fourth Quarter Financial Update



Fiscal Year 2024-25 Financial Update Fourth Quarter Draft

Executive Summary

This financial update includes a review of the Fiscal Year 2025 (FY24-25) ending June 30, 2025 performance. Budget assumptions included cost levels estimating conservative inflationary levels, conservative increases to collection of fares, a new service plan, as well as filling several vacancies. Overall, the District's financial position was better than anticipated; the deficit for the period was favorable from budget estimates in that it was \$2.8M less than the budgeted operating deficit of \$5.4M. The actual shortfall is \$2.5M. Operating costs were \$2.1M lower than anticipated, half of which were in Vehicle Maintenance. Fuel Costs were estimated at a higher rate as the budget was prepared prior to the current contract being finalized accounting for \$365k or slightly over \$1 per gallon of fuel of the variance. Staffing position vacancies accounted for the majority of the other expenditures being under budget. By year end, Bus Operators and almost all of the positions were filled, however they were budgeted for a full year. Hirings also explain the expenditures exceeding the prior year by \$1.7M. FTA Operating Assistance was \$675k higher than budgeted. The final appropriations were made available late this year, and were higher than anticipated. Fare Revenues ended \$152k under target, however Other Income outpaced the budget \$167k over expectations 28% over budget. As in previous years, the operating deficit will be balanced with federal relief funding.

OPERATING BUDGET SUMMARY FISCAL YEAR 2024-25 DRAFT FOR THE 12 MONTHS ENDING JUNE 30, 2025								
	ACTUAL	BUDGET	Var (\$)	Var (%)	PRIOR	VAR (\$)	VAR (%)	
OPERATING REVENUE								
Cash Fares & Tokens	\$1,641,694	\$1,569,732	\$71,962	4.6%	\$1,587,574	\$54,120	3.4%	
Tickets	1,503,757	1,582,001	(78,244)	-4.9%	1,628,551	(124,794)	-7.7%	
Contract Fares	1,834,595	1,980,842	(146,247)	-7.4%	1,805,593	29,002	1.6%	
Total Fares	4,980,046	5,132,575	(152,529)	-3.0%	5,021,718	(41,672)	-0.8%	
Sales Tax Revenue	13,165,224	13,085,145	80,079	0.6%	13,318,918	(153,694)	-1.2%	
Federal Assistance	5,868,658	5,193,521	675,137	13.0%	6,950,715	(1,082,057)	-15.6%	
Other Subsidies	3,595,336	3,675,913	(80,577)	-2.2%	3,178,822	416,514	13.1%	
Non-Transportation Income	756,083	589,044	167,039	28.4%	700,541	55,542	7.9%	
Subsidies & Non-Transportation Income	23,385,301	22,543,623	841,678	3.7%	24,148,996	(763,695)	-3.2%	
TOTAL OPERATING REVENUE	\$28,365,347	\$27,676,198	\$689,149	2.5%	\$29,170,713	(\$805,367)	-2.8%	
OPERATING EXPENSES								
Route Operations	\$18,206,555	\$18,368,210	(\$161,655)	-0.9%	\$16,860,594	\$1,345,961	8.0%	
Vehicle Maintenance	6,163,848	7,233,536	(1,069,688)	-14.8%	6,121,959	41,889	0.7%	
Passenger Accommodations	1,928,487	2,409,335	(480,848)	-20.0%	1,908,605	19,882	1.0%	
General Overhead	4,622,708	5,073,934	(451,226)	-8.9%	4,279,556	343,152	8.0%	
TOTAL OPERATING EXPENSES	\$30,921,598	\$33,085,015	(\$2,163,417)	-6.5%	\$29,170,715	\$1,750,884	6.0%	
Revenue Less Expenses	(\$2,556,251)	(\$5,408,817)	\$2,852,566	-52.7%	(\$2)	(\$2,556,251)	127812550.0%	

Federal Relief Funding

The District has been allocated federal economic relief funding through the Coronavirus Aid, Relief, and Economic Security (CARES) Act, the Coronavirus Response and Relief Supplemental Appropriations Act (CRRSAA), and the American Rescue Plan Act of 2021 (ARPA). These funds were made available to reimburse operating and capital expenses incurred and revenues lost as a result of the pandemic. The District will utilize ARPA funds to offset the deficit. These funds are not included in any Operating Revenues.

Operating Revenue

Total operating revenue of \$28.3 million—excluding the budget balancing ARPA funding—was within 2% of budget projections. Farebox revenues were budgeted conservatively for the year and the District was within 3% of budget. Overall, Regular Cash Fares were 5% over budget or \$75k, however Other Fare Programs fell short of budget with the delay in the Microtransit start. Grants and Appropriations represented 80% of total operating revenue during the period. The \$675k variance was greater FTA Operating Assistance than budgeted. Other income is over budget 28%. This category includes Bus Advertisement which is over budget \$46k, and Interest on Investments were \$102k or 59% over the budgeted amount. Interest Income was budgeted very conservatively with the Fed Rate reductions to slow. The rates had not gone down as quickly as planned and are a lagging indicator. Rounding out the category was the sale of Revenue and Service Vehicles that had served their useful life.

Santa Barbara Metropolitan Transit District Operating Revenue Detail 12 Months Ended June 30, 2025 (\$ thousands)							
	FY 25-26 Actual	FY 25-26 Budget	Variance Amt	%	FY 24-25 Actual	Variance Amt	%
<u>FAREBOX REVENUE</u>							
Cash Fares	\$1,597	\$1,521	\$75	5%	\$1,540	\$56	4%
Pass Sales	1,549	1,631	(82)	-5%	1,676	(127)	-8%
Contract Fares	1,796	1,858	(63)	-3%	1,793	3	0%
Other Fare Programs	39	122	(84)	-68%	12	26	216%
Subtotal	\$4,980	\$5,133	(\$153)	-3%	\$5,022	(\$42)	-1%
<u>GRANTS & APPROPRIATIONS</u>							
LTF Sales Tax Revenue	\$10,257	\$10,240	\$17	0%	\$10,280	(\$24)	0%
FTA Operating Assistance	5,869	5,194	675	13%	6,951	(1,082)	-16%
Measure A Sales Tax	2,908	2,845	63	2%	3,039	(130)	-4%
Other Operating Assistance	1,725	1,875	(150)	-8%	1,395	329	24%
Property Tax Revenue	1,871	1,801	70	4%	1,783	87	5%
Subtotal	\$22,629	\$21,955	\$675	3%	\$23,448	(\$819)	-3%
<u>OTHER INCOME</u>							
Advertising on Buses	\$444	\$398	\$46	12%	\$403	\$41	10%
Interest on Investments	277	175	102	59%	273	5	2%
Other Income	35	16	18	115%	25	10	40%
Subtotal	\$756	\$589	\$167	28%	\$701	\$56	8%
Total Operating Revenue	\$28,365	\$27,676	\$689	2%	\$29,171	(\$805)	-3%

Grants & Subsidies— Local Sales Tax Revenue is up this period \$17k over budget. Measure A Sales Tax Revenues are \$63k over budget. Budgeted revenues for sales taxes were very conservative as there were strong projections that the sales tax revenues would decrease after some of the largest increases due to inflationary prices. Federal Transit Administration Section 5307 operating assistance is reflected at full year apportionment. Local Operating Assistance is based on UCSB's agreement with the District to provide assistance for L28 and Lines 12x/24x and special project grant revenue, for example SBCAG covering the Operating Cost of the 19x to and from Santa Barbara City College and Carpinteria. The Microtransit Operating Assistance is budgeted under LCTOP Operating Assistance in this category and is underbudget due to the delay in the initiation of the Microtransit service. Property Tax Revenue is 4% or \$70k above the budget.

Other Income— Advertising income is 12% over the budgeted projections, Marketing Staff have been busy and there was an Advertising Rate increase for this year. Interest income was over budget \$46k and exceeded prior year due to interest income. Future revenues rates are reduced based on the Federal Reserve actions. The bulk of the Other Income was the Public Auction proceeds on Revenue and Service Vehicles that had reached their useful lives.

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT
OPERATING EXPENDITURES
Draft For the 12 Months Ended June 30, 2025

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
ROUTE OPERATIONS					
DRIVERS	12,314,388	12,462,366	(147,978)	1,558,916	755,472
DISPATCH & SUPERVISION	938,009	958,981	(20,972)	788,066	149,942
HIRING & TRAINING	928,984	621,051	307,933	802,967	126,017
RISK & SAFETY	2,775,293	3,156,293	(381,000)	2,446,986	328,308
CONTRACTED TRANSPORTATION	1,249,881	1,169,519	80,362	1,263,658	(13,777)
SUBTOTAL	\$ 18,206,555	\$ 18,368,210	(\$ 161,655)	\$ 16,860,594	\$ 1,345,961
VEHICLE MAINTENANCE					
MECHANICS	1,421,212	1,641,893	(220,681)	1,240,446	180,766
SERVICE WORKERS	747,182	1,038,039	(290,857)	741,348	5,834
SHOP SUPERVISION	989,670	1,192,567	(202,897)	919,605	70,065
FUEL, LUBRICANTS AND TIRES	2,068,747	2,433,887	(365,140)	2,415,080	(346,333)
VEHICLE PARTS AND SUPPLIES	728,275	705,000	23,275	685,509	42,766
OUTSIDE VEHICLE MAINTENANCE	38,311	45,000	(6,689)	34,914	3,398
RISK AND SAFETY	144,790	137,903	6,887	79,780	65,010
MICROTRANSIT	25,661	39,246	(13,586)	5,277	20,384
SUBTOTAL	\$ 6,163,848	\$ 7,233,536	\$ 1,069,688)	\$ 6,121,959	\$ 41,889
PASSENGER ACCOMMODATIONS					
PASSENGER FACILITIES	791,640	860,306	(68,666)	781,965	9,676
TRANSIT DEVELOPMENT	323,318	434,000	(110,682)	284,268	39,050
MARKETING & COMMUNICATIONS	263,563	630,318	(366,755)	375,606	(112,043)
FARE REVENUE COLLECTION	549,966	484,711	65,255	466,767	83,199
SUBTOTAL	\$ 1,928,487	\$ 2,409,335	(\$ 480,848)	\$ 1,908,605	\$ 19,882
GENERAL OVERHEAD					
FINANCE	854,482	849,877	4,605	818,342	36,140
PERSONNEL	414,889	287,518	127,371	293,300	121,589
OPERATING FACILITIES	445,651	515,142	(69,491)	449,669	(4,018)
DISTRICT ADMINISTRATION	2,604,370	3,092,248	(487,878)	2,428,784	175,586
UTILITIES	303,316	329,149	(25,833)	289,461	13,855
SUBTOTAL	\$ 4,622,708	\$ 5,073,934	(\$ 451,226)	\$ 4,279,556	\$ 343,152
TOTAL OPERATING COST	\$ 30,921,598	\$ 33,085,015	\$ 2,163,417)	\$ 29,170,714	\$ 1,750,884

Operating Expenses

Total operating expenses of \$30.9 million were \$2.1M under budget for the FY24-25 and increased \$1.7M or 5.7% from the prior year. Staff Vacancies impacted all Business Lines until mid-year; the budget assumed full

staffing. All functional areas were under budget for the fiscal year. Hiring continued throughout the year and in particular for Bus Operators in large part, which can account for the over budget spending in the category of Hiring and Training. All other Business Lines completed the year under budget however, and with the exception of Passenger Accommodations, all were over the previous year's expenses as positions were filled in Route Operations, Vehicle Maintenance, and Administration. The paratransit subsidy is increased over budget \$80k due to the District subsidizing a new Van for Easy Lift.

Other Expenses— As a service industry approximately 71% of expenses are staffing related. The next largest cost overall is risk. At June 30, 2025, Risks were under budget by \$381k and increased from the previous year by \$300k. This is as a result of level insurance premiums and reserve projections based on pending claims and management of the risks. Additional notable expenditures and variations from expectations include the following:

- Fuel Costs are below Risk Management costs and served as the next largest cost to Labor for many years. This category is currently under budget \$346k and totals \$346k lower than the previous year's costs. The District was able to secure a fixed price contract for \$2.49 per gallon from January 1, 2025 through June 30, 2026. As this contract was executed after the budget was prepared for the FY24-25, a conservative cost was estimated at a higher rate than the actual causing the variance.
- Paratransit Services are increased 1% from the prior year. Year to date costs are \$80k over budget based on a van that was purchased by MTD for Easy Lift. Effective July 2024, MTD increased the ADA Paratransit fees payable to Easy Lift. Costs in 2025 are \$13k more than the previous year.

Capital Budget

The District's capital outlays for the period were \$6.5M. Vehicle Acquisitions expenses were for Pre-purchase Audits that are required by grants for the Heavy-Duty Battery Electric Buses that were placed on order during this period and the 3 Diesel Powered Passenger Vans being used for the Microtransit Program. Bus Improvements represent the installation of the Three-position Bicycle Racks onto the fleet, and Bus Engine Overhauls and Transmission replacements. The Information Systems costs were the investments into the Clever Devices Hardware and Software upgrades to the Computer-Aided Dispatch/Automatic Vehicle Location (CAD/AVL) System. The Terminal 2 Recommissioning Construction and Phase 2 Plans, Specifications, & Engineering were the largest investment in the Operating Facilities category \$4.6M, followed by \$80k in Plans, Specifications, and Engineering for the Haley Street Canopy Improvements. Another \$20k was spent on Bus Stop Improvements near the Santa Barbara Airport and on Hollister Avenue next to the Food Bank. Other Equipment were the replacements of vehicle lifts that had served their useful life and new Hand-Held Radios for communications. Expenditures will be primarily reimbursed by FTA, TIRCP, Measure A and STA funds.

Capital Expenditures by Category
Draft For 12 Months Ended June 30, 2025
(\$ thousands)

Category	FY 24-25	FY 24-25	Variance	
	Actual	Budget	Amt	%
Vehicle Acquisitions	\$556	\$30,502	(\$29,946)	-98%
Bus Improvements	734	100	\$634	634%
Information Systems	238	215	\$23	11%
Operating Facilities	4,788	10,729	(\$5,940)	-55%
Intelligent Transportation Systems	38	1,687	(\$1,649)	-98%
Passenger Facilities	0	275	(\$275)	-100%
Other Equipment	173	450	(\$277)	-62%
Total Capital Expenditures	\$6,527	\$43,957	(\$37,430)	

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**ROUTE OPERATIONS****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
DRIVERS					
WAGES					
Scheduled	7,082,107	6,981,841	100,266	6,596,274	485,833
Scheduled - Wave	17,540	0	17,540	0	17,540
Scheduled OT	269,210	516,224	(247,014)	451,427	(182,217)
Scheduled OT - Wave	3,057	0	3,057	0	3,057
Unscheduled	283,259	181,638	101,621	177,464	105,795
Unscheduled - Wave	0	0	0	0	0
Driver Light Duty	0	1,067	(1,067)	0	0
FRINGE BENEFITS					
FICA - Drivers	668,314	668,927	(613)	636,698	31,616
Pension - Drivers	874,509	857,287	17,222	801,923	72,587
Health Insurance - Drivers	2,136,575	2,160,756	(24,182)	1,884,732	251,842
Sick Pay - Drivers	162,949	188,946	(25,997)	145,976	16,974
Vacation - Drivers	485,446	577,600	(92,154)	528,662	(43,216)
Holiday Pay - Drivers	253,212	258,913	(5,701)	240,200	13,012
Other Pay - Drivers	43,391	37,914	5,477	58,251	(14,860)
Unemployment Ins - Drivers	15,525	14,753	772	14,626	899
Uniforms - Drivers	19,294	16,500	2,794	22,682	(3,389)
	<u>\$ 12,314,388</u>	<u>\$ 12,462,366</u>	<u>(\$ 147,978)</u>	<u>\$ 11,558,916</u>	<u>\$ 755,472</u>
DISPATCH & SUPERVISION					
WAGES					
Supervisors - Dispatch & Supervision	270,761	310,916	(40,155)	241,728	29,033
Staff - Dispatch & Supervision	305,512	281,822	23,690	279,775	25,737
FRINGE BENEFITS					
FICA - Dispatch & Supervision	47,965	52,302	(4,337)	45,110	2,855
Pension - Dispatch & Supervision	56,905	65,046	(8,141)	55,458	1,447
Health Insurance - Dispatch & Supervi	145,867	157,129	(11,262)	116,683	29,185
Sick Pay - Dispatch & Supervision	24,598	12,678	11,920	(14,034)	38,632
Vacation - Dispatch & Supervision	54,391	41,685	12,706	36,504	17,887
Holiday Pay - Dispatch & Supervision	20,596	23,655	(3,060)	20,704	(108)
Other Pay - Dispatch & Supervision	10,671	12,931	(2,260)	5,485	5,186
Unemployment Ins - Dispatch & Super	743	817	(74)	654	89
	<u>\$ 938,009</u>	<u>\$ 958,981</u>	<u>(\$ 20,972)</u>	<u>\$ 788,066</u>	<u>\$ 149,942</u>
HIRING & TRAINING					
WAGES					
Staff - Hiring & Training	97,964	91,520	6,444	83,095	14,869
Student Drivers	419,582	173,988	245,594	405,802	13,780
Existing Driver/Super Training	156,345	111,304	45,041	73,701	82,644
FRINGE BENEFITS					
FICA - Hiring & Training	44,387	32,174	12,213	29,250	15,137
Pension - Hiring & Training	29,213	24,706	4,507	26,034	3,178
Health Insurance - Hiring & Training	91,238	87,488	3,750	85,776	5,462
Sick Pay - Hiring & Training	10,192	7,227	2,965	19,899	(9,706)
Vacation - Hiring & Training	17,860	21,420	(3,560)	19,762	(1,903)

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**ROUTE OPERATIONS****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
Holiday Pay - Hiring & Training	11,126	11,049	77	9,606	1,520
Other Pay - Hiring & Training	3,922	4,069	(147)	2,890	1,032
Unemployment Ins - Hiring & Training	459	506	(47)	333	126
MISCELLANEOUS					
Medical/Driving Exams & DMV Fees (	37,540	29,100	8,440	41,691	(4,150)
Employment Ads	932	10,000	(9,068)	500	432
Training, Travel & Meetings (RO)	8,224	16,500	(8,276)	4,627	3,598
	<u>\$ 928,984</u>	<u>\$ 621,051</u>	<u>\$ 307,933</u>	<u>\$ 802,967</u>	<u>\$ 126,017</u>
RISK & SAFETY					
WAGES					
Staff - Risk & Safety	71,086	220,458	(149,372)	74,929	(3,843)
Supervisors - Risk & Safety	423,554	401,396	22,158	446,336	(22,781)
Driver Accident Pay	2,315	2,420	(105)	1,572	743
FRINGE BENEFITS					
FICA - Risk & Safety	39,273	54,539	(15,266)	44,632	(5,358)
Pension - Risk & Safety	36,457	60,831	(24,374)	43,848	(7,391)
Health Insurance - Risk & Safety	103,512	152,637	(49,125)	108,604	(5,092)
Sick Pay - Risk & Safety	8,709	18,401	(9,692)	7,298	1,411
Vacation - Risk & Safety	28,111	35,457	(7,346)	35,586	(7,474)
Holiday Pay - Risk & Safety	14,852	23,918	(9,066)	16,785	(1,932)
Other Pay - Risk & Safety	6,418	10,879	(4,461)	4,823	1,595
Unemployment Ins - Risk & Safety	604	851	(247)	672	(69)
LIABILITY COSTS					
Liability - Professional Services	165,186	298,210	(133,024)	225,409	(60,224)
Liability Insurance	907,050	893,078	13,972	826,446	80,604
Liability CY Payouts	15,810	95,000	(79,190)	20,088	(4,278)
Liability CY Reserves	31,700	130,000	(98,300)	52,000	(20,300)
Liability PY Payouts	54,630	75,000	(20,370)	92,496	(37,866)
Liability PY Reserve Change	116,443	(75,000)	191,443	(57,944)	174,387
WORKERS COMP COSTS					
WC Professional Services (RO)	228,380	309,331	(80,951)	269,214	(40,834)
WC Insurance (RO)	217,031	220,825	(3,794)	228,467	(11,436)
WC CY Incident Payouts (RO)	64,144	50,000	14,144	52,478	11,666
WC CY Incident Reserves (RO)	104,901	125,000	(20,099)	67,469	37,432
WC PY Incidents Payouts (RO)	234,889	425,000	(190,111)	619,501	(384,611)
WC PY Reserve Change (RO)	(160,583)	(425,000)	264,417	(775,982)	615,399
Miscellaneous Risk & Safety	60,821	53,062	7,759	42,260	18,560
CONTRACTED TRANSPORTATION					
Paratransit Subsidy	1,249,881	1,169,519	80,362	1,263,658	(13,777)
	<u>\$ 4,025,174</u>	<u>\$ 4,325,812</u>	<u>(\$ 300,638)</u>	<u>\$ 3,710,644</u>	<u>\$ 314,530</u>
ROUTE OPERATIONS	<u>\$ 18,206,555</u>	<u>\$ 18,368,210</u>	<u>(\$ 161,655)</u>	<u>\$ 16,860,594</u>	<u>\$ 1,345,961</u>

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**VEHICLE MAINTENANCE****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
MECHANICS					
WAGES					
Mechanics	863,171	989,399	(126,228)	755,304	107,867
Less Mechanic Capital Labor	(83,351)	(36,886)	(46,465)	(64,312)	(19,039)
Mechanics-Overtime	58,552	80,202	(21,650)	79,118	(20,565)
FRINGE BENEFITS					
FICA - Mechanics	80,274	91,488	(11,214)	70,139	10,135
Pension - Mechanics	94,735	108,616	(13,881)	81,798	12,937
Health Insurance - Mechanics	257,865	258,552	(687)	204,828	53,038
Sick Pay - Mechanics	36,622	25,820	10,802	17,245	19,377
Vacation - Mechanics	55,894	57,119	(1,225)	47,529	8,365
Holiday Pay - Mechanics	35,735	41,312	(5,577)	29,343	6,391
Other Pay - Mechanics	2,934	2,066	868	2,852	82
Unemployment Ins - Mechanics	1,572	1,666	(94)	1,385	187
Uniforms - Mechanics	4,211	7,139	(2,928)	5,793	(1,582)
Tool Allowance - Mechanics	12,998	15,400	(2,402)	9,426	3,573
	<u>\$ 1,421,212</u>	<u>\$ 1,641,893</u>	<u>(\$ 220,681)</u>	<u>\$ 1,240,446</u>	<u>\$ 180,766</u>
SERVICE WORKERS					
WAGES					
Service Workers	403,428	579,177	(175,749)	406,922	(3,494)
FRINGE BENEFITS					
FICA - Service Workers	35,354	51,289	(15,935)	34,810	544
Pension - Service Workers	57,365	84,148	(26,784)	59,553	(2,188)
Health Insurance - Service Workers	180,597	221,616	(41,019)	175,486	5,111
Sick Pay - Services Workers	9,556	20,105	(10,549)	6,849	2,707
Vacation - Service Workers	35,601	45,342	(9,741)	31,840	3,760
Holiday Pay - Service Workers	17,000	24,246	(7,246)	17,066	(66)
Other Pay - Service Workers	0	1,576	(1,576)	1,294	(1,294)
Unemployment Ins - Service Workers	996	1,456	(460)	1,040	(44)
Uniforms - Service Workers	2,803	4,855	(2,052)	3,096	(294)
MISCELLANEOUS					
Medical Exams/DMV Fees (VM)	4,483	4,229	254	3,391	1,092
	<u>\$ 747,182</u>	<u>\$ 1,038,039</u>	<u>(\$ 290,857)</u>	<u>\$ 741,348</u>	<u>\$ 5,834</u>
SHOP SUPERVISION					
WAGES					
Staff - Maintenance Supervision	582,194	711,477	(129,283)	557,503	24,691
FRINGE BENEFITS					
FICA - Maintenance Supervision	51,096	61,606	(10,510)	49,573	1,523
Pension - Maintenance Supervision	65,246	80,170	(14,924)	59,958	5,288
Health Insurance - Maintenance Super	183,111	230,279	(47,168)	164,027	19,084
Sick Pay - Maintenance Supervision	13,279	15,396	(2,117)	(14,679)	27,958
Vacation - Maintenance Supervision	45,316	38,399	6,917	57,348	(12,031)
Holiday Pay - Maintenance Supervisio	25,059	30,792	(5,733)	24,047	1,012
Other Pay - Maintenance Supervision	13,583	13,555	28	10,894	2,689
Unemployment Ins - Maintenance Sup	804	893	(89)	840	(36)

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**VEHICLE MAINTENANCE****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
MISCELLANEOUS					
Training, Travel & Meetings (VM)	9,983	10,000	(17)	10,095	(112)
FUEL, LUBRICANTS AND TIRES					
Bus Tire Mounting	19,557	16,248	3,309	17,340	2,216
Fuel - Buses	1,584,878	1,974,117	(389,239)	1,968,576	(383,698)
Fuel - Wave	534	0	534	0	534
Lubes - Buses	175,813	197,642	(21,829)	201,857	(26,045)
Lubes - Wave	0	0	0	0	0
Electric Bus Power	134,331	89,782	44,549	79,015	55,316
EV Power - Wave	0	0	0	0	0
Lease Cost - Tires Buses	153,633	156,098	(2,465)	148,291	5,342
Tires - Wave	0	0	0	0	0
VEHICLE PARTS AND SUPPLIES					
Vehicle Parts - Buses	631,279	600,000	31,279	587,485	43,794
Vehicle Parts - Wave	0	0	0	0	0
Shop Supplies	60,364	70,000	(9,636)	61,251	(887)
Bus Cleaning Supplies	13,069	10,000	3,069	13,019	50
Hazmat Disposal/Tank Tests	23,563	25,000	(1,437)	23,753	(191)
OUTSIDE VEHICLE MAINTENANCE					
Vendor Vandalism Repairs	230	5,000	(4,770)	417	(187)
Vendor Accident Repairs	4,722	5,000	(278)	6,242	(1,520)
Less Accident Reimbursements	(1,715)	(10,000)	8,285	0	(1,715)
Vendor Bus Repairs	35,075	45,000	(9,925)	28,254	6,820
RISK AND SAFETY					
WC Professional Services (VM)	37,581	16,281	21,300	19,642	17,939
WC Insurance (VM)	11,412	11,622	(210)	12,014	(602)
WC CY Payouts (VM)	0	10,000	(10,000)	3,062	(3,062)
WC CY Incident Reserves (VM)	0	25,000	(25,000)	5,398	(5,398)
WC PY Incidents Payouts (VM)	69,988	50,000	19,988	11,934	58,054
WC PY Reserve Change (VM)	25,809	25,000	809	27,730	(1,921)
MICROTRANSIT					
Microtransit Services	18,644	20,604	(1,960)	617	18,028
Microtransit Materials	7,016	18,642	(11,626)	4,661	2,356
	<u>\$ 3,995,453</u>	<u>\$ 4,553,604</u>	<u>(\$ 558,150)</u>	<u>\$ 4,140,165</u>	<u>(\$ 144,711)</u>
VEHICLE MAINTENANCE	<u>\$ 6,163,848</u>	<u>\$ 7,233,536</u>	<u>\$ 1,069,688)</u>	<u>\$ 6,121,959</u>	<u>\$ 41,889</u>

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**PASSENGER ACCOMMODATIONS****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
PASSENGER FACILITIES					
WAGES					
Supervisors - Passengers Facilities	223,559	268,655	(45,096)	235,807	(12,248)
TC Advisors	106,262	111,314	(5,052)	106,130	132
Staff - Bus Stop Maintenance	50,418	46,178	4,240	51,689	(1,271)
FRINGE BENEFITS					
FICA - Passenger Facilities	36,497	37,433	(936)	33,428	3,069
Pension - Passenger Facilities	40,288	33,639	6,649	37,718	2,570
Health Insurance - Passenger Facilities	137,666	150,117	(12,451)	113,768	23,898
Sick Pay - Passenger Facilities	8,610	15,428	(6,818)	9,674	(1,065)
Vacation - Passenger Facilities	27,757	23,209	4,548	28,287	(531)
Holiday Pay - Passenger Facilities	14,543	17,822	(3,279)	14,390	153
Other Pay - Passenger Facilities	5,866	6,714	(848)	6,398	(532)
Unemployment Ins - Passenger Facilities	718	933	(215)	765	(46)
BUILDINGS AND GROUNDS					
Property Insurance (PF)	21,189	21,364	(175)	16,973	4,216
Contract Maint-PF	107,858	113,000	(5,142)	110,520	(2,662)
B&G Repairs & Supplies (PF)	8,183	7,500	683	13,440	(5,256)
Bus Stop Repairs & Supplies	2,225	7,000	(4,775)	2,977	(752)
	<u>\$ 791,640</u>	<u>\$ 860,306</u>	<u>(\$ 68,666)</u>	<u>\$ 781,965</u>	<u>\$ 9,676</u>
TRANSIT DEVELOPMENT					
WAGES					
Staff - Transit Development	192,443	266,385	(73,942)	172,701	19,742
FRINGE BENEFITS					
FICA - Transit Development	17,484	23,369	(5,885)	15,994	1,490
Pension - Transit Development	22,806	30,547	(7,741)	16,725	6,081
Health Insurance - Transit Development	48,323	69,692	(21,369)	31,895	16,428
Sick Pay - Transit Development	6,989	9,399	(2,410)	13,108	(6,120)
Vacation - Transit Development	14,663	12,214	2,449	18,305	(3,642)
Holiday Pay - Transit Development	8,263	11,749	(3,486)	6,579	1,684
Other Pay - Transit Development	7,551	5,728	1,823	6,456	1,095
Unemployment Ins - Transit Development	295	417	(122)	392	(97)
SERVICE PLANNING					
Planning Studies & Surveys	0	1,500	(1,500)	0	0
Training, Travel & Meetings (TD)	4,502	3,000	1,502	2,112	2,389
	<u>\$ 323,318</u>	<u>\$ 434,000</u>	<u>(\$ 110,682)</u>	<u>\$ 284,268</u>	<u>\$ 39,050</u>
MARKETING & COMMUNICATIONS					
WAGES					
Staff - Marketing & Communications	108,503	246,164	(137,661)	154,480	(45,977)
FRINGE BENEFITS					
FICA - Marketing & Communications	9,916	21,330	(11,414)	14,043	(4,126)
Pension - Marketing & Communication	13,308	27,882	(14,574)	18,604	(5,296)
Health Insurance - Marketing & Comm	36,312	86,216	(49,904)	81,146	(44,834)
Sick Pay - Marketing & Communicatio	2,752	5,644	(2,892)	10,835	(8,083)
Vacation - Marketing & Communicatio	10,702	15,552	(4,850)	5,983	4,719

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**PASSENGER ACCOMMODATIONS****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
Holiday Pay - Marketing & Communica	4,939	0	4,939	4,992	(53)
Other Pay - Marketing & Communicati	3,763	2,958	805	1,305	2,458
Unemployment Ins - Marketing & Com	259	417	(158)	515	(255)
PROMOTIONS					
Media Ad Placement	1,804	80,000	(78,196)	0	1,804
Brochures & Publications	4,127	6,000	(1,873)	0	4,127
Market Research	9,184	2,500	6,684	979	8,205
Promotional Giveaways	3,502	6,000	(2,498)	0	3,502
Training, Travel & Meetings (PI)	2,212	3,000	(788)	169	2,043
INFORMATION					
Other Promotions	7,782	47,600	(39,818)	18,459	(10,676)
Route Schedules & Information	44,497	79,055	(34,558)	64,097	(19,600)
	<u>\$ 263,563</u>	<u>\$ 630,318</u>	<u>(\$ 366,755)</u>	<u>\$ 375,606</u>	<u>(\$ 112,043)</u>
FARE REVENUE COLLECTION					
WAGES					
Staff - Fare Revenue Collection	192,546	153,545	39,001	180,958	11,587
FRINGE BENEFITS					
FICA - Fare Revenue & Collection	17,674	14,367	3,307	16,303	1,370
Pension - Fare Revenue Collection	23,259	18,781	4,478	21,372	1,887
Health Insurance - Fare Revenue Coll	76,173	85,096	(8,923)	70,017	6,155
Sick Pay - Fare Revenue Collection	9,783	6,853	2,930	6,057	3,726
Vacation - Fare Revenue & Collection	15,975	17,132	(1,157)	19,131	(3,156)
Holiday Pay - Fare Revenue Collectio	6,895	6,853	(158)	6,563	131
Other Pay - Fare Revenue Collection	7,325	3,426	3,899	1,548	5,777
Unemployment Ins - Fare Revenue Co	224	238	(14)	224	0
MISCELLANEOUS					
Tickets and Transfers	60,467	40,000	20,467	43,589	16,878
Farebox Parts & Repairs	50,818	50,000	818	37,593	13,225
Fare Processing	89,029	88,420	609	63,411	25,618
	<u>\$ 549,966</u>	<u>\$ 484,711</u>	<u>\$ 65,255</u>	<u>\$ 466,767</u>	<u>\$ 83,199</u>
PASSENGER ACCOMMODATIONS	<u>\$ 1,928,487</u>	<u>\$ 2,409,335</u>	<u>(\$ 480,848)</u>	<u>\$ 1,908,605</u>	<u>\$ 19,882</u>

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**GENERAL OVERHEAD****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
FINANCE					
WAGES					
Staff - Accounting	477,244	474,615	2,629	458,781	18,462
FRINGE BENEFITS					
FICA - Accounting	41,193	40,943	250	41,030	163
Pension - Accounting	54,560	53,520	1,040	49,309	5,251
Health Insurance - Accounting	212,976	219,557	(6,581)	195,610	17,366
Sick Pay - Accounting	5,338	4,086	1,252	9,705	(4,367)
Vacation - Accounting	34,536	29,943	4,593	35,264	(729)
Holiday Pay - Accounting	20,301	20,429	(128)	19,489	812
Other Pay - Accounting	7,718	6,129	1,589	8,533	(815)
Unemployment Ins - Accounting	617	655	(38)	621	(3)
	<u>\$ 854,482</u>	<u>\$ 849,877</u>	<u>\$ 4,605</u>	<u>\$ 818,342</u>	<u>\$ 36,140</u>
PERSONNEL					
WAGES					
Staff - Personnel	248,200	121,900	126,300	176,083	72,117
FRINGE BENEFITS					
FICA - Personnel	21,550	11,892	9,658	15,021	6,529
Pension - Personnel	16,878	15,545	1,333	11,301	5,577
Health Insurance - Personnel	92,382	104,157	(11,775)	62,597	29,785
Sick Pay - Personnel	7,136	3,728	3,408	3,868	3,268
Vacation - Personnel	9,494	12,425	(2,931)	11,543	(2,049)
Holiday Pay - Personnel	9,982	12,425	(2,443)	7,142	2,840
Other Pay - Personnel	8,887	4,970	3,917	5,131	3,756
Unemployment Ins - Personnel	380	476	(96)	615	(234)
UTILITIES					
Telephone & Data Communication	80,664	83,986	(3,322)	71,995	8,669
Power, Water, and Trash	202,964	218,000	(15,036)	199,919	3,045
Two-Way Radios	19,687	27,163	(7,476)	17,547	2,140
	<u>\$ 718,205</u>	<u>\$ 616,667</u>	<u>\$ 101,538</u>	<u>\$ 582,761</u>	<u>\$ 135,444</u>
OPERATING FACILITIES					
WAGES					
Staff - Operating Facilities	71,646	69,129	2,517	66,968	4,678
FRINGE BENEFITS					
FICA - Operating Facilities	6,621	6,256	365	6,310	311
Pension - Operating Facilities	8,711	8,178	533	8,318	392
Health Insurance - Operating Facilities	15,595	16,063	(468)	14,298	1,298
Sick Pay - Operating Facilities	3,160	926	2,234	3,952	(791)
Vacation - Operating Facilities	7,261	7,715	(454)	7,715	(453)
Holiday Pay - Operating Facilities	3,074	3,086	(12)	2,850	224
Other Pay - Operating Facilities	2,029	926	1,103	1,757	271
Unemployment Ins - Operating Facilities	112	119	(7)	112	0
SERVICE VEHICLES					
Service Vehicle Parts & Repairs	17,217	15,000	2,217	7,998	9,219

SANTA BARBARA METROPOLITAN TRANSIT DISTRICT**GENERAL OVERHEAD****Draft For the 12 Months Ended June 30, 2025**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>VAR (\$)</u>	<u>PRIOR</u>	<u>VAR (\$)</u>
Fuel - Services Vehicles	31,517	65,000	(33,483)	46,066	(14,550)
BUILDINGS & GROUNDS					
Property Insurance (OF)	115,127	118,744	(3,618)	89,716	25,411
Contract Maint-OF	110,748	119,000	(8,252)	123,290	(12,542)
B&G Repairs & Supplies (OF)	52,833	85,000	(32,167)	70,319	(17,486)
	<u>\$ 445,651</u>	<u>\$ 515,142</u>	<u>(\$ 69,491)</u>	<u>\$ 449,669</u>	<u>(\$ 4,018)</u>
DISTRICT ADMINISTRATION					
WAGES					
Staff - District Administration	758,376	950,227	(191,851)	717,105	41,271
FRINGE BENEFITS					
FICA - District Administration	62,198	82,891	(20,693)	57,038	5,159
Pension - District Administration	56,920	129,409	(72,489)	81,391	(24,471)
Health Insurance - District Administration	170,144	257,793	(87,649)	136,921	33,223
Health Insurance - Retiree & Cobra	46,542	89,970	(43,428)	126,142	(79,600)
Sick Pay - District Administration	3,188	13,269	(10,081)	(23,213)	26,401
Vacation - District Administration	63,383	61,992	1,391	56,071	7,312
Holiday Pay - District Administration	30,974	40,654	(9,680)	28,479	2,495
Other Pay - District Administration	59,951	12,404	47,547	50,857	9,094
Unemployment Ins - District Administration	959	1,046	(87)	624	335
ADMINISTRATIVE SERVICES					
Public Official Insurance	114,662	128,977	(14,315)	121,384	(6,721)
Legal Counsel	41,569	75,000	(33,431)	13,601	27,969
Pension Administration	81,122	1,000	80,122	808	80,314
Audit - Public Costs	55,600	63,890	(8,290)	43,320	12,280
Directors Fees	7,200	10,080	(2,880)	7,954	(754)
Office Machine Maintenance	601,116	541,739	59,377	504,766	96,349
Interest Expense - GASB96	(3,367)	0	(3,367)	2,690	(6,057)
Miscellaneous Services	158,411	131,183	27,228	243,569	(85,158)
MISCELLANEOUS EXPENSES					
Training, Conferences & Meetings	28,445	20,000	8,445	20,670	7,776
Lobbying Expense	0	0	0	0	0
Mandated Fees and Permits	32,810	42,272	(9,462)	30,914	1,896
Overpass Site Maintenance	483	10,000	(9,517)	5,708	(5,225)
Office & Computer Supplies	51,581	60,000	(8,419)	42,320	9,261
Dues & Subscriptions	50,847	52,952	(2,105)	51,321	(475)
Employee Relations	44,284	48,000	(3,716)	36,624	7,659
Misc. Expenses & Losses	14,936	15,000	(64)	(9,510)	24,445
Bad Debts	0	2,500	(2,500)	0	0
COVID-19 Expenses	625	250,000	(249,375)	3,033	(2,408)
Subscription Amortization Expense	71,411	0	71,411	78,195	(6,783)
	<u>\$ 2,604,370</u>	<u>\$ 3,092,248</u>	<u>(\$ 487,878)</u>	<u>\$ 2,428,784</u>	<u>\$ 175,586</u>
GENERAL OVERHEAD	<u>\$ 4,622,708</u>	<u>\$ 5,073,934</u>	<u>(\$ 451,226)</u>	<u>\$ 4,279,556</u>	<u>\$ 343,152</u>



BOARD OF DIRECTORS REPORT

MEETING DATE: OCTOBER 21, 2025 **AGENDA ITEM #:** 8

TYPE: INFORMATIONAL ITEM

PREPARED BY: HUMAN RESOURCES AND RISK MANAGER DAVID SERRANO

REVIEWED BY: GENERAL MANAGER JERRY ESTRADA

SUBJECT: NON-REPRESENTED EMPLOYEE HEALTH BENEFITS

RECOMMENDATION:

Staff recommends that the Board of Directors receive a report on the actions taken by the General Manager regarding the District's contribution to monthly medical premiums, employee costs, and approach to Total Compensation meetings

DISCUSSION:

Background:

The District currently provides medical benefits to its staff positions (non-represented employees), through the Special District Risk Management Association (SDRMA) and (PRISM) partnership, for small-group employers (Special Districts with less than 250 employees). The District is currently looking at various medical plan options that balance overall cost increase to the District and to the employee, and continues to make the District an employer of choice in its overall Total Compensation package

Findings:

The District currently provides staff employees with the Blue Shield +15 HMO plan, and the Kaiser HMO +15 plan. The District pays the majority of premium costs, with employees paying \$40.00 per month out-of-pocket for premiums. SDRMA has informed the District that premiums for the medical plans will increase 13.84% effective January 1, 2026 policy year. This represents a significant increase in costs to the District, and makes such plans unsustainable in current and future health plan/policy years.

Over the prior six years, since 2021, the District has seen a cumulative total increase of 62.04% from the 2020 base.

The cumulative rate increases erode the District's ability to continue providing strong financial support for staff employee benefits.

BOARD OF DIRECTORS REPORT

The District has historically provided a total compensation package, including medical plans, that makes the District an employer of choice. However, due to ongoing rising cost against a fiscal imbalance, looking over the next three-to-five years, the District will have to begin making difficult choices. One such difficult choice is to design and develop a total compensation plan, taking into account medical benefit costs, and related employee out-of-pocket cost for monthly premiums. MTD last completed a Total Compensation Study in November 2022, with the assistance of Koff & Associates. Staff will recommend a Compensation study be budgeted for next fiscal year (26/27).

In the interim, the General Manager has taken action to select the most cost-effective plans for our non-represented staff employees that will for the most part, preserve coverage, with developing an alternative cost-sharing plan that will assist employees to continue to afford medical coverage in spite of spiraling costs. These actions help manage the District finance, annual fiscal issues, and balance health care expenses with non-represented staff employees, and retain a commitment on the District's overall Total Compensation plan.

In selection of the various medical plan options through SDRMA/PRISM, the offerings included HMO +15 plan; HMO +20 plans; PPO Plans with 90/10 and 80/20 plan options, and High Deductible Plans. With respect to the High Deductible Plans, the monthly premium costs, employee monthly out-of-pocket costs, along with the high deductible, make these plans unaffordable at this time. With respect to the PPO 90/10 plan, the monthly premiums, employee monthly out-of-pocket, make this plan option unaffordable at this time. The HMO +15 plans, as outlined above have increased in cost, with monthly premiums, and employee monthly out-of-pocket costs unaffordable as well. Thus, the current option is to select the HMO +20 plans offered through Blue Shield and Kaiser, along with the Blue Shield PPO Gold plan.

Health Plans:

SDRMA/PRISM offers several plans to employers, with employers allowed to select two Blue Shield plans (one HMO, and one PPO), along with one Kaiser plan. Plan offerings include including Blue Shield +20 HMO plan, Blue Shield Gold PPO, and Kaiser HMO + 20 plans. The plans provide and meet ACA requirements, for employer sponsored medical plans, which is to say the meet minimum value for coverage, and continue to provide for all coverages for pre-illness/preventative care, and periodic wellness screenings.

Further, the plan offerings by SDRMA/PRISM also offer additional at-no-charges services to covered employees and families, such as:

- DIGBI (Digestible Bites): offered to Blue Shield members - Chronic Conditions and Weight Management approach utilizing at-home genetic tests, gut microbiome and continuous glucose monitoring to help physicians and patients understand each person's unique biological profile/root cause for medical conditions and develop personalized care pathways, and help lower costs for members with diabetes, hypertension hyperlipidemia, obesity, and gastro-intestinal issues.
- Hinge Health: offered to Blue Shield and Kaiser members – “End-to-end musco-skeletal (MSK) care for everybody and every body part”. Preventing an injury, addressing acute and chronic pain, and surgery rehabilitation through a complete clinical care team utilizing advanced technology to deliver an all-in-one solution; dedicated physical therapists for 1-1 video visits; dedicated health coach trained in motivation and behavioral support; customized therapy with wearable sensors for real-time feedback; wearable pain

BOARD OF DIRECTORS REPORT

management technology for immediate pain relief; education on lifestyle, condition, and pain management; and expert medical opinion with in-house orthopedic surgeons.

- Currum Health Surgery Benefit: offered to Blue Shield members – specialty surgery benefit providing exclusive access to “Centers of Excellence”, a supportive benefit working alongside existing health insurance plans, includes facilities and physicians providing for an improved patient experience, high quality of care, and zero or minimal out-of-pocket costs to employees and families;

By selecting different plan options, the General Manager is protecting the District long -term financial goals, and selecting plans that continue to provide valuable coverage at the lowest premium possible, along with managing the employee out of pocket costs. Through these efforts, the District was able to reduce a 13.84% potential increase (in existing plan design/structure), down to 4.3%.

Additionally, the General Manager was able to maintain valuable health insurance coverage for employees. However, under the new plans, using the medical tier rates increase are significantly limited: employee only coverage will pay \$15.00 more per month (out of pocket); an employee +1, will be paying \$30.00 more per month; and, a person with a family plan, will be paying \$45.00 more per month.

In short, the General Manager has taken the following actions because the proposed medical premiums for the existing plans would exceed the budgeted amount/authority:

- 1) Selected alternative medical plans converting to the HMO +20 plans, and the PPO Gold plan;
- 2) adjusted employer and employee contribution rates, effective January 1, 2026; and
- 3) offered coverage and employee rates by health plan tier.

These actions, taken together, supports the effective management of District finances, allows for forecasting and adjusting to financial needs, and helps to manage costs over the long term. These actions allow the General Manager and Director of Finance to fashion annual budget forecasts maintaining employer contributions, fixing employee out-of-pocket costs for the plan year, and maintaining a vibrant total compensation package for our staff (non-represented) employees.

This item is informational for the Board.

To: MTD Board of Directors
From: Jerry Estrada, General Manager
Date: October 21, 2025
Subject: General Manager's Report

Operations and Fleet Maintenance

With our most recent storm, as a precautionary measure, Operations staged a bus at Carpinteria City Hall, in anticipation of any needs in our southern area of service. Fortunately, service was not interrupted and the bus was returned to our Terminal 1 facility once the rains subsided. Maintenance was also prepared to respond to any flooding in the area around, or on, the Terminal 1 facility, such as installing the flood barriers to protect the administration building. The property did not experience any issues and such measures were not needed for this rain event.

Operations will commence bidding soon for the next service change, which will begin on December 1, 2025. Bidding will include the new service originating out of the "Terminal 2" Facility on Overpass Road. In addition, bidding for the 2026 vacations takes place at this time.

We would like to congratulate our Operators in Training Richard Viramontes and Jorge Justos for recently passing their DMV commercial driver's exams, and successfully moving onto the next phase of their training.

Capital Projects

Smith MEP, prime contractor for the Haley Canopy ZEV Infrastructure Improvements Project, has completed their mobilization activities and a significant amount of the demolition under the Haley Canopy and in the Electrical Room. In the coming weeks, Smith MEP will continue demolition at the Haley Canopy and Electrical Room and begin electrical rough-in. During that same period, Smith MEP's painting subcontractor, New Generation, will be preparing the Fuel Island for paint.

Finance & Administration

The solicitation for On-Call Architectural and Engineering Services has been issued. The current contract and all extension periods will expire on December 31, 2025. The District has exercised the first of two extension years of the On-Call Construction Management Contract.

Information Technologies has been installing and upgrading security systems at Terminal 2, including an automated, license plate recognition entry gate and on-site Closed-Circuit Video Camera systems, recording activity. The upgrade of the fleet camera video recording system process is expected to be completed by the end of October.

Planning & Marketing

Staff attended the Santa Barbara County Association of Governments' (SBCAG's) Technical Transportation Advisory Committee (TTAC) meeting on October 2, 2025. TTAC members recommended approval of a Federal Transportation Improvement Program amendment. Additionally, TTAC reviewed Measure A maintenance of effort and alternative transportation compliance requirements, and Measure A audit reports for the agencies in the County. TTAC also moved forward a final draft of the 2025 Measure A Strategic Plan to the SBCAG Board of Directors. Finally, TTAC reviewed the 2026 Regional Transportation Improvement Program recommendations.