

**SYSTEM GENERATED**  
**REVENUES**

# DECEMBER REVENUES: VARIANCE TO BUDGET

*Dollars in Millions*

⬇️ - = unfavorable

⬆️ + = favorable

↔️ = on par

	<u>Actual</u> <u>DECEMBER</u> <u>2023</u>	<u>Variance</u> <u>to</u> <u>Budget</u>	<u>Variance</u> <u>to</u> <u>DECEMBER</u> <u>2022</u>
Farebox	\$13.3M	⬇️ -0.6M	⬆️ +1.6M
Passes	\$11.8M	⬆️ +2.1M	⬆️ +3.1M
<b>Fare and Pass Total</b>	<b>\$25.1M</b>	⬆️ +1.5M	⬆️ +4.7M
Reduced Fare Subsidy	\$1.8M	⬆️ +0.6M	⬆️ +0.6M
Non-Farebox	\$4.9M	⬇️ -0.2M	⬇️ -2.9M
<b>Revenue Total</b>	<b>\$31.8M</b>	⬆️ +1.9M	⬆️ +2.4M
Average Fare ( <i>Dollars</i> )	\$1.14	⬇️ -\$0.02	⬆️ +\$0.06
Free Rides	4.3M		

Free Rides is 0.9M higher than DECEMBER 2022



# YEAR TO DATE REVENUES: VARIANCE TO BUDGET

*Dollars in Millions*

⬇️ - = unfavorable

⬆️ + = favorable

↔️ = on par

	<u>Actual</u> <u>DECEMBER</u> <u>YTD</u>	<u>Variance</u> <u>to</u> <u>Budget YTD</u>	<u>Variance</u> <u>to</u> <u>2022 YTD</u>
Farebox	\$180.3M	⬆️ +5.5M	⬆️ +14.5M
Passes	\$148.5M	⬆️ +7.8M	⬆️ +23.4M
<b>Fare and Pass Total</b>	<b>\$328.8M</b>	⬆️ +13.3M	⬆️ +37.9M
Reduced Fare Subsidy	\$15.2M	⬆️ +0.6M	⬆️ +0.6M
Non-Farebox	\$68.1M	⬆️ +4.6M	⬇️ -2.2M
<b>Revenue Total</b>	<b>\$412.1M</b>	⬆️ +18.5M	⬆️ +36.3M
Average Fare ( <i>Dollars</i> )	\$1.18	⬇️ -\$0.02	⬇️ -\$0.02
Free Rides	49.0M		

Free Rides is 6.9M higher than DECEMBER 2022 YTD



# **EXPENSES**

# DECEMBER EXPENSES: VARIANCE TO BUDGET

*Dollars in Thousands*

Category	Actual December 2023	Favorable/ (Unfavorable) Variance to Budget
Labor	97,846	16,038
Material	8,825	332
Fuel	2,400	1,895
Power	2,640	823
Provision Injuries & Damages	1,683	-
Purchase of Security Services	7,977	(4,548)
Other Expenses	20,123	3,954
<b>Total Operating Expenses</b>	<b>141,494</b>	<b>18,494</b>

Other expenses consist of: Utilities, Advertising & Promotions, Travel & Meetings, Contractual Services, Leases & Rentals, Pension Obligation Bond, and General Expenses.



# YEAR TO DATE EXPENSES: VARIANCE TO BUDGET

*Dollars in Thousands*

Category	Actual YTD 2023	Favorable/ (Unfavorable) YTD Variance to Budget
Labor	1,204,887	79,566
Material	114,673	0
Fuel	37,581	14,154
Power	27,298	5,219
Provision Injuries & Damages	20,200	-
Purchase of Security Services	63,815	(22,665)
Other Expenses	236,951	45,870
<b>Total Operating Expenses</b>	<b>1,705,407</b>	<b>122,144</b>

Other expenses consist of: Utilities, Advertising & Promotions, Travel & Meetings, Contractual Services, Leases & Rentals, Pension Obligation Bond, and General Expenses.



# **PUBLIC FUNDING**



# PUBLIC FUNDING REVENUES: VARIANCE TO BUDGET

*Dollars in Millions*

	Monthly Collection	Favorable/ (Unfavorable) Variance to Budget
Sales Tax (October)	\$58.9	\$1.9
Public Transportation Funds (PTF) (December)	33.6	2.0
Real Estate Transfer Tax (RETT) (December)	4.1	(1.0)
PTF - RETT (December)	1.0	(0.5)
<b>Total</b>	<b>\$97.6</b>	<b>\$2.4</b>





# YEAR TO DATE PUBLIC FUNDING: VARIANCE TO BUDGET

*Dollars in Millions*

	YTD Collection	Favorable/ (Unfavorable) Variance to Budget
Sales Tax (through October)	\$469.8	\$22.1
Public Transportation Funds (PTF) (through December)	393.9	21.2
Real Estate Transfer Tax (RETT) (through December)	53.3	(28.5)
PTF - RETT (through December)	14.3	(6.1)
<b>Total</b>	<b>\$931.3</b>	<b>\$8.7</b>



**FEDERAL RELIEF**  
**FUNDING DRAWS**

# Federal Relief Funding Draws

*Dollars in Millions*

	<b>Draw</b>	<b>Total Drawn</b>	<b>Amount Allocated</b>	<b>% Drawn of Total Allocation</b>	<b>Amount Remaining</b>
<b>CARES</b>	\$0.0	\$817.5	\$817.5	100.0%	\$0.0
<b>CRRSAA</b>	\$1.0	\$113.5	\$361.3	31.4%	\$247.8
<b>ARP</b>	\$2.7	\$217.0	\$912.1	23.8%	\$695.1
<b>ARP Discretionary</b>	\$0.4	\$25.3	\$118.4	21.4%	\$93.1
<b>Total</b>	<b>\$4.1</b>	<b>\$1,173.3</b>	<b>\$2,209.3</b>	<b>53.1%</b>	<b>\$1,036.0</b>

- CARES: Coronavirus Aid, Relief, and Economic Security Act
- CRRSAA: Coronavirus Response and Relief Supplemental Appropriations Act
- ARP: American Rescue Plan Act



# **COMMODITIES**





## FUEL

- Positive MTD Variance \$1.9M
- Positive YTD Variance \$14.2M
- Fixed Forward purchase of 75% of 2023 volume
- Fixed Forward purchase of 75% of 2024 volume
- Fixed Forward purchase of 75% of 2025 volume
- Fixed Forward purchase of 10% of 2026 volume



## POWER

- Positive MTD Variance \$0.8M
- Positive YTD Variance \$5.2M
- Fixed Forward purchase 100% of 2023
- Fixed Forward purchase 100% of 2024



## NATURAL GAS

- Positive MTD Variance \$0.2M
- Positive YTD Variance \$0.7M
- Fixed Forward purchase of 100% of 2023 volume
- Fixed Forward purchase of 100% of 2024 volume
- Fixed Forward purchase of 100% of 2025 volume
- Fixed Forward purchase of 100% of 2026 volume

**POST-PANDEMIC**  
**REVENUE**  
**PERFORMANCE**

# Revenue Overview

## Pandemic Impacted Fare Revenues and Ridership

- During the pandemic, CTA temporarily eliminated fares on bus due to rear-door boarding
- To drive ridership to the system CTA made necessary pricing adjustments
  - Pass prices were reduced to increase frequency
    - Pass ratios were adjusted based on ridership trends
  - Transfer fees were eliminated

## Fare Revenue Results

- Originally expected lower revenues due to the price adjustments, however, changes were well received and increased volume and higher pass percentages drove higher revenues
  - Revenue has continued to show significant positive trends
  - Due to pricing adjustments, passes are now a larger percentage of sales than pre-pandemic

## Other Revenue Results

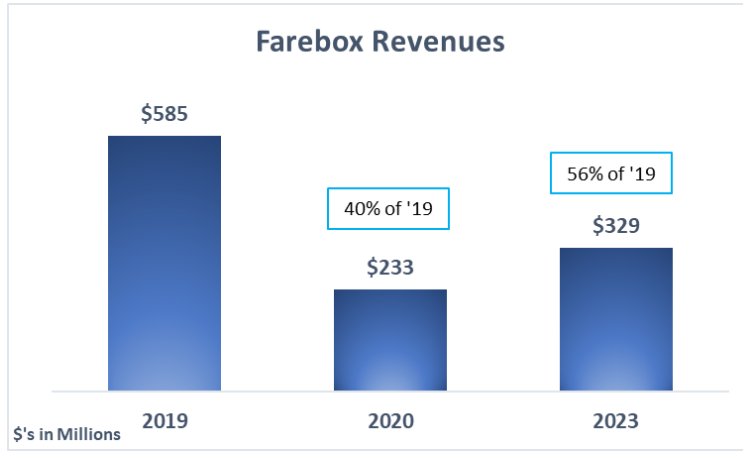
- Advertising and Public Funding also continue to improve

***Federal relief funding and State waiver of the recovery ratio allowed CTA to experiment with pricing and provide a benefit to its customers***



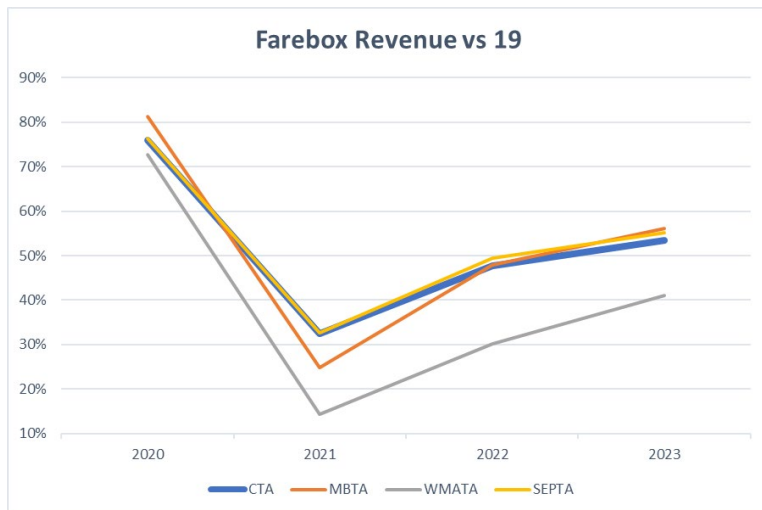
# Revenue Recovery & Peer Agency Performance

## Farebox revenues continue to make a strong recovery from pandemic lows



- Farebox revenue decreased to a low of \$5.6 million in May 2020 (11% of May 2019 revenue)
- In May 2023, farebox revenue rose to \$29.1 million, 419% higher than in May 2020
- Full year 2023 farebox revenue increased 41% since 2020
- Farebox revenue is projected to grow \$16 million (5%) in 2024

## Increased pass revenue led the recovery



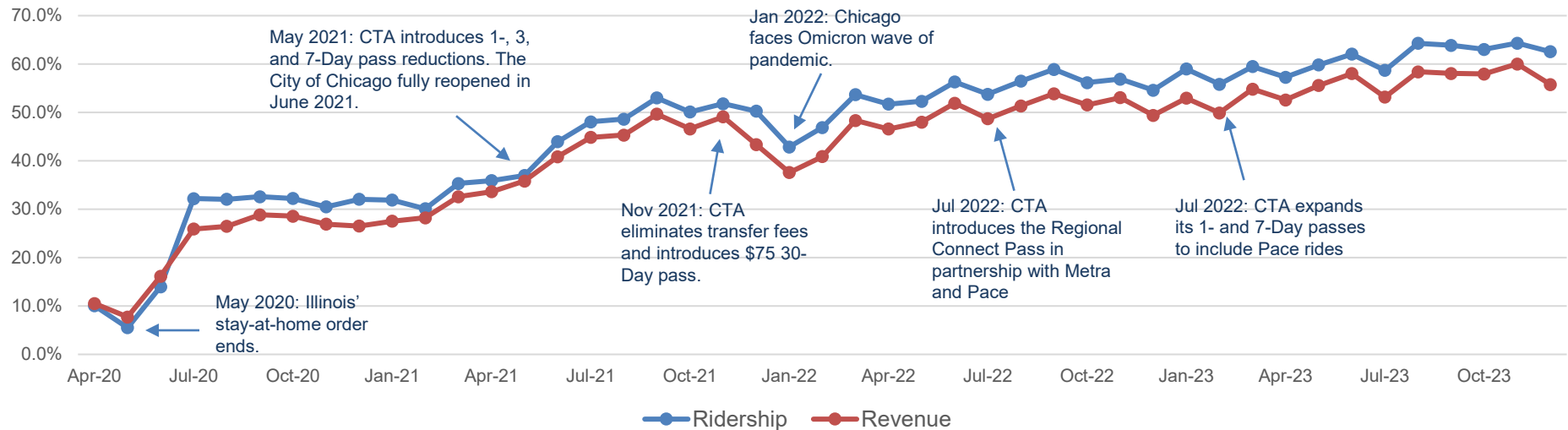
- Despite price adjustments, CTA is still at or above comparable agency farebox revenue retention
- CTA has continued to experience positive trends in pass utilization, despite industry trends
  - Pass percentage of Farebox revenue has grown from 40% pre-pandemic to 45% in 2023
- Passes result in better ridership and retention long term





# Farebox Revenue Recovery Details

## Ridership and Revenue vs 2019

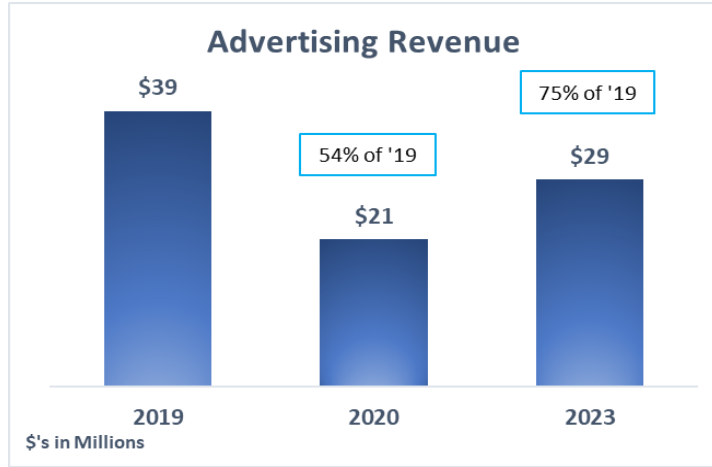


- **Farebox revenue increased rapidly with re-openings and fare price adjustments**
  - Initial re-opening resulted in farebox revenue growth of \$9.5M (170%)
  - Pass price adjustments (May '21) fueled farebox revenue growth of \$7.7 million (42%) until Omicron impact
    - 1-day pass revenue is 222% higher than 2019
    - 7-day pass is 73% of 2019 levels, significantly higher than overall fare revenue retention
  - 30-day pass price adjustments, the elimination of the transfer fee and prior pass adjustments resulted in of revenue growth of \$4.7 million (18%) through the end of 2023
  
- **Despite pricing reductions, farebox revenue increased steadily since January 2022**
  - From FY21 to FY22, farebox revenue grew by \$48 million or 20%
  - From FY22 to FY23, farebox revenue grew by or \$38 million or 13%



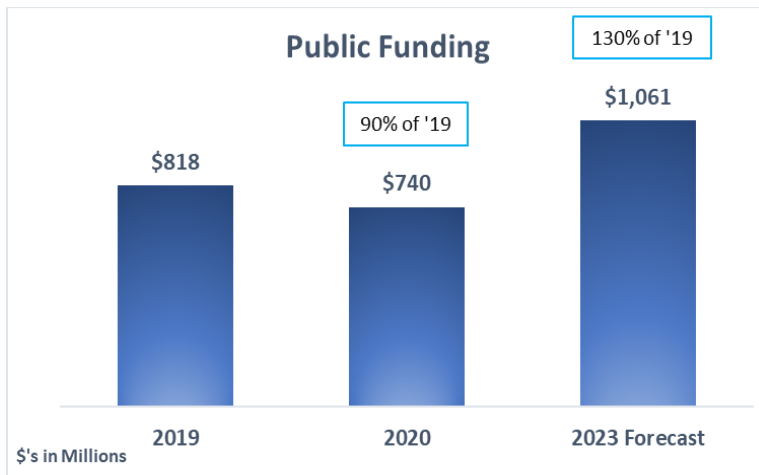
# Other Revenue Recovery

## Advertising revenue continues to recover



- FY23 Revenue was 40% higher than FY20
- Advertising revenue retention rate is exceeding fare revenue retention, due to the strong economy
- Advertising revenue is projected to grow \$4.5 million (15%) in 2024

## Public funding is exceeding 2019 revenue



- Increased funding from higher sales tax receipts
  - In 2021, State law required local sales tax rates to also be applied to online sales
  - Legalization of cannabis, high inflation rates and the strong economy also contributed to higher sales tax revenues
- Public funding is projected to grow \$34 million (3%) in 2024

