



BOARD OF DIRECTORS

METROPOLITAN ATLANTA RAPID TRANSIT AUTHORITY

BUSINESS MANAGEMENT COMMITTEE

THURSDAY, MAY 26, 2022

ATLANTA, GEORGIA

MEETING MINUTES

1. CALL TO ORDER AND ROLL CALL

Chair Frierson called the meeting to order at 10:53 A.M.

Board Members

Present:

Al Pond
Freda Hardage
Jim Durrett
Roberta Abdul-Salaam
Roderick Frierson
Rita Scott
Reginald Snyder
Roderick Mullice

Board Members

Absent:

Kathryn Powers
Robert Ashe III
Russell McMurry
Stacy Blakley
Thomas Worthy
William Floyd
Christopher Tomlinson

Staff Members Present:

Collie Greenwood
Luz Borrero
Melissa Mullinax
Rhonda Allen
Raj Srinath
Ralph McKinney
Manjeet Ranu

Also in Attendance: Justice Leah Ward Sears, Pearlie McKenzie, Jonathan Hunt, Jacqueline Holland, Kirk Talbott, Calvin Wright, Maggie Schilling, Carrie Rocha, Kevin Hackshaw, Shelandra Cornick, Tyrene Huff, Keri Lee, Phyllis Bryant, Kenya Hammond

2. APPROVAL OF THE MINUTES

Minutes from the Business Management Committee Meeting on April 28, 2022

Approval of the Minutes from the Business Management Committee Meeting on April 28, 2022. On a motion by Board Member Snyder, seconded by Board Member Durrett, the motion passed by a vote of 8 to 0 with 8 members present.

3. RESOLUTIONS [*Presentations attached*]

Resolution Authorizing the Solicitation of Proposals for the Procurement of Transit Bus Shelters and Advertising, RFP P50145

Approval of the Resolution Authorizing the Solicitation of Proposals for the Procurement of Transit Bus Shelters and Advertising, RFP P50145. On a motion by Board Member Abdul-Salaam, seconded by Board Member Snyder, the resolution passed by a vote of 8 to 0 with 8 members present.

Resolution Authorizing a Modification in Contractual Authorization for Desktop Equipment and Deployment Services, RFP P38567-A

Approval of the Resolution Authorizing a Modification in Contractual Authorization for Desktop Equipment and Deployment Services, RFP P38567-A. On a motion by Board Member Mullice, seconded by Board Member Hardage, the resolution passed by a vote of 8 to 0 with 8 members present.

Resolution Authorizing a Modification in Contractual Authorization for Renewal of Maintenance Support for the Cisco Smartnet Devices, IFB B47511

Approval of the Resolution Authorizing a Modification in Contractual Authorization for Renewal of Maintenance Support for the Cisco Smartnet Devices, IFB B47511. On a motion by Board Member Durrett, seconded by Board Member Hardage, the resolution passed by a vote of 8 to 0 with 8 members present.

Resolution Authorizing the Award of a Contract for the Procurement of Employee Voluntary Benefits Program, RFP P48735

Approval of the Resolution Authorizing the Award of a Contract for the Procurement of Employee Voluntary Benefits Program, RFP P48735. On a motion by Board Member Mullice, seconded by Board Member Snyder, the resolution passed by a vote of 8 to 0 with 8 members present.

Resolution Authorizing a Modification in Contractual Authorization for the Master Services Agreement, LOA L50057

Approval of the Resolution Authorizing a Modification in Contractual Authorization for the Master Services Agreement, LOA L50057. On a motion by Board Member Snyder, seconded by Board Member Mullice, the resolution passed by a vote of 8 to 0 with 8 members present.

Resolution to Approve the Operating and Capital Budgets for FY 2023

Approval of the Resolution to Approve the Operating and Capital Budgets for FY 2023. On a motion by Board Member Snyder, seconded by Board Member Mullice, the resolution passed by a vote of 8 to 0 with 8 members present.

4. BRIEFING [*Presentation attached*]

Briefing - FY 2022 March Financial Highlights and Financial Performance Indicators

Maggie Schilling, Sr Director Budget and Grants and Carrie Rocha, Assistant General Manager, Capital Programs Management Office, presented the FY 2022 March Financial Highlights and Financial Performance Indicators.

5. ADJOURNMENT

The Committee meeting adjourned at 11:45 A.M.

Respectfully submitted,



Tyrene L. Huff
Assistant Secretary to the Board

YouTube link: https://youtu.be/jht_QiHkpvs

**RESOLUTION AUTHORIZING THE SOLICITATION OF PROPOSALS FOR THE PROCUREMENT
OF TRANSIT BUS SHELTERS AND ADVERTISING, RFP P50145**

WHEREAS, the Authority is authorized by Section 14(m) of the MARTA Act to procure goods and services without competitive bidding if it is impracticable to prepare adequate specifications and an adequate description on the basis of which to solicit competitive bids; and

WHEREAS, the Interim General Manager/CEO has certified, in accordance with Section 14(m) of the MARTA Act, that the procurement of Transit Bus Shelters and Advertising is impracticable through the solicitation of competitive bids; and

WHEREAS, award of a Contract for the procurement of Transit Bus Shelters and Advertising, after the solicitation of proposals and selection of a preferred proponent pursuant to Section 14(m) of the MARTA Act, is subject to approval by the Board of Directors.

RESOLVED THEREFORE, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the Interim General Manager/CEO, or his designee be, and hereby is, authorized to solicit proposals for the procurement of Transit Bus Shelters and Advertising by means other than competitive bidding, in accordance with Section 14(m) of the MARTA Act, through the use of Request for Proposals.

Approved as to Legal Form:

DocuSigned by:
Peter J. Andrews
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**Chief Counsel, Metropolitan Atlanta
Rapid Transit Authority**

**RESOLUTION AUTHORIZING A MODIFICATION IN CONTRACTUAL
AUTHORIZATION FOR DESKTOP EQUIPMENT AND DEPLOYMENT SERVICES,
RFP P38567-A**

WHEREAS, on December 5, 2018 the General Manager entered into a Contract with Dell Marketing, L.P. for Desktop Equipment and Deployment Services, Request for Proposals P38567-A; and

WHEREAS, MARTA staff has determined that it is in the best interest of the Authority to extend the term and increase the contract value to provide for known changes and additions to the contract; and

WHEREAS, all contractual changes and additions for this modification will follow the Authority's procurement policies and guidelines; and

WHEREAS, the Department of Internal Audit will be requested to perform a cost analysis to determine fair and reasonable pricing; and

RESOLVED THEREFORE, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the Interim General Manager/CEO or his delegate be, and hereby is, authorized to extend the contract term and increase the authorization for Contract No. P38567-A Microsoft License Enterprise Services from \$3,992,002.67 to \$6,792,002.67.

Approved as to Legal Form:

DocuSigned by:

Peter J. Andrews

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**Chief Counsel, Metropolitan Atlanta
Rapid Transit Authority**

**RESOLUTION AUTHORIZING THE MODIFICATION IN CONTRACTUAL
AUTHORIZATION FOR RENEWAL OF MAINTENANCE SUPPORT FOR THE CISCO
SMARTNET DEVICES, CONTRACT NUMBER IFB B47511**

WHEREAS, on September 13, 2021 the General Manager entered into a Contract with Netsync Network Solutions for Renewal of Maintenance Support for the Cisco Smartnet Devices, Invitation for Bids B47511; and

WHEREAS, MARTA staff has determined that it is in the best interest of the Authority to increase the contract value and extend the contract term to provide for known changes and additions to the contract; and

WHEREAS, all contractual changes and additions for this modification will follow the Authority's procurement policies and guidelines; and

WHEREAS, the Department of Internal Audit will be requested to perform a cost analysis to determine fair and reasonable pricing; and

RESOLVED THEREFORE, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the Interim General Manager/CEO or his delegate be, and hereby is, authorized to extend the contract term and increase the authorization for Contract No. B47511 Renewal of Maintenance Support for the Cisco Smartnet Devices from \$436,602.72 to \$967,985.19 .

Approved as to Legal Form:

DocuSigned by:
Peter J. Andrews
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**Chief Counsel, Metropolitan Atlanta
Rapid Transit Authority**

**RESOLUTION AUTHORIZING AWARD OF A CONTRACT FOR THE PROCUREMENT OF
EMPLOYEE VOLUNTARY BENEFITS PROGRAM REQUEST FOR
PROPOSALS NUMBER P48735**

WHEREAS, the Authority's Office of Human Resources has identified the need for the Procurement of Employee Voluntary Benefits Program, Request for Proposals Number P48735; and

WHEREAS, On October 29, 2021 the Metropolitan Atlanta Rapid Transit Authority duly sent to potential offerors notice of its Request for Proposals for the Procurement of Employee Voluntary Benefits Program, RFP P48735; and

WHEREAS, notice of the said Request for Proposals was advertised in the local newspaper of the largest circulation in the Atlanta metropolitan area, once in each of the two weeks prior to the proposal deadline; and

WHEREAS, all Proponents were given the opportunity to protest the proposal instructions, specifications, and/or procedures; and

WHEREAS, on January 20, 2022 at 2:00 p.m., local time, ten (10) proposals were received; and

WHEREAS, the Authority's staff determined that LegalShield, MetLife and Purchasing Power submitted the most advantageous offer and other factors considered, and is technically and financially capable of providing the services.

RESOLVED THEREFORE, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the Interim General Manager/Chief Executive Officer or his delegate be, and hereby is, authorized to execute three (3) separate Contracts on substantially the same terms and conditions as contained in the Request for Proposals Number P48735, for the procurement of Employee Voluntary Benefits Program between the Authority and LegalShield for Pre-Paid Legal Services, MetLife for Pet Insurance and Purchasing Power for Employee Purchasing.

Approved as to Legal Form:

DocuSigned by:

Peter J. Andrews

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**Chief Counsel, Metropolitan Atlanta
Rapid Transit Authority**

**RESOLUTION AUTHORIZING A MODIFICATION IN CONTRACTRACTUAL
AUTHORIZATION FOR THE MASTER SERVICES AGREEMENT, LOA L50057**

WHEREAS, on October 21, 2021 the General Manager entered into a Contract with Talent Connections, LLC for the Master Services Agreement, Letter of Agreement L50057; and

WHEREAS, the total contract amount was \$96,000. The Department of Human Resources requested additional funds to be added to the current contractual agreement with Talent Connections, LLC in the amount of \$82,500; and

WHEREAS, MARTA staff has determined that it is in the best interest of the Authority to increase the contract value by \$50,000 and extend the contract term for four (4) months to support the continuation of services through the end of the contract term.

WHEREAS, all contractual changes and additions for this modification will follow the Authority's procurement policies and guidelines; and

RESOLVED THEREFORE, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the Interim General Manager/CEO or his delegate be, and hereby is, authorized to extend the contract term and increase the authorization for Contract No. L50057, Master Services Agreement from \$178,500.00 to \$228,500.00.

Approved as to Legal Form:

DocuSigned by:
Peter J. Andrews
RESOLVED
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**Chief Counsel, Metropolitan Atlanta
Rapid Transit Authority**

**RESOLUTION APPROVING THE OPERATING AND CAPITAL BUDGETS FOR
FISCAL YEAR 2023**

WHEREAS, the Metropolitan Atlanta Rapid Transit Authority Act of 1965 (Georgia Laws 1965, p. 2243), as amended (the “Act”) requires that the Metropolitan Atlanta Rapid Transit Authority (the “Authority”) adopt certain operating and capital funds budgets for each fiscal year following the public hearing held on such budgets; and

WHEREAS, the Board of Directors of the Authority (the “Board”) is required to adopt the Fiscal Year 2023 budgets on or before the last day of the current fiscal year following a public hearing and review of said budgets for Fiscal Year 2023; and

WHEREAS, the Operating and Capital Funds Budgets for the fiscal year beginning July 1, 2022 (the “Fiscal Year 2023 Budgets”) have been prepared and presented to the Board; and

WHEREAS, the Board has been requested to approve a resolution to adopt the Fiscal Year 2023 Budgets; and

WHEREAS, the Board has reviewed the proposed Fiscal Year 2023 Budgets, and has reviewed estimates of revenues, operating costs (including the utilization of lease and rental income and earnings on principal from the prior fiscal years’ sales tax surpluses to fund operating costs), patronage and other similar factors; and

WHEREAS, the Board has determined, following such review and the public hearings held as required by the Act, that the proposed Operating and Capital Funds Budgets for Fiscal Year 2023 should be adopted;

WHEREAS, in addition, the Board desires to maintain flexibility in the financing of capital improvements undertaken by the Authority from time to time; and

WHEREAS, it may be necessary for the Authority to expend monies from the Authority's existing funds prior to the issuance of revenue bonds issued to finance capital improvements, and the Board desires to put in place necessary steps to preserve the ability of the Authority to issue revenue bonds and to reimburse the Authority for certain expenditures made prior to the issuance of such revenue bonds.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority as follows:

- 1) That the proposed Fiscal Year 2023 Budgets, set forth in summary form in Exhibit "A" (which Exhibit "A" and which Fiscal Year 2023 Budgets are attached hereto and by this reference incorporated herein in their entirety), be and hereby are adopted as the Authority's official budgets for Fiscal Year 2023;
- 2) That, as set forth in Exhibit "A", the sums of:
 - i) Six hundred sixty-three million twenty-nine thousand nine hundred ten dollars (\$663,029,910) for Gross Operating Expenditures;
 - ii) Seven hundred sixteen million nine hundred ninety-seven thousand one hundred eighty-two (\$716,997,182) for the Capital Improvement Program Cash Disbursements.
- 3) That the revenues or funds described in the Fiscal Year 2023 Budgets as summarized in Exhibit "A" hereto be and hereby are authorized to be used to pay operating costs of the Transit System together with any other revenues or funds not specifically identified herein that by law may be used for such purposes;
- 4) That the fare structure, as shown in Exhibit "B", will be in effect during Fiscal Year 2023;
- 5) That all daily parking lot and parking decks will be free for patrons parking less than 24 hours, with the exception of the long term overnight parking at College Park, Lindbergh, Lenox, Kensington, Brookhaven/Oglethorpe University, Doraville, Medical Center, Dunwoody, Sandy Springs, and North Springs Stations as shown in Exhibit "B";

- 6) That at the discretion of the General Manager/CEO and pursuant to the terms of The MARTA Act, the Sales tax revenues may be utilized for capital and operating expenses accordingly; and

- 7) That all lawful acts of the General Manager/CEO or chosen delegates heretofore taken or commenced on behalf of the Authority in pursuance of the programs, purposes and objectives reflected in the budgets for Fiscal Year 2023 or any preceding year be and hereby are ratified and affirmed.

Adopted this 9th day of June, 2022

(SEAL)

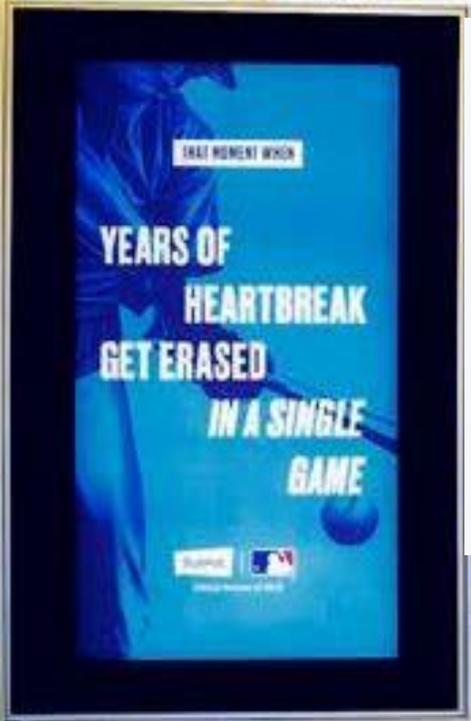
ATTEST:

(Assistant) Secretary

APPROVED AS TO LEGAL FORM:



Chief Counsel, Metropolitan Atlanta
Rapid Transit Authority



Resolution Authorizing the Solicitation of Proposals for the Procurement of Transit Bus Shelters and Advertising, RFP P50145

Business Management Committee
May 26, 2022

Current Contract Details

- The Current Contract with Outfront Media (Contract No. P5431) was executed on December 31, 2007 and expires December 31, 2022
- Includes advertising sales on bus shelters and bus benches
- Contractor is responsible for maintenance, repair, litter pick-up and cleaning of amenities
- MARTA has the option to use up to 10% of ad space free of charge
- Minimum Annual Guarantee (MAG) of \$35.5 over the contract period (Includes \$1M lump sum payment)

Existing Inventory

Total # of Bus Stops: 8,849
Total # of Bus Shelters: 1,075
-50 digital advertising shelters
-340 static advertising shelters

Proposed RFP Details

- 15-year agreement
- Double digital ad shelters from 50 to 100 shelters
- Proponent will be responsible for installation of 20 shelters and 20 benches per year*
- Addition of 50 bus benches specifically for Clayton County
- Priority on excellent customer experience inside shelters
- Proponent will be responsible for maintenance, repair, litter pick-up and cleaning of new and existing amenities
- Proponent will implement trouble ticketing system and 7-day maintenance schedule for continuity of services
- Estimated MAG of \$43M over contract period**

*These will be non-revenue-generating amenities. There is no cap on how many revenue generating amenities the proponent may install

**MAG revenue is independent of any costs incurred by proponent for installation of new amenities or maintenance of new and existing amenities



Next Steps

- Board Authorization for solicitation of RFP (est. June 9, 2022)
 - Issue RFP – est. July 1, 2022
 - Select Contractor and Award Contract (est. November 2022)
 - Issue notice to proceed (est. January 1, 2023)
-



Questions?

NEW!

Breyers 2in1 Oreo Chips Ahoy

Breyers 2in1

The one with two favorites.

CHOICE

The advertisement is displayed on a bus stop sign. The sign features a large image of a Breyers 2in1 Oreo Chips Ahoy ice cream container. The text 'NEW!' is in the top left corner. The brand name 'Breyers 2in1' is written in a cursive font above the product name 'Oreo Chips Ahoy'. Below the product name, the text 'Breyers 2in1' is repeated in a smaller font. At the bottom, the slogan 'The one with two favorites.' is written. To the right of the sign, a yellow 'CHOICE' sign is visible. The background shows a city street with a bus stop shelter and a trash can.



**Resolution Authorizing a Modification in
Contractual Authorization for Desktop
Equipment and Deployment Services,
RFP P38567-A**

Kirk Talbott, AGM
Department of Technology

Resolution Authorizing a Modification in Contractual Authorization for Desktop Equipment and Deployment Services, RFP P38567-A

The Department of Technology is requesting to modify the existing Desktop Equipment and Deployment Services contract. This contract was procured using a competitive RFP process. Dell Computers was awarded the contract in 2018.

DBE

A DBE goal was set for 10% for the deployment services. It was later determined that deployment services could be done by MARTA.

Business Strategy

There are supply chain issues impacting the availability of PC equipment due to the COVID-19 pandemic causing a worldwide chip shortage. As a result, it would be best to stay with the Dell product at this time to leverage the use of interchangeable parts which will maximize the lifecycle of the equipment during the supply chain disruption.

- The contract with Dell will expire on December 18, 2022.
- Technology recommends extending the Dell contract one year with (2) one-year options.
- This will enable MARTA to monitor the supply chain and go out for bid when it improves.

Contract Value

The current contract value is \$3,992,002.67. There have been several contract modifications prior to this one.

Resolution Authorizing a Modification in Contractual Authorization for Desktop Equipment and Deployment Services, RFP P38567-A

Contract Value Modifications

- Dec 2018 - Contract effective. Original contract value - \$3,251,907.30.
- Oct 2019 - Mod 1 Equipment model list updated - No funds added.
- Dec 2020 - Mod 2 Equipment model list updated - No funds added.
- Aug Board 2021 - Mod 3 Equipment model list updated, extended term 1 year, funds added - \$550,000.00.
- May 2022 - Request to Add GM 5% contingency funds - \$190,095.37.
- Jun Board 2022 - Request to approve Mod 4 Equipment model list update - Funds added - \$2,800,000.00.

Total Modified Contract Value \$6,792,002.67

Dell Contract Value	Per Year Average
\$3,992,002.67 (Dec 2018 - Dec 2022)	4 years /average per year \$998,000.67
\$2,800,000.00 (Dec 2022 - Dec 2025)	3 years/average per year \$933,333.33

Funding

This contract will be funded 100% from the Department of Technology's Capital Budgets FY23 - FY25.



Thank You





Resolution Authorizing a Modification in Contractual Authorization for Renewal of Maintenance Support for the Cisco Smartnet Devices, IFB B47511

Kirk Talbott, AGM
Department of Technology



Resolution Authorizing a Modification in Contractual Authorization for Renewal of Maintenance Support for the Cisco Smartnet Devices, IFB B47511

Cisco SMARTnet support enables software updates to be pushed to devices such as switches, routers, wireless controllers, and servers, that are used for the Authority's network infrastructure. SMARTnet coverage also provides MARTA's IT staff with 24/7 access to technical experts that are available to resolve critical network issues.

DBE

SMARTnet software is only available through Cisco Resellers. The Office of Diversity and Inclusion did not assign a DBE goal for this procurement.

Contract Modification Value

- The current Cisco SMARTnet maintenance agreement with Netsynch Network Solutions expire on July 15, 2022.
- The Department of Technology is requesting approval of a one (1) year maintenance contract.
- Original contract value (Sept 2021) \$436,602.72.
- Requesting additional funding in the amount of \$531,382.47.
- Total modified contract value is \$967,985.19.

Funding

This contract will be funded 100% from the Department of Technology's FY23 local operating budget.



Thank You



Employee Voluntary Benefits Program



Purpose

The HR Department is seeking Board Approval of a Resolution authorizing the Interim General Manager/CEO or his delegate to enter into three Contracts for the Procurement of Employee Voluntary Benefits, RFP P48735, with **LegalShield**, **MetLife** and **Purchasing Power**.



Voluntary Benefits Program

- The Voluntary Benefits Program is offered to full-time and part-time employees only
- The Program includes Legal Services, Pet Insurance and Purchasing of Selected Products and Services
- There is no financial impact to MARTA
- Payments to vendors are done via automatic payroll deductions
- Customer service management is done by vendors



Procurement Considerations

Competitive Process

- Issuance of RFP October 29, 2021
 - ✓ Notice to Proponents
 - ✓ Fifty-one (51) Vendors
- Eighty (80) firms retrieved the online solicitation
- Proposal Deadline
 - ✓ January 20, 2022
 - ✓ Ten (10) Proposals Received
 - ✓ Nine (9) Responsive

Advertised Dates	Locations
<ul style="list-style-type: none"> • December 6, 2021 • December 13, 2021 • December 17, 2021 • December 23, 2021 • January 6, 2022 • January 15, 2022 	<ul style="list-style-type: none"> • Atlanta Journal Constitution • Georgia Procurement Registry • Georgia Local Government Access Marketplace • MARTA's Website • Etc.



Selected Service Providers



- Electronics
- Computers
- Vacations Packages
- Furniture
- Appliances



- Prepaid Legal Services



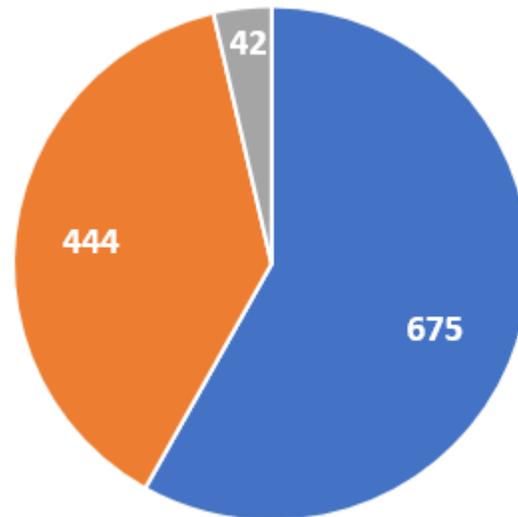
- Pet Insurance



Proposed Contract's Engagement

3 Yr.
Base + 2
Option
Years

Voluntary Benefits Employee Participants



Total - 1161

■ ARAG ■ Purchasing Power ■ MetLife



We respectfully request the Board Approval of a Resolution authorizing the Interim General Manager/CEO or his delegate to enter into Contracts for the Procurement of Employee Voluntary Benefits, RFP P48735, with **LegalShield**, **MetLife** and **Purchasing Power**.

Thank You!



Resolution Authorizing a Modification in Contractual Authorization for the Services Contract with Talent Connections, LLC

Luz Borrero

Chief Administrative Officer



Resolution Authorizing a Modification in Contractual Authorization for the Services Contract with Talent Connections, LLC

The Department of Human Resources is requesting additional funds to be added to the current contractual agreement with Talent Connections, LLC. This contract was originally executed on October 21, 2021 for a total amount of \$96,000. Additional funding in the amount of \$82,500 was requested on February 22, 2022 to continue services. We are requesting an extension of four (4) months with additional funding in the amount of \$50,000 to support the payment of services through the end of the contract term.

Total Contract Value

Talent Connections Contract	Term Date	Amount
Original Contract Award	October 21, 2021 to February 21, 2022	\$96,000
Modification 1	February 22, 2022 to April 25, 2022	\$82,500
Modification 2	April 26, 2022 to August 30, 2022	\$50,000
Total Contract Value		\$228,500

Funding

This contract will be funded 100% from the Department of Human Resources operating budget.



Thank You





FY2023 PROPOSED OPERATING AND CAPITAL BUDGETS

MAY 26, 2022



FY23 Budget Timeline

- Board briefing and feedback (May 13th)
- Public hearings (May 16th and May 17th)
- Proposed budgets provided to each jurisdiction (May 17th – May 25th)
- Board committee presentation (May 26th)
- Board vote to adopt (June 9th)

PROPOSED FY2023 OPERATING BUDGET

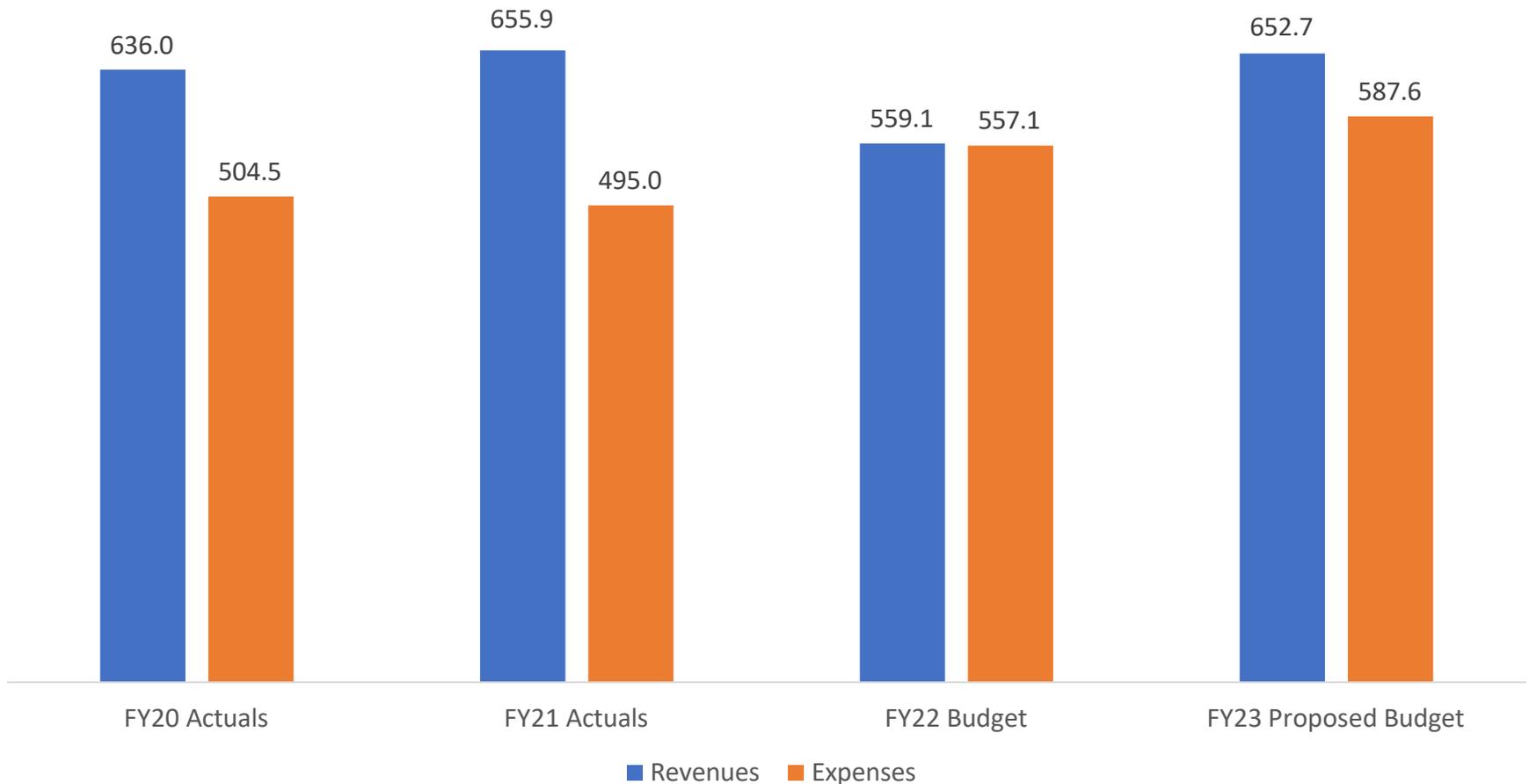


Service Levels – New Transit Service Plan

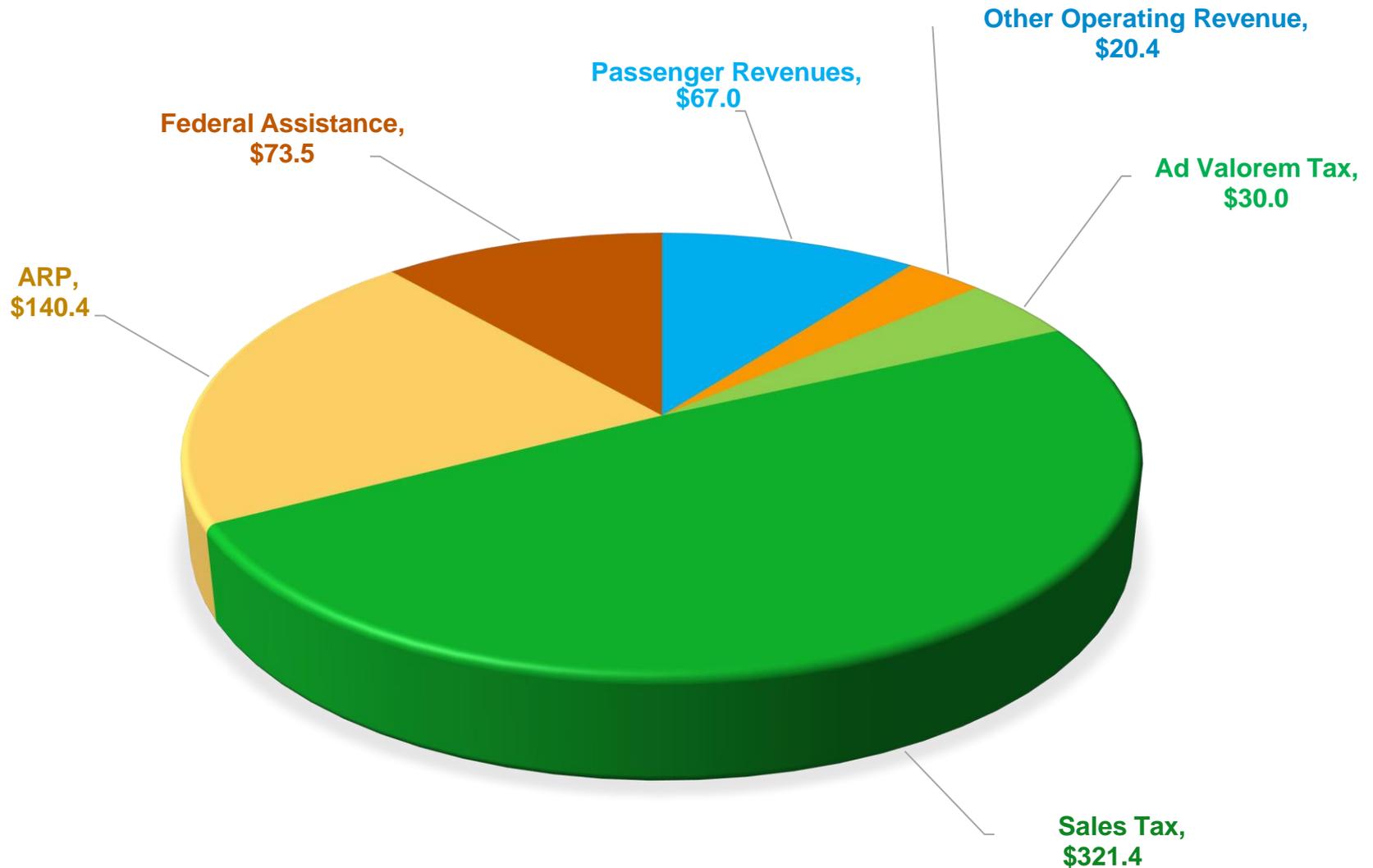
Revenue Miles	FY2019 Actual	FY2020 Actual	FY2021 Actual	FY2022 Forecast	FY2023 Budget
Bus	28,121,795	28,303,085	26,005,027	24,231,362	28,415,873
Rail	22,511,413	20,430,752	17,142,109	18,348,058	22,726,570
Mobility	7,273,741	6,965,088	5,403,658	5,328,423	6,344,235
Streetcar	60,510	56,422	52,662	53,599	61,064
Total	57,967,459	55,755,347	48,603,456	47,961,442	57,547,742

Revenue Hours	FY2019 Actual	FY2020 Actual	FY2021 Actual	FY2022 Forecast	FY2023 Budget
Bus	2,278,566	2,322,662	2,102,478	1,910,062	2,328,779
Rail	845,478	771,146	642,679	690,134	853,933
Mobility	461,382	480,144	359,702	351,355	421,312
Streetcar	12,005	11,586	10,201	10,147	12,136
Total	3,597,431	3,585,538	3,115,060	2,961,698	3,616,160

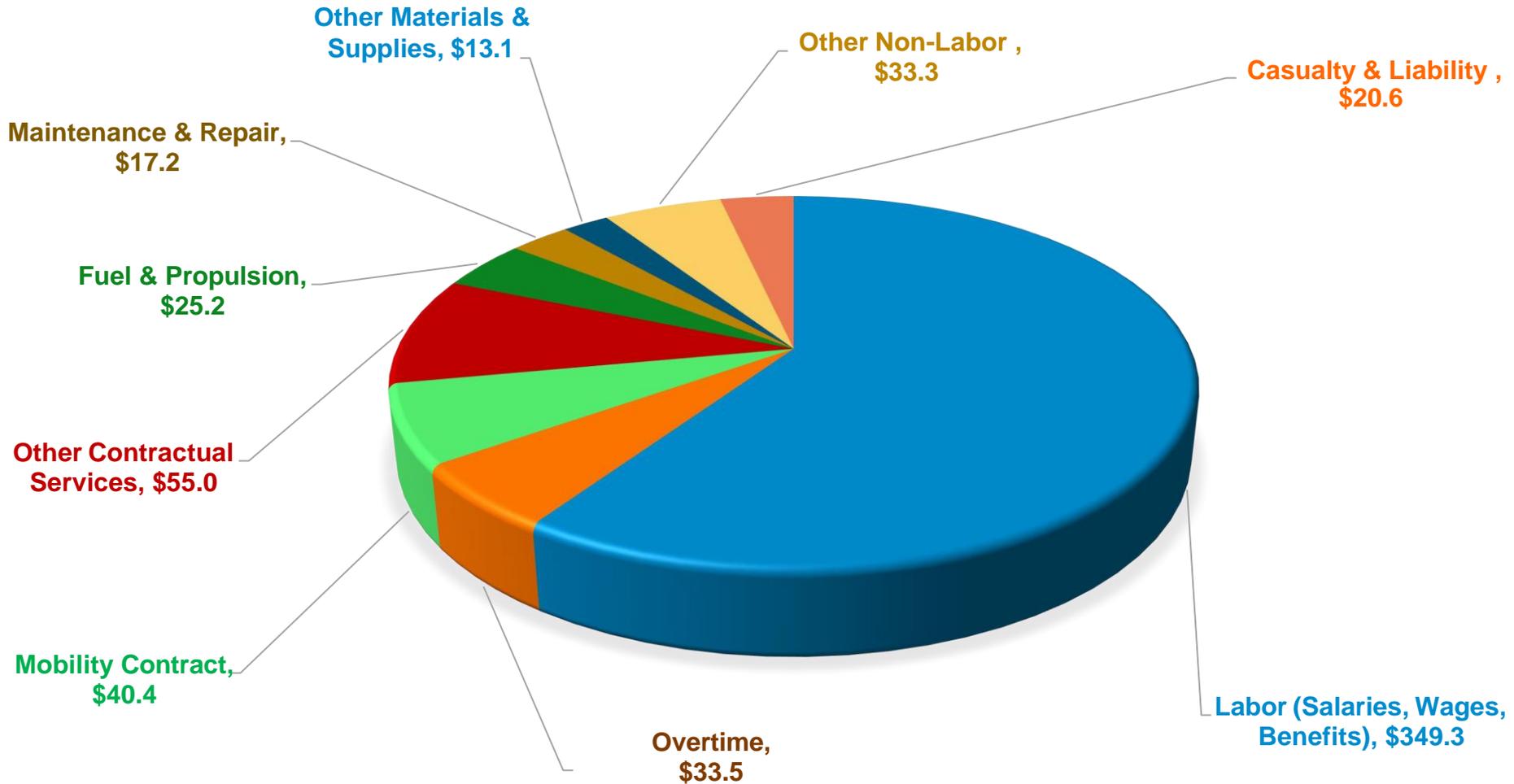
FY20 – FY23 Operating Revenues vs. Expenses (\$M)



FY23 Projected Operating Revenues \$652.7 (M)



FY23 Proposed Operating Expenses \$587.6 (M)



PROPOSED FY2023 CAPITAL BUDGET

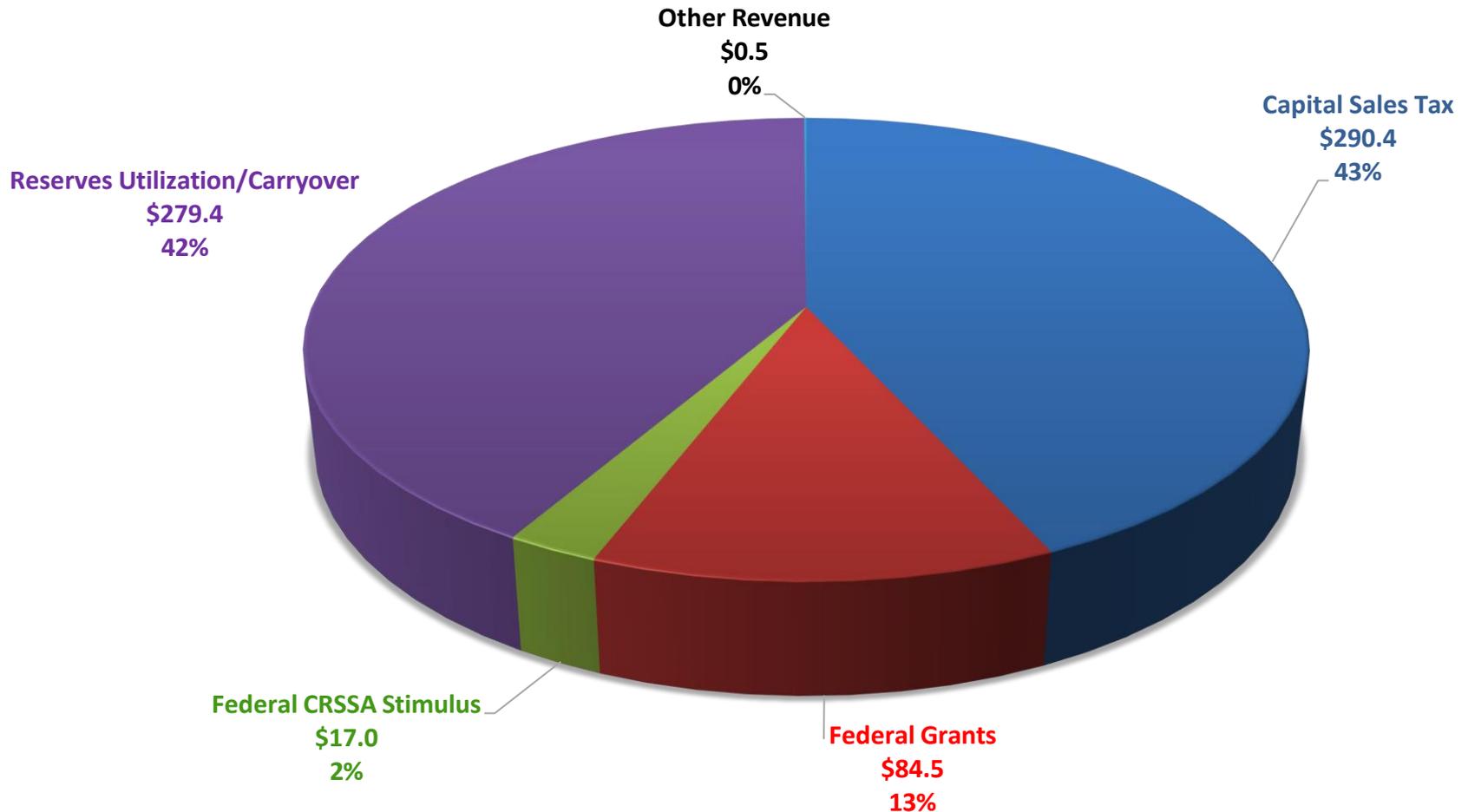


FY23 Sources & Uses (\$M)

<u>Funding Sources</u>		
Total FY2022 Carry Over		599.5
Prior Year Sales Tax Surplus/Carryover		279.4
More MARTA - City of Atlanta		142.3
More MARTA - Clayton County		177.8
FY2023 Funding Sources		471.0
General Funds - SR and More MARTA		362.4
General Funds - CARSAA Stimulus Funds		91.0
Interest Income		17.6
Total Capital Funds		1,070.5
Total More MARTA		398.7
Total State of Good Repair		671.8
<u>Capital Expenses</u>		
Total Capital Expenses		717.0
State of Good Repair		512.0
Bond Debt Service and Other Bond Related Costs		145.0
More MARTA - City of Atlanta		45.0
More MARTA - Clayton County		15.0
FY23 Year End Balance		353.5
Total More MARTA Funds Carryover		338.7
Total State of Good Repair Carryover		14.8

FY23 Funding Sources – SGR*

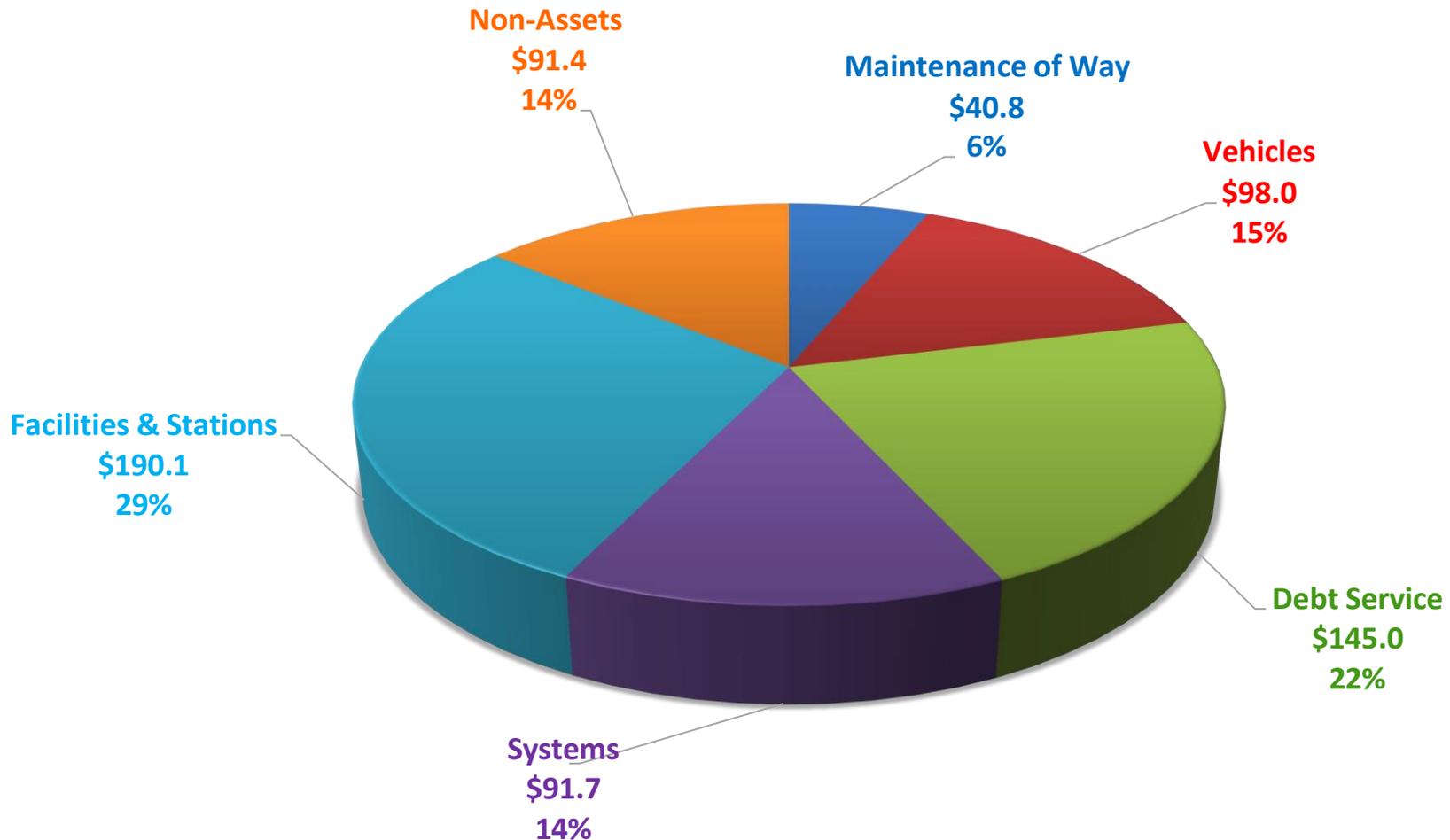
Total of \$671.8M



*Does not include More MARTA City of Atlanta or Clayton County funding

FY23 Expenditures – SGR*

Total of \$ 657.0M



*Does not include More MARTA City of Atlanta or Clayton County project expenses

FY23 Top 10 Project Budgets by Cost (\$M)

Capital Project Description	FY23 Budget
Rail Station Rehabilitation	\$72.0
CQ400 New Rail Car Procurement	\$56.5
Track Renovation Phase IV	\$38.5
Clayton County O&M Real Estate	\$37.0
CPMO (SGR)	\$30.0
Parking Lot Repair	\$30.0
CQ311 Fleet Life Extension	\$10.7
Radio System Upgrade Program	\$10.00
SMART Restroom Program	\$9.00
Environmental Health and Safety	\$9.00
Total	\$302.7

Top 10 Projects account for approximately 59% of the FY23 CIP



PUBLIC HEARINGS

Summary of Public Hearings

Event Name:	FY 2023 Operating and Capital Budget Hearings		
Event Date:	May 16 & 17, 2022		
Time:	7 p.m.; 11 a.m.		
Location:	In person and Virtual		
Number of Attendees:	Platform	Monday, May 16	Tuesday, May 17
	YouTube	17 live; 174 views	N/A
	Facebook	3	N/A
	In person	1	1
	Phone	0	N/A
Public Official in Attendance:	N/A		
Speakers:	MARTA Board: Chair Rita Scott MARTA: Margaret Schilling, Carrie Rocha		
Materials Provided:	Budget Hearing Scripts		

Summary of Public Comments (Two Comments Received)

- **Speaker (HQ – May 16th):** MARTA continues to go through a transformation with staffing and that creates problems with institutional knowledge. The Operating & Capital Budget surplus has been combined to create a single unified reserve fund. This makes it difficult for me to distinguish between the operating and capital reserves for the next year. The councilmembers in other jurisdictions pass a budget every year and agree that transit is the backbone of economic development but don't seem interested in transit. In FY23, instead of \$100M in surplus from the More MARTA program, I would love to see a moratorium on the subconsultants and design firms.
- **Speaker (Decatur – May 17th):** I'm upset about the citizens who are in wheelchairs that can't reach the bus stop because of its inconvenient or unsafe location. I have frequently driven these individuals in my car to the nearest bus stop or bus station to ensure they reach it safely. I would like MARTA to consider putting a bus stop closer to their home(s) so they won't have to travel a great distance or down a dangerous street in a wheelchair to reach the bus.



Thank You



Operating Financial Highlights Third Quarter 2022

Third Quarter Operations Performance

March 31, 2022

(\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
Net Revenues	503.1	415.2	87.9	21.2%
Net Expenses	374.8	412.3	37.5	9.1%
Net Surplus (Deficit)	128.3	2.9	125.4	

COMMENTS

- YTD Net Revenues were favorable to budget by \$87.9M
- YTD Net Expenses were favorable to budget by \$37.5M
- YTD Net Surplus was \$128.3M compared to a \$2.9M budget surplus for the year

Third Quarter Operating Revenues and Expenses March 31, 2022 (\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
REVENUES				
Sales Tax	230.9	195.2	35.7	18.3%
Title Ad Valorem Tax	25.1	18.0	7.1	39.4%
Federal Assistance	59.1	54.8	4.3	7.8%
COVID Stimulus Funds	27.1	0.0	27.1	31.9%
Passenger Revenue	16.6	13.4	3.2	7.4%
Lease Income	7.4	7.7	(0.3)	(5.1%)
Season Parking	1.0	1.1	(0.1)	(6.7%)
Other Revenues	0.9	1.0	(0.1)	(6.9%)
Net Operating Revenues	333.1	245.2	87.9	31.2%
EXPENSES				
Salaries and Wages	131.9	148.3	(16.4)	(8.3%)
Overtime	22.9	24.1	(1.2)	(5.0%)
Total Benefits	90.4	101.5	(11.1)	(9.9%)
Contractual Services	57.6	75.1	(17.5)	(23.3%)
Total Materials and Supplies	34.0	35.8	(1.8)	(5.0%)
Other Non-Labor	24.4	30.1	(5.7)	(8.9%)
Gross Operating Expenses	361.2	405.0	(43.8)	(10.9%)
Less: Capital Charges	36.4	22.3	14.1	63.2%
Net Operating Expenses	324.8	382.7	(57.9)	(15.1%)

REVENUE COMMENTS – YTD revenues were \$87.9M above budget

- Sales Tax performance was \$35.7M above budget as a result of a strong local economy
- Federal Assistance was above budget by \$4.3M and includes accruals for Preventive Maintenance and other Federal grants
- COVID Stimulus Funds were above budget by \$27.1M and include reimbursable expenses and accruals for ARP Funds
- Passenger Revenues were above budget by \$3.2M, but ridership continues to be negatively impacted by Covid-19
- Lease Income was above budget by \$10.0M. The positive variance includes South Line LILO termination revenue

EXPENSE COMMENTS – YTD expenses were \$37.5M below budget

- Salaries and Wages were below budget by \$16.4M primarily due to vacancies (approximately 682 vacant positions)
- Total Benefits were \$11.1M below budget for the year primarily due to the large number of vacancies
- Contractual Services were \$17.5M below budget largely due to the COVID-19 driven reduction in ridership for contracted paratransit services
- Other Non-Labor Expenses were \$5.7M below budget largely due to a decrease in insurance reserves

Current Month Operations Performance

March 31, 2022

(\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
Net Revenues	53.3	44.3	9.0	20.3%
Net Expenses	52.9	46.2	(6.7)	14.5%
Net Surplus (Deficit)	0.4	(1.9)	2.3	

COMMENTS

- Revenues were favorable to budget by \$9.0M for the month of March
- Expenses were unfavorable to budget by \$6.7M for the month of March
- Net Surplus for March was \$0.4M compared to a \$1.9M budget Deficit

Current Month Operating Revenues and Expenses

March 31, 2022 (\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
REVENUES				
Sales Tax	21.4	20.0	4.2	20.8%
Title Ad Valorem Tax	2.8	2.9	0.9	47.4%
Federal Assistance	5.5	5.1	0.4	6.6%
COVID Stimulus Funds	12.1	9.4	2.7	28.7%
Passenger Revenue	15.7	15.2	0.5	9.6%
Lease Income	0.9	0.5	0.4	10.0%
Station Parking	0.1	0.3	(0.2)	(6.7%)
Other Revenue	0.8	0.7	0.1	14.3%
Net Operating Revenues	53.3	44.3	9.0	20.3%
EXPENSES				
Salaries and Wages	23.7	20.3	(6.4)	(31.7%)
Overtime	3.1	3.5	(0.4)	(11.4%)
Total Benefits	13.2	15.0	(1.8)	(11.8%)
Contractual Services	15.7	17.3	1.6	9.3%
Total Material and Supplies	4.2	4.4	(0.2)	(5.0%)
Other Non-Labor	2.7	3.0	0.7	10.6%
Gross Operating Expenses	58.6	64.5	(6.5)	(10.2%)
Less: Capital Charges	1.7	1.9	(0.2)	(10.5%)
Net Operating Expense	56.9	62.6	(5.7)	(9.1%)

REVENUE COMMENTS – Monthly revenues were \$9.0M above budget

- Sales Tax performance was \$4.2M above budget as a result of a strong local economy
- Federal Assistance was \$0.4M above budget and includes accruals for Preventive Maintenance and other Federal revenue
- COVID Stimulus Funds were \$2.7M above budget and include accruals for estimated eligible reimbursable expenses
- Passenger Revenues were \$0.5M above budget, but ridership continues to be negatively impacted by Covid-19
- Lease Income was \$0.4M above budget but is in line with historical trend.
- Station Parking was \$0.2M below budget

EXPENSE COMMENTS – Monthly expenses were \$6.7M above budget

- Salaries and Wages were above budget by \$6.4M, primarily due to one-time payments to represented employees and the cost-of-living payments to non-represented employees in March
- Total Benefits were above budget by \$1.8M
- Contractual Services were \$1.6M below budget largely due to the COVID-19 driven reduction in ridership for contracted paratransit services and lower than anticipated consulting services costs
- Other Non-Labor Expenses were \$0.7M below budget largely due to a decrease in insurance reserves

Financial KPI's Third Quarter 2022



Passenger Revenues (millions)

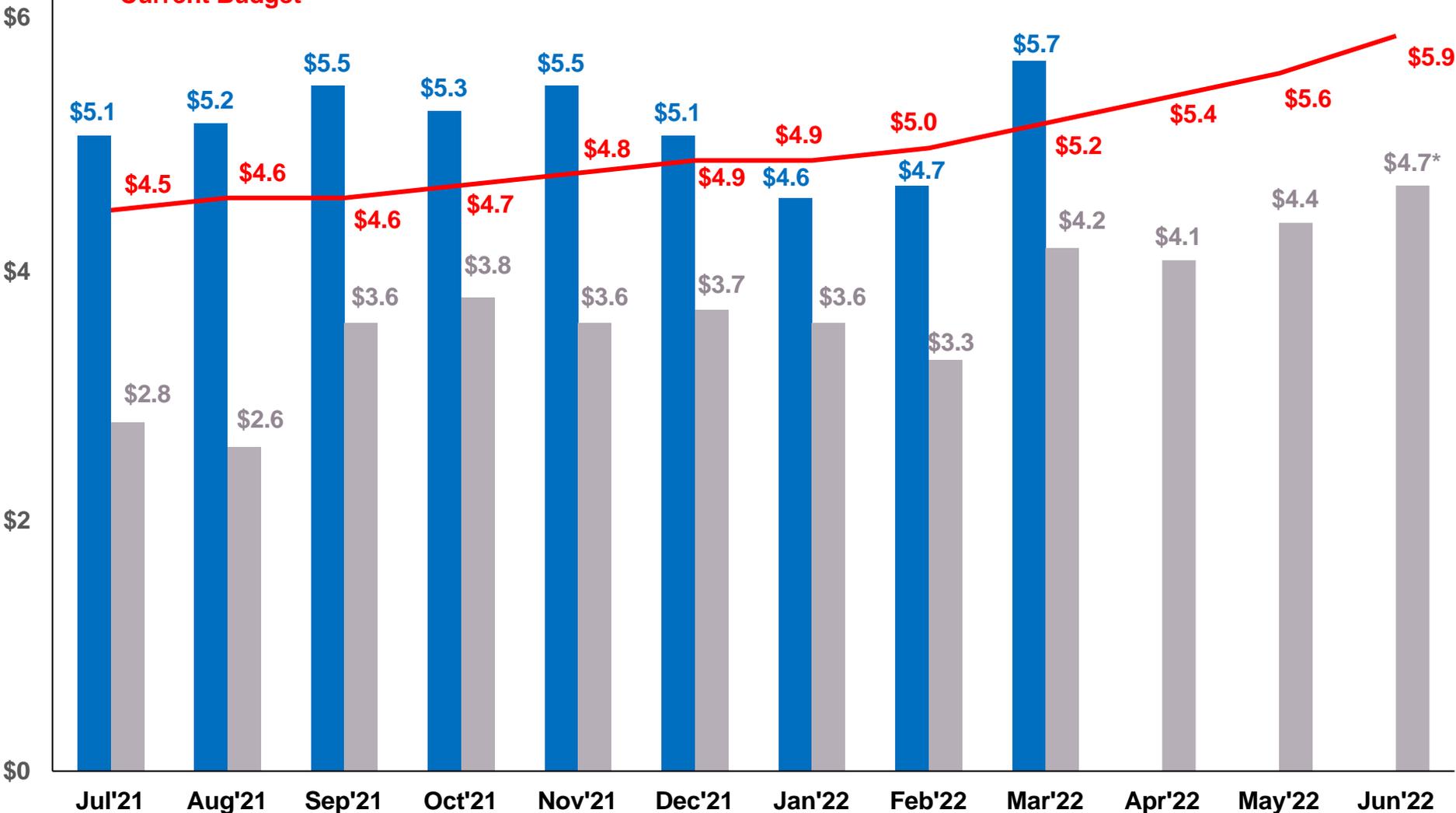
■ Current Year Actuals

■ Prior Year Actuals

— Current Budget

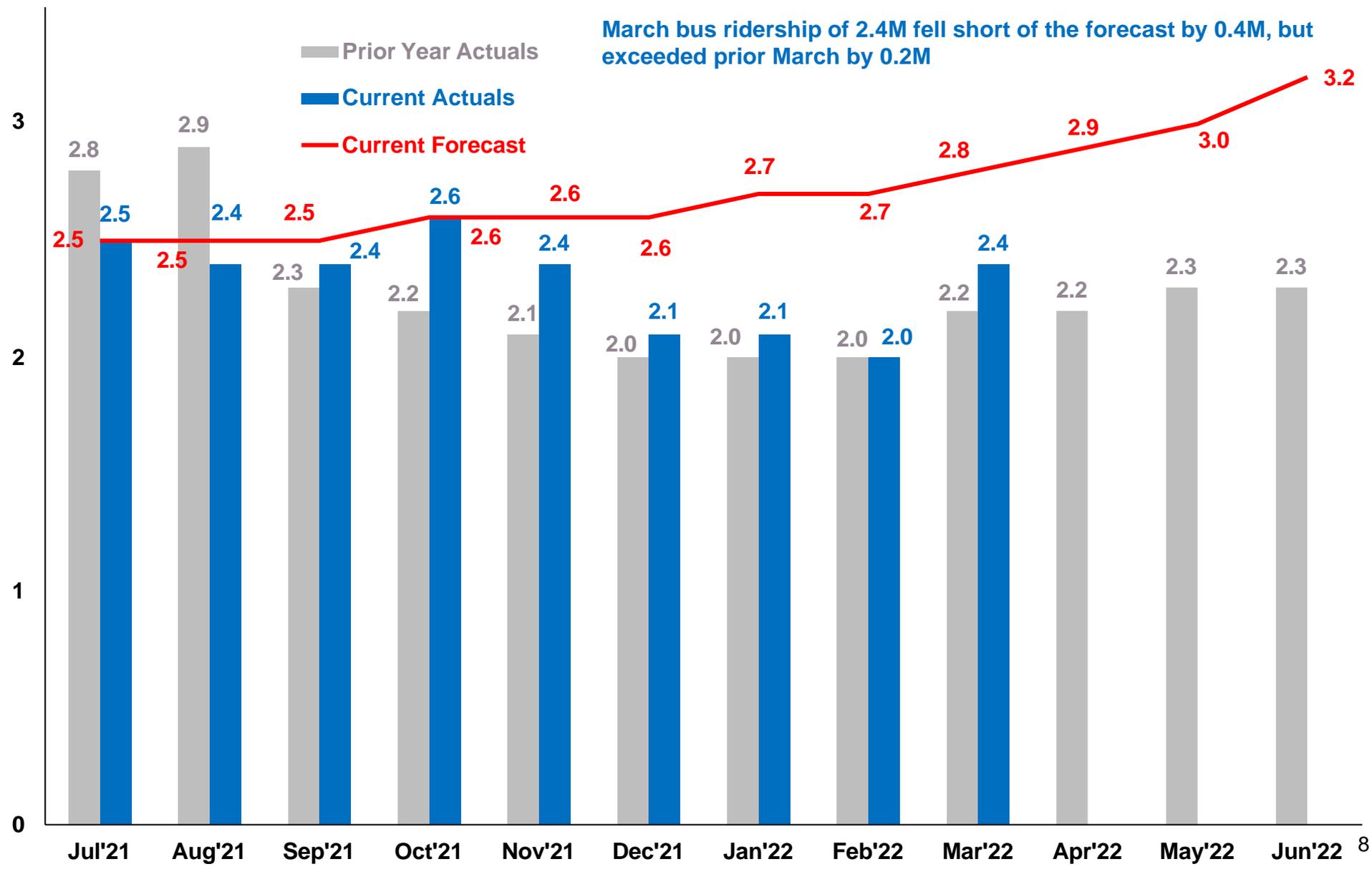
March Passenger Revenues exceeded the budget by \$0.5M and prior year March by \$1.5M

- The rising trend has resumed after tapering off in December through February
- June 2021 value* does not include \$6.7M in deferred revenue recognition



Bus Ridership (unlinked trips, millions)

March bus ridership of 2.4M fell short of the forecast by 0.4M, but exceeded prior March by 0.2M



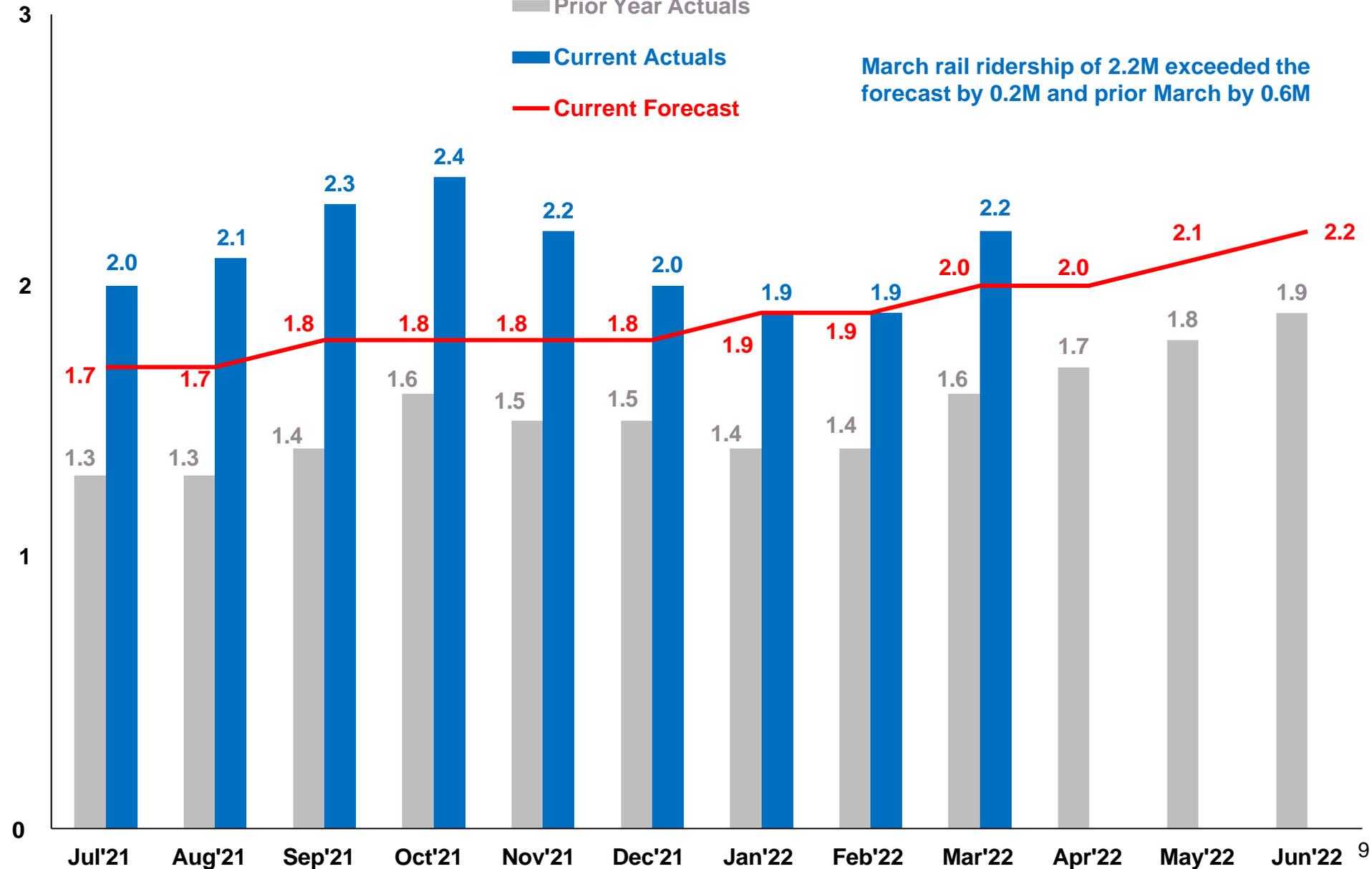
Rail Ridership (unlinked trips, millions)

■ Prior Year Actuals

■ Current Actuals

— Current Forecast

March rail ridership of 2.2M exceeded the forecast by 0.2M and prior March by 0.6M



Capital Financial Highlights

Third Quarter 2022



Capital Sources and Uses by Category - GCR

Third Quarter 2022

(\$ in Millions)

		ACTUAL	BUDGET	BUDGET VARIANCE	
				\$	\$
SOURCES OF FUNDS					
	Sales Tax Carryover	0.0	0.0	0.0	0.0%
	Gas Tax	207.4	177.9	29.5	16.6%
	Federal Funds	29.6	62.7	-33.1	-52.8%
	Other Revenue	0.2	0.4	-0.2	-50.0%
	Debt Issuance	0.0	0.0	0.0	0.0%
	Total Sources of Funds	237.2	241.0	-3.8	-1.6%
USES					
	Vehicles	51.1	12.3	38.2	42.8%
	Facilities/ Stations	17.2	15.7	58.5	77.3%
	Maintenance of Way	17.1	14.3	-2.9	-20.3%
	Systems	57.8	10.0	41.2	41.6%
	Masses	22.2	32.5	60.3	73.1%
	Subtotal Capital	165.5	84.8	195.3	54.1%
	Debt Service	107.7	156.7	11.0	9.3%
	Total	273.2	241.5	296.2	43.0%
Under/(Over)		36.0	236.5	202.5	-84.9%

FY22 Top 10 Projects by Expenditures

Third Quarter 2022
(\$ Million)

Project	Category	Actual	Budget	% of Budget	% of CIP Actuals
CQ400 New Rail Car Purchase	Vehicles	20.1	26.9		74.7%
CQ310 and CQ311 Life Extension	Vehicles	18.7	26.6	70.1%	70.3%
Track Renovation Phase IV	MO	17.1	17.2	99.8%	100.4%
Rehab Tunnel Ventilation	Systems	14.6	21.6	67.6%	68%
Train Control Systems Upgrade	Systems	13.1	40.1	32.7%	33%
CPMO G	Man-Asset	9.5	14.9	63.8%	64%
Escalators Rehabilitation	Systems	8.5	13.0	65.3%	65%
Rail Station Rehabilitation	Facilities	6.7	34.4	19.5%	20%
Elevator Rehabilitation	Systems	3.7	6.6	56.2%	57%
Electric Buses	Vehicles	3.2	3.4	94.1%	94%
TOTAL		115.2	243.1	47.4%	60.6%

ACTUALS THRU MARCH 31, 2022 TOTAL \$165.5M

Thank You

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