

1955 Lakeway Dr., # 260, Lewisville, Texas 75057 972.221.4600 | RideDCTA.net

Board of Directors Work Session

January 25, 2018 | 1:30 p.m.

CALL TO ORDER

- 1. Routine Briefing Items
 - a. Staff Briefing on Monthly Financial Reports
 - i. Financial Statements for November and December 2017
 - ii. Capital Projects Budget Report for November and December 2017
 - iii. Monthly Sales Tax Receipts
 - iv. Quarterly Investment Report Q1 FY2018
 - v. Quarterly Grant Update
 - vi. Current Procurement Activities

b. Marketing and Communications

- i. New Collateral
 - 1. Agency Performance Report FY '18 Q1
 - 2. Regional Leave Behind FY '18 Q1
 - 3. Legislative Leave Behind FY '18 Q1
 - 4. Business Case for Transit Infographic (Antero Group Data)
 - 5. January 2018 Wheels & Rails
 - 6. January 2018 Service Change Materials
 - 7. Other Marketing and Communications Materials
- ii. Monthly Media Report
- iii. Quarterly Metrics Report
- iv. Holiday Express Recap Report
- v. January 2018 Service Change Overview
- c. Strategic Planning and Development
 - i. Departmental Administrative Update
 - ii. Regional Planning Initiatives Update
 - iii. Local Planning Update
 - iv. Business Development & Partnerships Update
 - v. Funding Opportunities Update
 - vi. Land Use Planning & Development
- d. Capital Projects
 - i. Positive Train Control
 - ii. Hike and Bike Trail
- e. Staff Briefing on Transit Operations Reports

- i. Bus and Rail Operations
- 2. Items for Discussion
 - a. Discussion Continuation of North Texas Xpress I-35W Commuter Service
 - b. Special Called Strategic Planning Session at UNT Gateway Center on Thursday, February 22, 2018
- 3. Committee Chair Reports
 - a. Finance Committee (01/16/2018) Dave Kovatch, chair
- 4. Discussion of Regular Board Meeting Agenda Items (January 25, 2018)
- 5. Convene Executive Session. The Board may convene the Work Session into Closed Executive Session for the following:
 - a. As Authorized by Section 551.071(2) of the Texas Government Code, the Board of Directors Work Session may be Convened into Closed Executive Session for the Purpose of Seeking Confidential Legal Advice from the General Counsel on any Agenda Item Listed Herein or the Regular Board Meeting Agenda.
 - b. As Authorized by Texas Government Code Section 551.072 Deliberation regarding Real Property: Discuss acquisition, sale or lease of real property related to long-range service plan within the cities of Denton, Lewisville, Highland Village, or the A-train corridor.
- 6. Reconvene Open Session
 - a. Reconvene and Take Necessary Action on Items Discussed during Executive Session.
- 7. Discussion of Future Agenda Items a. Board Member Requests
- 8. ADJOURN

Chair – Charles Emery Vice Chair – Vacant Secretary – Richard Huckaby Treasurer – Dave Kovatch

Members – Skip Kalb, Tom Winterburn, Don Hartman, George A. Campbell, Allen Harris, Carter Wilson, Connie White, Mark Miller, Dianne Costa President – Jim Cline

The Denton County Transportation Authority meeting rooms are wheelchair accessible. Access to the building and special parking are available at the main entrance. Requests for sign interpreters or special services must be received forty-eight (48) hours prior to the meeting time by emailing bpedron@dcta.net or calling Brandy Pedron at 972-221-4600.

This notice was posted on 1/19/2018 at 2:05 PM.

ed.

Brandy Pedron, Administrative Assistant



1955 Lakeway Dr., # 260, Lewisville, Texas 75057 972.221.4600 | RideDCTA.net

Board of Directors Regular Meeting

January 25, 2018 | 3:00 p.m.* *or immediately following Board Work Session scheduled at 1:30 p.m. on January 25, 2018

CALL TO ORDER

PLEDGE OF ALLEGIANCE TO US AND TEXAS FLAGS

INVOCATION

WELCOME AND INTRODUCTION OF VISITORS

AGENCY AWARDS AND RECOGNITIONS

- 1. CONSENT AGENDA
 - a. Approval of Minutes for the Board Work Session and Regular Meeting on December 14, 2017
 - Acceptance of Monthly Financial Statements November and December 2017
 - c. Acceptance of Quarterly Investment Report Q1 FY2018
 - d. Authorize President to Negotiate and Execute an Agreement with DLT Solutions for Autodesk Vault Software, Implementation, and Support Services (Data Storage)
 - e. Authorize President to Negotiate and Execute Task Order 2 with Lyft for Late Night UNT Ride Service and any related Amendments to the ILA with UNT as necessary
 - f. Authorize President to Negotiate and Execute Agreement with The Management Connection, Inc. for Staff Development Services
- 2. REGULAR AGENDA
 - a. Approval of Resolution R18-01 designating Marisa Perry as Investment Officer
 - Discussion and Approval of Continuing North Texas Xpress I-35W Commuter Bus Service
 - c. Board Officer Elections

- 3. Convene Executive Session. The Board may convene the Regular Board Meeting into Closed Executive Session for the following:
 - a. As Authorized by Section 551.071(2) of the Texas Government Code, the Work Session or the Regular Board Meeting may be Convened into Closed Executive Session for the Purpose of Seeking Confidential Legal Advice from the General Counsel on any Agenda Item Listed Herein.
 - b. As Authorized by Texas Government Code Section 551.072 Deliberation regarding Real Property: Discuss acquisition, sale or lease of real property related to long-range service plan within the cities of Denton, Lewisville, Highland Village, or the A-train corridor.
- 4. Reconvene Open Session
 - a. Reconvene and Take Necessary Action on Items Discussed during Executive Session.
- 5. CHAIR REPORT
 - a. Discussion of Regional Transportation Issues
 - b. Discussion Legislative Issues
 - i. Regional
 - ii. State
 - iii. Federal
- 6. PRESIDENT'S REPORT
 - a. Budget Transfers
 - b. Regional Transportation Issues
- 7. REPORT ON ITEMS OF COMMUNITY INTEREST
 - a. Pursuant to Texas Government Section 551.0415 the Board of Directors may report on following items: (1) expression of thanks, congratulations, or condolences; (2) information about holiday schedules; (3) recognition of individuals; (4) reminders about upcoming DCTA and Member City events; (5) information about community events; and (6) announcements involving imminent threat to public health and safety.
- 8. ADJOURN

Chair – Charles Emery Vice Chair – Vacant Secretary – Richard Huckaby Treasurer – Dave Kovatch

Members – Skip Kalb, Tom Winterburn, Don Hartman, George A. Campbell, Allen Harris, Carter Wilson, Connie White, Mark Miller, Dianne Costa President – Jim Cline

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This notice was posted on 1/19/2018 at 2:06 PM.

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Brandy Pedron, Administrative Assistant



Board of Directors Memo

Subject: Monthly Financial Statements

Background

The financial statements are presented monthly to the Board of Directors for acceptance. The reports presented for the period ending November 30, 2017 include the Statement of Change in Net Position, Statement of Net Position, and Capital Projects Fund. These reports provide a comparison of budget vs. actual for the fiscal year as of the current month.

The following are major variances between year-to-date budget and year-to-date actuals, which are annotated on the Statement of Change in Net Position.

 Note A: Passenger Revenues – YTD unfavorable by (\$47k) due to lower than budgeted ridership. YTD FY18 rail ridership of 88k is 17% less than budgeted ridership of 107k (\$29k reduced revenue). YTD FY18 ridership for Connect, Access, Frisco, Collin County Transit, and North Texas Express of 98k is 6% less than budgeted ridership of 104k (\$6k reduced revenue). Total YTD FY18 bus ridership including UNT and NCTC riders is 651k, which is 2% higher than budgeted ridership of 637k.

		YTD FY18 Actual Ridership	YTD FY18 Budgeted Ridership	% Variance
Total Rail Ridership	(A)	88,242	106,818	- 17%
Connect, Access, Frisco, CCT, NTX UNT & NCTC Total Bus Ridership	(A) (B) _	97,510 553,079 650,589	103,715 533,689 637,404	- 6%
Total Ridership	-	738,831	744,222	- 1%

(A) Passenger revenues are linked with these ridership statistics. Although Frisco & CCT service are contracted services, the passengers are responsible for a passenger fare as well.

- (B) These ridership numbers are shown for information purposes only and are not linked to passenger revenues.
- Note B: Contract Service Revenue YTD favorable by \$9k, due to higher than budgeted fuel usage. YTD FY18 fuel usage for contract services of 30k gallons is 60% higher than budgeted usage of 19k gallons.
- Note C: Sales Tax Revenue November sales tax revenue is not yet received and is accrued for the month based on budget. Sales tax generated in November will be received in January. The Sales Tax Report included in this agenda packet provides a more detailed Budget to Actual comparison of FY18 sales tax receipts collected through December.
- Note D: Federal/State Grants Capital YTD unfavorable by (\$1.2 million) due to delayed expenses and corresponding reimbursements for PTC, the Lewisville Hike & Bike Trail, and Brownfield work at the Rail O&M Facility. These grants are paid on a reimbursement basis and therefore DCTA will submit for reimbursement once additional payments have been made for these projects.

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	FY18 Budgeted Drawdowns	FY18 Actual Revenue	Variance
Bus Fleet Cameras	\$ -	\$ -	\$ -
Bus Scheduling Software	92,000		(92,000)
Comp. Service Analysis			-
Data Analytics & Reporting	-	-	-
EPA - Brownfield at Rail	178,200		(178,200)
Fleet	in de la Martin de la constance de la constance La constance de la constance de La constance de la constance de		-
Lewisville Hike & Bike Trail	347,346	-	(347,346)
Positive Train Control (PTC)	583,178	-	(583,178)
Safety/Security	-	-	
Transit Enhancements	-	-	-
	\$ 1,200,724	\$ -	\$ (1,200,724)

• Note E: Federal/State Grants - Operating – YTD unfavorable by (\$2.6 million) mainly due to large amounts budgeted for Bus & Rail PM as well as operating assistance grants. These reimbursements will be requested in coming months as the grants are pending final completion by FTA.

	FY18 Budgeted Drawdowns	FY18 Actual Revenue	Variance
Bus PM	\$ 666,295	\$ 189,988	\$ (476,307)
Bus Repowers (TAPS Buses)	168,000	-	(168,000)
Rail PM	1,087,175	2,228	(1,084,947)
Operating Assistance	462,000	-	(462,000)
ADA Assistance	290,680		(290,680)
FEMA	116,812		(116,812)
VanPool	21,646	-	(21,646)
	\$ 2,812,608	\$ 192,216	\$ (2,620,392)

Identified Need

Provides the Board a review of DCTA's financial position and the agency's performance to budget.

Recommendation

Staff recommends acceptance.

Submitted by:	Marisa Perry, CPA Wrg
Approval:	James C. Cline, Jr., P.E., President

Denton County Transportation Authority Change in Net Position Month and Year to Date November 30, 2017 (Unaudited)

	Month E	Month Ended November 30, 2017 Year to Date November 30, 2017						
Description	Actual	Budget	Variance	Actual	Budget	Variance	Annual Budget	
Revenue and Other Income								
Passenger Revenues	\$ 90,750	\$ 119,868	\$ (29,118)	\$ 222,816	\$ 270,150	\$ (47,334)	\$ 1,464,725	Note A
Contract Service Revenue	326,732	337,096	(10,364)	686,930	678,192	8,738	4,102,163	Note B
Sales Tax Revenue	2,059,062	2,004,798	54,264	4,155,253	4,100,989	54,264	26,649,586	Note C
Federal/State Grants - Capital	-	511,262	(511,262)	-	1,200,724	(1,200,724)	9,781,224	Note D
Federal/State Grants - Operating	110,656	316,175	(205,519)	192,216	2,812,608	(2,620,392)	5,410,737	Note E
Total Revenue and Other Income	2,587,199	3,289,199	(702,000)	5,257,215	9,062,663	(3,805,448)	47,408,435	
Operating Expenses								
Salary, Wages and Benefits	901,626	1,065,257	163,631	1,788,122	2,139,933	351,811	12,317,845	
Services	194,872	273,526	78,654	482,368	846,285	363,918	3,567,950	
Materials and Supplies	160,774	308,441	147,667	341,229	639,148	297,919	3,601,940	
Utilities	36,105	38,346	2,241	42,086	76,692	34,606	460,164	
Insurance, Casualties and Losses	197,088	142,189	(54,899)	271,998	284,396	12,398	1,726,783	
Purchased Transportation Services	681,219	788,342	107,123	1,460,939	1,732,267	271,328	9,713,343	
Miscellaneous	19,866	30,059	10,193	58,379	123,826	65,447	423,326	
Leases and Rentals	11,646	22,146	10,500	31,326	44,292	12,966	265,880	
Depreciation	865,694	880,564	14,870	1,729,459	1,761,128	31,669	10,679,874	
Total Operating Expenses	3,068,891	3,548,870	479,979	6,205,905	7,647,967	1,442,062	42,757,105	
Income Before Non-Operating								
Revenue and Expense	(481,692)	(259,671)	(222,021)	(948,690)	1,414,696	(2,363,386)	4,651,330	
Non-Operating Revenues / (Expense)								
Investment Income	17,021	6,500	10,521	32,479	13,000	19,479	78,000	
Gain (Loss) Disposal of Assets	-	-	-	-	-	-	-	
Fare Evasion Fee	225	83	142	225	166	59	1,000	
Other Income - Miscellaneous	483,246	-	483,246	487,950	-	487,950	-	
Long Term Debt Interest/Expense	(86,505)	(86,507)	2	(173,011)	(143,014)	(29,997)	(1,008,084)	
Total Non-Operating Revenue /								
(Expense)	413,986	(79,924)	493,910	347,643	(129,848)	477,491	(929,084)	
Change in Net Position	\$ (67,706)	\$ (339,595)	\$ 271,889	\$ (601,047)	\$ 1,284,848	\$ (1,885,895)	\$ 3,722,246	

Denton County Transportation Authority Statement of Net Position As of November 30, 2017 (Unaudited)

	Nove	ember 30, 2017	Oct	ober 31, 2017		Change
Current Assets Operating Cash & Cash Equivalents	\$	9,200,536	\$	10,543,823	\$	(1,343,287)
Reserves: Cash & Cash Equivalents	Ψ	8,380,890	Ψ	8,373,529	Ψ	7,361
Reserves: Investments		1,992,513		1,992,513		
Accounts & Notes Receivable		6,371,293		6,045,439		325,853
Prepaid Expenses		822,811		308,975		513,836
Inventory		19,804		14,121		5,683
Restricted Asset-Cash and Equivalents		2,293,578		694,957		1,598,621
Total Current Assets		29,081,424		27,973,358		1,108,066
Property, Plant and Equipment						
Land		17,394,147		17,394,147		-
Land Improvements		6,458,821		6,458,821		-
Machinery & Equipment Leasehold Improvements		3,988,400		3,988,400 -		-
Vehicles		90,551,532		90,551,532		-
Computers & Software		1,284,485		1,284,485		-
Accumulated Depreciation		(59,417,947)		(58,552,252)		(865,694)
Total Property, Plant and Equipment		60,259,439		61,125,134		(865,694)
Capital Assets						
Intangible Assets		16,997,155		16,997,155		-
Other Capital Assets, Net		233,656,842		233,656,842		-
Construction in Progress		22,053,230		21,738,472		314,758
Total Capital Assets		272,707,227		272,392,469		314,758
Total Assets	\$	362,048,090	\$	361,490,960	\$	557,130
Liabilities						
Current Liabilities						
Accounts Payable	\$	1,537,598	\$	651,657	\$	885,942
Salary, Wages, and Benefits Payable		755,838		725,184		30,654
Accrued Expenses Payable		173,055		354,812		(181,757)
Deferred Revenues		30,349		46,078		(15,728)
Interest Payable		173,011		86,505		86,505
Total Current Liabilities		2,669,851		1,864,236		805,616
Non-Current Liabilities Rail Easement Payable		1,200,000		1,200,000		_
Retainage Payable		486,061		666,841		(180,780)
Bonds Payable		28,740,000		28,740,000		(100,700)
Total Non-Current Liabilities		30,426,061		30,606,841		(180,780)
Total Liabilities		33,095,913		32,471,077		624,836
Net Position						
Net Investment in Capital Assets		305,367,228		305,367,228		
Unrestricted		24,185,997		24,185,997		-
Change in Net Position		(601,047)		(533,341)		(67,706)
Total Equity		328,952,178		329,019,883	_	(67,706)
	¢		¢		¢	
Total Liabilities and Equity	\$	362,048,090	\$	361,490,960	\$	557,130



Board of Directors Memo Subject: Monthly Financial Statements

Background

The financial statements are presented monthly to the Board of Directors for acceptance. The reports presented for the period ending December 31, 2017 include the Statement of Change in Net Position, Statement of Net Position, and Capital Projects Fund. These reports provide a comparison of budget vs. actual for the fiscal year as of the current month.

The following are major variances between year-to-date budget and year-to-date actuals, which are annotated on the Statement of Change in Net Position.

 Note A: Passenger Revenues – YTD unfavorable by (\$59k) mainly due to lower than budgeted ridership. YTD FY18 rail ridership of 117k is 18% less than budgeted ridership of 144k (\$41k reduced revenue). YTD FY18 ridership for Connect, Access, Frisco, Collin County Transit, and North Texas Express of 132k is 8% less than budgeted ridership of 143k (\$18k reduced revenue).

		YTD FY18 Actual Ridership	YTD FY18 Budgeted Ridership	% Variance
Total Rail Ridership	(A)	117,372	143,978	- 18%
Connect, Access, Frisco, CCT, NTX UNT & NCTC Total Bus Ridership	(A) (B) _	132,195 645,495 777,690	143,260 <u>636,142</u> 779,402	- 8% 1% 0%
Total Ridership	-	895,062	923,380	- 3%

(A) Passenger revenues are linked with these ridership statistics. Although Frisco & CCT service are contracted services, the passengers are responsible for a passenger fare as well.

- (B) These ridership numbers are shown for information purposes only and are not linked to passenger revenues.
- Note B: Contract Service Revenue YTD unfavorable by (\$62k), due to lower than budgeted fuel usage and price. YTD FY18 fuel usage for contract services of 37k gallons is 27% lower than budgeted usage of 50k gallons (\$40k decreased revenue). Additionally, YTD average fuel cost is \$2.18/gallon compared to budgeted \$3.00/gallon (\$30k decreased revenue).
- Note C: Sales Tax Revenue December sales tax revenue is not yet received and is accrued for the month based on budget. Sales tax generated in December will be received in February. The Sales Tax Report included in this agenda packet provides a more detailed Budget to Actual comparison of FY18 sales tax receipts collected through January.
- Note D: Federal/State Grants Capital -- YTD unfavorable by (\$1.5 million) due to delayed expenses and corresponding reimbursements for PTC, the Lewisville Hike & Bike Trail, and Brownfield work at the Rail O&M Facility. These grants are paid on a reimbursement basis and therefore DCTA will submit for reimbursement once additional payments have been made for these projects.

	FY18 Budgeted Drawdowns	FY18 Actual Revenue	Variance
Bus Fleet Cameras	\$ -	\$ -	\$ -
Bus Scheduling Software	92,000		(92,000)
Comp. Service Analysis	-		
Data Analytics & Reporting	-		-
EPA - Brownfield at Rail	178,200		(178,200)
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Lewisville Hike & Bike Trail	533,019		(533,019)
Positive Train Control (PTC)	874,767	138,246	(736,521)
Safety/Security		-	
Transit Enhancements	-	-	
	\$ 1,677,986	\$ 138,246	\$ (1,539,740)

• Note E: Federal/State Grants - Operating – YTD unfavorable by (\$2.3 million) mainly due to large amounts budgeted for Bus & Rail PM as well as operating assistance grants. These reimbursements will be requested in coming months as the grants are pending final completion by FTA.

	8 Budgeted awdowns	Actu	FY18 Ial Revenue	Variance
Bus PM	\$ 777,344	\$	311,868	\$ (465,476)
Bus Repowers (TAPS Buses)	168,000		-	(168,000)
Rail PM	1,223,072		237,816	(985,256)
Operating Assistance	462,000		-	(462,000)
ADA Assistance	290,680		203,631	(87,049)
FEMA	175,218		-	(175,218)
Printing	-		571	571
VanPool	32,469		38,018	5,549
	\$ 3,128,783	\$	791,904	\$ (2,336,879)

Identified Need

Provides the Board a review of DCTA's financial position and the agency's performance to budget.

Recommendation

Staff recommends acceptance.

Submitted by:	Marisa Perry, CPA
-	Interim CFO
Approval:	Jumes C. Clu
	James C. Cline, Jr., P.El, President

Denton County Transportation Authority Change in Net Position Month and Year to Date December 31, 2017 (Unaudited)

	Month Ended December 31, 2017 Year to Date December 31, 2017							
Description	Actual	Budget	Variance	Actual	Budget	Variance	Annual Budget	
Revenue and Other Income								
Passenger Revenues	\$ 75,524	\$ 86,818	\$ (11,294)	\$ 298,340	\$ 356,968	\$ (58,628)	\$ 1,387,811	Note A
Contract Service Revenue	211,263	281,967	(70,704)	898,193	960,159	(61,966)	4,179,077	Note B
Sales Tax Revenue	3,007,284	2,795,466	211,818	7,162,537	6,896,455	266,082	26,649,586	Note C
Federal/State Grants - Capital	138,246	477,262	(339,016)	138,246	1,677,986	(1,539,740)	9,781,224	Note D
Federal/State Grants - Operating	599,688	316,175	283,513	791,904	3,128,783	(2,336,879)	5,410,737	Note E
Total Revenue and Other Income	4,032,006	3,957,688	74,318	9,289,221	13,020,351	(3,731,130)	47,408,435	
Operating Expenses								
Salary, Wages and Benefits	888,517	964,243	75.726	2,676,639	3,104,176	427,537	12,317,845	
Services	173,352	315.712	142,360	655.720	1,161,997	506,277	3,567,950	
Materials and Supplies	127,584	316,999	189,415	468,813	956,147	487,334	3,601,940	
Utilities	24,328	38,346	14,018	66,414	115,038	48,624	460,164	
Insurance, Casualties and Losses	134,811	141,461	6,650	406,809	425,857	19,048	1,726,783	
Purchased Transportation Services	744,799	788,342	43,543	2,205,738	2,520,609	314,871	9,713,343	
Miscellaneous	8,397	52,981	44,584	66,776	176,807	110,031	423,326	
Leases and Rentals	17,502	22,146	4,644	48,828	66,438	17,610	265,880	
Depreciation	865,694	880,564	14,870	2,595,153	2,641,692	46,539	10,679,874	
Total Operating Expenses	2,984,985	3,520,794	535,809	9,190,890	11,168,761	1,977,871	42,757,105	
Income Before Non-Operating								
Revenue and Expense	1,047,021	436,894	610,127	98,330	1,851,590	(1,753,259)	4,651,330	
Non-Operating Revenues / (Expense)								
Investment Income	20,979	6,500	14,479	53,458	19,500	33,958	78,000	
Gain (Loss) Disposal of Assets	-	-	-	-	-	-	-	
Fare Evasion Fee	75	83	(8)	300	249	51	1,000	
Other Income - Miscellaneous	13,918	-	13,918	501,868	-	501,868	-	
Long Term Debt Interest/Expense	(86,505)	(86,507)	2	(259,516)	(229,521)	(29,995)	(1,008,084)	
Total Non-Operating Revenue /								
(Expense)	(51,534)	(79,924)	28,390	296,109	(209,772)	505,881	(929,084)	
Change in Net Position	\$ 995,487	\$ 356,970	\$ 638,517	\$ 394,440	\$ 1,641,818	\$ (1,247,378)	\$ 3,722,246	

Denton County Transportation Authority Statement of Net Position As of December 31, 2017 (Unaudited)

	Dec	ember 31, 2017	Nove	ember 30, 2017		Change
Current Assets	¢	0.005.047	¢	0 000 500	۴	(4.44.4.04.0)
Operating Cash & Cash Equivalents	\$	8,085,917	\$	9,200,536	\$	(1,114,619)
Reserves: Cash & Cash Equivalents Reserves: Investments		9,156,960 1,993,150		8,380,890 1,992,513		776,071 637
Accounts & Notes Receivable		7,083,753		6,371,293		712,460
Prepaid Expenses		689,000		822,811		(133,811)
Inventory		37,965		19,804		18,161
Restricted Asset-Cash and Equivalents		2,294,457				879
Total Current Assets		29,341,202		2,293,578 29,081,424		259,778
Property Digit and Environment						
Property, Plant and Equipment Land		17 204 147		17 204 147		
		17,394,147		17,394,147		-
Land Improvements		6,458,821		6,458,821		-
Machinery & Equipment Leasehold Improvements		3,988,400		3,988,400		-
Vehicles		- 90,551,532		- 90,551,532		-
Computers & Software		1,284,485		1,284,485		-
Accumulated Depreciation		(60,283,641)		(59,417,947)		- (865,694)
Total Property, Plant and Equipment		59,393,745		60,259,439		(865,694)
Total Troperty, Frank and Equipment		00,000,140		00,200,400		(000,004)
Capital Assets						
Intangible Assets		16,997,155		16,997,155		-
Other Capital Assets, Net		233,656,842		233,656,842		-
Construction in Progress		22,203,588		22,053,230		150,358
Total Capital Assets		272,857,585		272,707,227		150,358
Total Assets	\$	361,592,532	\$	362,048,090	\$	(455,558)
Liabilities						
Current Liabilities						
Accounts Payable	\$	-	\$	1,537,598	\$	(1,537,598)
Salary, Wages, and Benefits Payable		729,200		755,838		(26,638)
Accrued Expenses Payable		133,780		173,055		(39,275)
Deferred Revenues		91,950		30,349		61,601
Interest Payable		259,516		173,011		86,505
Total Current Liabilities		1,214,447		2,669,851		(1,455,404)
Non-Current Liabilities						
Rail Easement Payable		1,200,000		1,200,000		-
Retainage Payable		490,421		486,061		4,359
Bonds Payable		28,740,000		28,740,000		-
Total Non-Current Liabilities		30,430,421		30,426,061		4,359
Total Liabilities		31,644,868		33,095,913		(1,451,045)
Net Position						
Net Investment in Capital Assets		305,367,228		305,367,228		-
Unrestricted		24,185,997		24,185,997		-
Change in Net Position		394,440		(601,047)		995,487
Total Equity		329,947,664		328,952,178		995,487
Total Liabilities and Equity	\$	361,592,532	\$	362,048,090	\$	(455,558)

Capital Projects Fund - DCTA Budget vs. Actual As of November 30, 2017 (Cash Basis)

	Original Budget	Revised Budget	November 2017 Expenses Booked	Life To Date	\$ Under/(Over) Budget	% of Budget (As of November 2017 Close)	Project Comple (Operatio
TS	Ladger		2007/04			2011 01000)	(operatio
d Assets							
50 · Construction Work in Progress							
1 · G&A Capital Projects							
Total 10601 · Data Analytics & Reporting	200,000	200,000	-	-	200,000	0%	
Total 10302 · Infrastructure Acquisition	1,900,000	3,900,000	-	128,936	3,771,064	3%	
Total 10604 - Safety & Security Assessment	250,000	250,000	-	25,000	225,000	10%	
Total 10605 · Project Management/Document Control	150,000	300,000	-	-	300,000	0%	
Total 10606 · Shared Use Mobility Study	123,428	123,428	-	-	123,428	0%	
Total 1 · G&A Capital Projects	2,623,428	4,773,428		153,936	4,619,492	3%	
				,	,, .		
5 · Bus Capital Projects							
Total 50305 · IOMF Fuel Tanks	250,000	740,000	356	53,736	686,264	7%	
Total 50409 · Bus Fleet Cameras	149,500	149,500	-	-	149,500	0% 50%	
Total 50410 · AVL Systems Total 50507 · Fleet {2016}	200,000 1,250,000	200,000 1,250,000	-	100,648 1,178,099	99,352 71,901	50% 94%	
Total 50507 · Fleet {2017}	1,250,000	1,885,000	- 37,806	37,806	1,847,194	94%	
Total 50510 · Fleet {2018}	3,003,580	3,003,580			3,003,580	2 %	
Total 50601 · Scheduling Software (Bus)	250,000	250,000	-	28,125	221,875	11%	
	200,000			20,120	22,,070		
Total 5 - Bus Capital Projects	6,653,080	7,478,080	38,162	1,398,414	6,079,666	19%	
6 · Rail Construction							
Total 61406.1 · Positive Train Control Implementation	-	16,720,141	8,536	12,083,702	4,636,439	72%	
Total 61708 · Lewisville Bike Trail	3,099,856	2,146,355	-	2,087,514	58,841	97%	
Total 61209 · Trinity Mills Crew Facility	250,000	310,000	-	302,063	7,937	97%	
Total 61210 · Station Landscaping	75,000	485,000	-	403,167	81,833	83%	
61713-1 · Rail Facility Flume Repair {2015 Flood}							
61713-1.01 · Operating Revenue	-	-		(87,059)	87,059	0%	
Total 61713-1 · Rail Facility Flume Repair {2015 Flood}	325,482	325,482	-	204,826	120,656	63%	
Total 61713-2 · Grade Crossing Replacements {2015 Flood}	2,157,760	2,157,760	143,458	2,059,676	98,084	95%	
61713-3 · Hebron Signal House {2015 Flood}							
61713-3.01 · Operating Revenue	-	-		(116,060)	116,060	0%	
Total 61713-3 · Hebron Signal House {2015 Flood}	122,000	122,000	-	109,699	12,301	90%	
Total 61713-4 · Ballast Undercutting {2015 Flood}	761,600	761,600	-	581,548	180,052	76%	
Total 61713-5 · Pockrus Page {2015 Flood}	623,000	623,000	324	127,342	495,658	20%	
Total 61714 · Rail Capital Maintenance	3,970,430	3,442,430	33,921	301,993	3,140,437	9%	
Total 61715 · Trail Safety Improvements	139,657	81,157	-	-	81,157	0%	
Total 61716 · Lewisville Bike Trail - Eagle Point Section	2,995,873	2,995,873	-	42,012	2,953,861	1%	
Total 61717 · Valley Ridge Crossing	1,000,000	1,000,000	89,580	827,442	172,558	83%	
Total 61605 · Brownfield Remediation	60,000	385,000	777	23,373	361,627	6%	
Total 61718 - Rail Safety Improvements Total 61606 - Rail Crossing Study	200,000 73,000	200,000 73,000	-	-	200,000 73,000	0% 0%	
Total Rail Construction Projects	15 952 659	31 939 709	276 506	10 154 257	12 674 444	600/	
	15,853,658	31,828,798	276,596	19,154,357	12,674,441	60%	
al 1660 · Construction Work in Progress	25,130,166	44,080,306	314,758	20,706,708	23,373,598	47%	

Capital Projects Fund - DCTA Budget vs. Actual As of December 31, 2017 (Cash Basis)

	Original Budget	Revised Budget	December 2017 Expenses Booked	Life To Date	\$ Under/(Over) Budget	% of Budget (As of December 2017 Close)	Project % Complete (Operation
TS						· ·	
ed Assets							
60 · Construction Work in Progress							
1 · G&A Capital Projects							
Total 10601 · Data Analytics & Reporting	200,000	200,000	-	-	200,000	0%	
Total 10302 · Infrastructure Acquisition	1,900,000	3,900,000	6,250	135,186	3,764,814	3%	
Total 10604 · Safety & Security Assessment	250,000	250,000	-	25,000	225,000	10%	
Total 10605 · Project Management/Document Control	150,000	300,000	-	-	300,000	0%	
Total 10606 · Shared Use Mobility Study	123,428	123,428	-	-	123,428	0%	
Total 1 · G&A Capital Projects	2,623,428	4,773,428	6,250	160,186	4,613,242	3%	
5 · Bus Capital Projects Total 50305 · IOMF Fuel Tanks	250,000	740,000	1,100	54,836	685,164	7%	
Total 50409 · Bus Fleet Cameras	149,500	149,500	1,100	54,636	149,500	0%	
Total 50410 · AVL Systems	200,000	200,000	_	100,648	99,352	50%	
Total 50507 · Fleet {2016}	1,250,000	1,250,000	-	1,178,099	71,901	94%	
Total 50510 · Fleet {2017}	1,550,000	1,885,000	-	37,806	1,847,194	2%	
Total 50512 · Fleet {2018}	3,003,580	3,003,580	-	-	3,003,580	0%	
Total 50601 · Scheduling Software (Bus)	250,000	250,000	-	28,125	221,875	11%	
Total 5 · Bus Capital Projects	6,653,080	7,478,080	1,100	1,399,514	6,078,566	19%	
6 · Rail Construction							
Total 61406.1 · Positive Train Control Implementation	-	16,720,141	113,291	12,196,993	4,523,148	73%	
Total 61708 · Lewisville Bike Trail	3,099,856	2,146,355	-	2,087,514	58,841	97%	
Total 61209 · Trinity Mills Crew Facility	250,000	310,000	-	302,063	7,937	97%	
Total 61210 · Station Landscaping	75,000	485,000	9,690	412,857	72,143	85%	
61713-1 · Rail Facility Flume Repair {2015 Flood}							
61713-1.01 · Operating Revenue	-	-		(87,059)	87,059	0%	
Total 61713-1 · Rail Facility Flume Repair {2015 Flood}	325,482	325,482	-	204,826	120,656	63%	
Total 61713-2 · Grade Crossing Replacements {2015 Flood}	2,157,760	2,157,760	(11,299)	2,048,376	109,384	95%	
61713-3 · Hebron Signal House {2015 Flood}							
61713-3.01 · Operating Revenue	-	-		(116,060)	116,060	0%	
Total 61713-3 · Hebron Signal House {2015 Flood}	122,000	122,000	14,148	123,847	(1,847)	102%	
Total 61713-4 · Ballast Undercutting {2015 Flood}	761,600	761,600	11,299	592,847	168,753	78%	
Total 61713-5 · Pockrus Page {2015 Flood}	623,000	623,000	2,130	129,473	493,527	21%	
Total 61714 · Rail Capital Maintenance	3,970,430	3,442,430	-	301,993	3,140,437	9%	
Total 61715 · Trail Safety Improvements	139,657	81,157	-	-	81,157	0%	
Total 61716 · Lewisville Bike Trail - Eagle Point Section	2,995,873	2,995,873	-	42,012	2,953,861	1%	
Total 61717 · Valley Ridge Crossing	1,000,000	1,000,000		827,442	172,558	83%	
Total 61605 · Brownfield Remediation	60,000	385,000	3,749	27,122	357,878	7%	
Total 61718 - Rail Safety Improvements Total 61606 - Rail Crossing Study	200,000 73,000	200,000 73,000	-	-	200,000 73,000	0% 0%	
Total Rail Construction Projects	15,853,658	31,828,798	143,008	19,297,365	12,531,433	61%	
	10,000,000	51,020,790	143,000	19,297,303	12,001,400	01%	

WS 1(a)iii



Board of Directors Memo

January 25, 2018

Subject: Sales Tax Report

Background

Sales tax represents the single largest source of revenue for DCTA at 56.12% for FY18 budget. The annual sales tax budget for FY 2018 is \$26,649,586. Because of its importance in funding of DCTA's ongoing operations, the Board adopted a Budget Contingency Plan that outlines the Agency's response when declines in sales tax hit a specific target.

This month, receipts were favorable compared to budget by 10.57%. The January allocation is for sales generated in the month of November and represents revenue for the second month of FY 2018.

- Sales tax for sales generated at retail in the month of November and received in January was \$2,216,616.
- This represents an increase of 10.57% or \$211,818 compared to budget for the month.
- Compared to the same month last year, sales tax receipts are \$46,354 or 2.14% higher.
- Member city collections for the month compared to prior year are as follows:
 - City of Lewisville up 3.72%
 - City of Denton up 0.90%
 - Highland Village up 4.72%

Need

Provides the Board of Directors a monthly status on Sales Tax collections.

Recommendation

For information only. No action required.

Final Review:

Marisa Perry Interim CFO

Denton County Transportation Authority (DCTA) Sales Tax Report Budget to Actual and Previous Year Comparison

Sales					CY Actual to			CY Actual to
Generated in	Received in	2017-2018	2017-2018 Year	Variance Actual	CY Budget %	2016-2017	Variance Actual	PY Actual %
Month of:	Month of:	Year Budget	Actual	to Budget	Variance	Year Actual	to Prior Year	Variance
October	December	\$ 2,096,191	\$ 2,150,455	\$ 54,264	2.59%	\$ 1,978,638	\$ 171,816	8.68%
November	January	\$ 2,004,798	\$ 2,216,616	\$ 211,818	10.57%	\$ 2,170,262	\$ 46,354	2.14%
December	February	\$ 2,795,466				\$ 2,793,331		
January	March	\$ 1,917,819				\$ 1,908,263		
February	April	\$ 1,818,015				\$ 2,006,450		
March	May	\$ 2,424,593				\$ 2,408,823		
April	June	\$ 2,117,555				\$ 1,987,159		
May	July	\$ 2,106,721				\$ 2,219,119		
June	August	\$ 2,477,248				\$ 2,588,897		
July	September	\$ 2,097,490				\$ 2,063,481		
August	October	\$ 2,301,438				\$ 2,260,569		
September	November	\$ 2,492,252				\$ 2,482,741		
YTD Total		\$ 26,649,586	\$ 4,367,071	\$ 266,082	6.49%	\$ 26,867,734	\$ 218,170	5.26%

Sources: Texas Comptroller of Public Accounts and DCTA Finance Department Prepared By: Denton County Transportation Authority Finance Department January 19, 2018

Denton County Transportation Authority (DCTA) Member Cities Sales Tax Report Month Allocation is Received from Comptroller Previous Year Comparison

		City of L	.ewisville					City of Highla	nd Village		
Sales Generated in Month of:	Received in Month of:	2016-2017 Year Actual	2017-2018 Year Actual	Variance Actual to Prior Year	CY Actual to PY Actual % Variance	Sales Generated in Month of:	Received in Month of:	2016-2017 Year Actual	2017-2018 Year Actual	Variance Actual to Prior Year	CY Actual to PY Actual Variance
October	December	\$ 2,795,751	\$ 3,009,098	\$ 213,347	7.63%	October	December	\$ 298,777	\$ 265,631	\$ (33,146)	-11.09%
November	January	\$ 2,867,155	\$ 2,973,704	\$ 106,549	3.72%	November	January	\$ 313,524	\$ 328,316	\$ 14,792	4.72%
December	February	\$ 3,849,204				December	February	\$ 411,143		· · · · ·	
January	March	\$ 2,709,531				January	March	\$ 255,642			
February	April	\$ 2,892,939				February	April	\$ 253,856			
March	May	\$ 3,480,828				March	May	\$ 328,214			
April	June	\$ 2,722,621				April	June	\$ 268,006			
May	July	\$ 3,113,597				May	July	\$ 307,851			
June	August	\$ 3,568,239				June	August	\$ 373,101			
July	September	\$ 2,800,265				July	September	\$ 273,047			
August	October	\$ 3,034,967				August	October	\$ 313,211			
September	November	\$ 3,265,668				September	November	\$ 331,426			
YTD Total		\$ 37,100,766	\$ 5,982,802	\$ 319,896	5.65%	YTD Total		\$ 3,727,797	\$ 593,947	\$ (18,354)	-3.00%

	City of Denton														
Sales Generated in		Received in		2016-2017			017-2018		A	/ariance Actual to		CY Actual to PY Actual			
Month of:		Month of:		Year Actual		Y	ear Actual		Р	rior Year		Variance			
October		December		\$ 2,451,245		\$	2,718,499		\$	267,254		10.90%			
November		January		\$ 2,918,947		\$	2,945,336		\$	26,389		0.90%			
December		February		\$ 3,727,632											
January		March		\$ 2,397,941											
February		April		\$ 2,442,743											
March		May		\$ 3,099,631											
April		June		\$ 2,602,704											
May		July		\$ 2,729,539											
June		August		\$ 3,351,192											
July		September		\$ 2,734,634											
August		October		\$ 2,906,837											
September		November		\$ 3,593,467											
YTD Total				\$ 34,956,511		\$	5,663,835		\$	293,643		5.47%			

Sources: Texas Comptroller of Public Accounts and DCTA Finance Department Prepared By: Denton County Transportation Authority Finance Department January 19, 2018

Transit	Current Rate	Net Payment This Period	Comparable Payment Prior Year	% Change	Payments YTD (Calendar)	Prior Year Payments YTD (Calendar)	% Change
Austin MTA	1.00%	\$19,482,543.62	\$18,490,096.70	5.36%	\$19,482,543.62	\$18,490,096.70	5.36%
Corpus Christi MTA	0.50%	\$2,570,723.79	\$2,352,174.53	9.29%	\$2,570,723.79	\$2,352,174.53	9.29%
Dallas MTA	1.00%	\$46,669,776.18	\$43,265,215.39	7.86%	\$46,669,776.18	\$43,265,215.39	7.86%
Denton CTA	0.50%	\$2,216,616.37	\$2,170,262.19	2.13%	\$2,216,616.37	\$2,170,262.19	2.13%
El Paso CTD	0.50%	\$3,631,470.38	\$3,452,370.38	5.18%	\$3,631,470.38	\$3,452,370.38	5.18%
Fort Worth MTA	0.50%	\$6,297,040.15	\$5,821,586.56	8.16%	\$6,297,040.15	\$5,821,586.56	8.16%
Houston MTA	1.00%	\$60,841,432.01	\$53,999,959.42	12.66%	\$60,841,432.01	\$53,999,959.42	12.66%
Laredo CTD	0.25%	\$687,436.70	\$628,587.85	9.36%	\$687,436.70	\$628,587.85	9.36%
San Antonio ATD	0.25%	\$5,098,062.34	\$5,085,788.36	0.24%	\$5,098,062.34	\$5,085,788.36	0.24%
San Antonio MTA	0.50%	\$11,340,149.45	\$11,165,224.80	1.56%	\$11,340,149.45	\$11,165,224.80	1.56%
TOTALS		\$158,835,250.99	\$146,431,266.18	8.47%	\$158,835,250.99	\$146,431,266.18	8.47%

All Transit Agencies Monthly Sales and Use Tax Comparison Summary

Sources: Texas Comptroller of Public Accounts and DCTA Finance Department Prepared By: Denton County Transportation Authority Finance Department January 19, 2018

FirstSouthwest AssetManagement A Hilltop Holdings Company.

Investment Portfolio Summary

Denton County Transportation Authority



For the Quarter Ended

December 31, 2017

Prepared by FirstSouthwest Asset Management



Report Name

Certification Page Executive Summary

Benchmark Comparison

Detail of Security Holdings

Change in Value

Earned Income

Investment Transactions

Amortization and Accretion

Projected Fixed Income Cash Flows

Table of Contents / Market Recap

MARKET RECAP - DECEMBER 2017:

Tax reform dominated the headlines through much of December, and just before Christmas, Congress passed and President Trump signed into law the "Tax Cuts and Jobs Act." The package includes a number of reforms and tax cuts, including a reduction in the corporate tax rate, fewer individual tax brackets, a higher standard deduction and the elimination of the state and local tax deduction. The tax plan is generally expected to provide a boost to economic growth in the near-term. Tax reform helped stock markets extend their 14-month post-election rally with the DOW, S&P 500 and NASDAQ all reaching historical highs in late December. As expected, Fed officials raised the overnight funds rate by another 25 basis points in mid-December. The third hike this year, and the fifth in the current tightening cycle, boosted the fed funds target to a range of 1.25% to 1.50%. The so-called "dot plot," which represents the future rate expectations of committee members, was little changed from the September meeting. The median overnight rate expectation at the end of 2018 is 2.1%, indicating three hikes in 2018, and 2.7% for the end of in 2019, indicating two more. Bond yields followed suit as the two-year Treasury-note crested above the 1.90% mark on December 26th for the first time since September 2008, while the 12-month Treasury-bill yield topped 1.70%, a nine-year high.

December's slate of economic data largely supported the increase in interest rates. Nonfarm payrolls rose by +228k in November, topping the median Bloomberg forecast for +195k. Through the first 11 months of 2017, U.S. companies have added an average of +174k new jobs per month, a moderation from +187k in 2016 and +226k in 2015. The unemployment rate held steady at 4.1% in November while wage inflation remained subdued with average hourly earnings rising just +0.2%. Year-over-year earnings growth fell short of the +2.7% median forecast at +2.5%. For comparison sake, at the end of 2016 hourly earnings were rising at a quicker +2.9% pace. The ISM manufacturing index slipped from 58.7 to 58.2 in November, while the ISM non-manufacturing index fell from October's lofty 60.1 to 57.4. Both remain at very high levels. November retail sales were much better than expected with headline sales gaining +0.8, well above the +0.3% median forecast. Core retail sales, which exclude auto, gasoline and building materials also climbed +0.8%, the seventh best month in the last five years, Turning to inflation data, the headline Producer Price Index (PPI) rose by +0.4% in November and on a vear-over-year basis, PPI jumped from +2.8% to +3.1%, the guickest pace in nearly six years. The Consumer Price Index (CPI) also rose +0.4% in November, thanks mainly to a +7.3% jump in gas prices, but core CPI gained just +0.1%. The year-over-year headline CPI climbed from +2.0% to +2.2%, while the core CPI annual pace fell from +1.8% to +1.7%. Core PCE, the Fed's preferred inflation measure, crept higher for the fourth straight month, although the +1.5% November pace is still well below the Fed's +2.0% target. The final revision to third guarter GDP took the annualized guarterly growth rate down a notch from +3.3% to +3.2%, still a fine guarter. Optimism abounds heading into 2018 with the passage of tax reform a tail wind behind low unemployment and record high stock markets.



For the Quarter Ended December 31, 2017

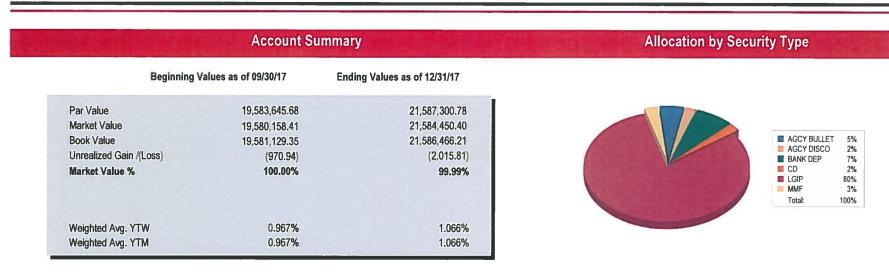
This report is prepared for the **Denton County Transportation Authority** (the "Entity") in accordance with Chapter 2256 of the Texas Public Funds Investment Act ("PFIA"). Section 2256.023(a) of the PFIA states that: "Not less than quarterly, the investment officer shall prepare and submit to the governing body of the entity a written report of the investment transactions for all funds covered by this chapter for the preceding reporting period." This report is signed by the Entity's investment officers and includes the disclosures required in the PFIA. To the extent possible, market prices have been obtained from independent pricing sources.

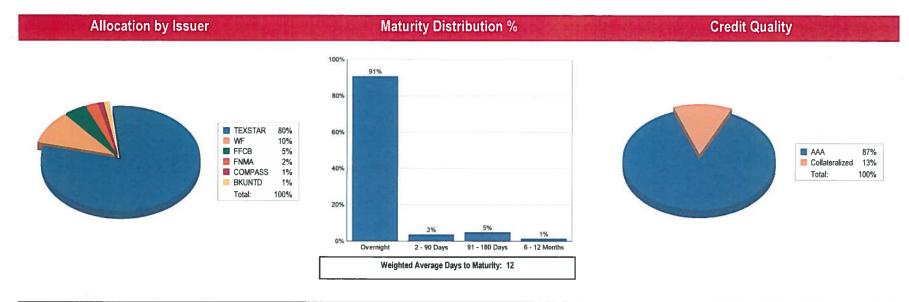
The investment portfolio complied with the PFIA and the Entity's approved Investment Policy and Strategy throughout the period. All investment transactions made in the portfolio during this period were made on behalf of the Entity and were made in full compliance with the PFIA and the approved Investment Policy.

Officer Names and Title Title: Chief Executive Officer James C. Cline Jr. Controller Name: Marisa Perry **Title**



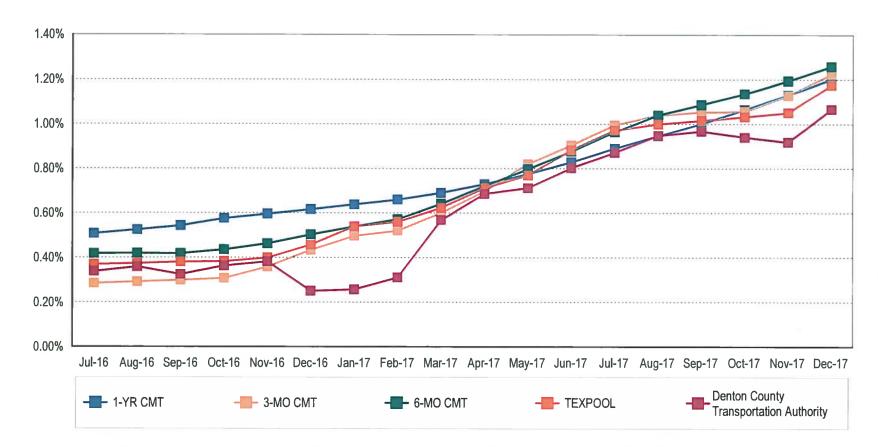
Denton County Transportation Authority Executive Summary As of 12/31/17







Denton County Transportation Authority Benchmark Comparison As of 12/31/2017



Note 1: CMT stands for Constant Maturity Treasury. This data is published in Federal Reserve Statistical Release H.15 and represents an average of all actively traded Treasury securities having that time remaining until maturity. This is a standard industry benchmark for Treasury securities. The CMT benchmarks are moving averages. The 3-month CMT is the daily average for the previous 3 months, the 6-month CMT is the daily average for the previous 6 months, and the 1-year and 2-year CMT's are the daily averages for the previous 12-months.

Note 2: Benchmark data for TexPool is the monthly average yield.



Denton County Transportation Authority Detail of Security Holdings As of 12/31/2017

CUSIP	Settle Date	Sec. Туре	Sec. Description	CPN	Mty Date	Next Call	Call Type	Par Value	Purch Price	Orig Cost	Book Value	Mkt Price	Market Value	Days to Mty	Days to Call	YTM	YTW
2011 Bond Fur	nd	1			and a constant		andu			i sui					2111		
WF-MANA		BANK DEP	Wells Fargo Managed Rate					1,597,444.40	100.000	1,597,444.40	1,597,444.40	100.000	1,597,444.40	1		0.140	0.140
Total for 2011	Bond Fun	d				a gata di alta a		1,597,444.40	100.000	1,597,444.40	1,597,444.40	100.000	1,597,444.40	1		0.140	0.140
Bond Fund	1	1000	10000														
TEXSTAR		LGIP	TexSTAR					697,012.10	100.000	697,012.10	697,012.10	100.000	697,012.10	1		1,176	1.176
Total for Bond	d Fund							697,012.10	100.000	697,012.10	697,012.10	100.000	697,012.10	1		1.176	1.176
Operating Fund	d																
WF-SWEEP		MMF	Wells Fargo Sweep					618,971.80	100.000	618,971.80	618,971.80	100.000	618,971.80	1		0.000	0.000
Total for Operation	rating Fund	1					**	618,971.80	100.000	618,971.80	618,971.80	100.000	618,971.80	1		0.000	0.000
Reserve Fund																	
EXSTAR		LGIP	TexSTAR					9,156,960.49	100.000	9,156,960.49	9,156,960.49	100.000	9,156,960.49	1		1.176	1.176
13313SE9	04/13/17	AGCY DISCO	FFCB		01/24/18			500,000.00	99.166	495,829.17	499,664.59	99.921	499,606.00	24		1.059	1.059
0451PQM1	02/16/17	CD	BBVA Compass Bk CD	1.000	03/15/18			248,000.00	100.000	248,000.00	248,000.00	99.928	247,822.43	74		1.004	1.004
135G0WJ8	06/14/17	AGCY BULET	FNMA	0.875	05/21/18			500,000.00	99.641	498,207.00	499,253.41	99.738	498,687.50	141		1.261	1.261
3133EDGW6		AGCY BULET	FFCB	1.300	06/11/18			500,000.00	100.139	500,695.00	500,247.43	99.880	499,398.00	162		1.188	1.188
)66519DA4	03/29/17	CD	BankUnited CD	1.400	09/28/18			248,000.00	100.000	248,000.00	248,000.00	99.853	247,635.69	271		1.400	1.400
otal for Rese	rve Fund						6	11,152,960.49	99.953	11,147,691.66	11,152,125.92	99.974	11,150,110.11	23		1.176	1.176
Sales Tax Fund	d																
EXSTAR		LGIP	TexSTAR					7,520,911.99	100.000	7,520,911.99	7,520,911.99	100.000	7,520,911,99	1		1.176	1.176
otal for Sales	s Tax Fund		Particular Inc.					7,520,911.99	100.000	7,520,911.99	7,520,911.99	100.000	7,520,911.99	1		1.176	1.176



Denton County Transportation Authority Detail of Security Holdings As of 12/31/2017

CUSIP	Settle Date Sec. Type	Sec. Description	CPN	Mty Date	Next Call	Call Type	Par Value	Purch Price	Orig Cost	Book Value	Mkt Price	Market Value		Days to Call	YTM	YTW
Total for Der	ton County Transportation	Authority			-		21 587 300.78	99.976	21.582.031.95	21,586,466,21	99.987	21.584.450.40	12		1.066	1.066



Denton County Transportation Authority Change in Value From 09/30/2017 to 12/31/2017

CUSIP	Security Type	Security Description	09/30/17 Book Value	Cost of Purchases	Maturities / Calls / Sales	Amortization / Accretion	Realized Gain/(Loss)	12/31/17 Book Value	09/30/17 Market Value	12/31/17 Market Value	Change in Mkt Value
2011 Bond Fur	nd						III III				
WF-MANA	BANK DEP	Wells Fargo Managed Rate	1,597,832.21	360.37	(748.18)	0.00	0.00	1,597,444.40	1,597,832.21	1,597,444,40	(387.81
Total for 2011	Bond Fund		1,597,832.21	360.37	(748.18)	0.00	0.00	1,597,444.40	1,597,832.21	1,597,444.40	(387.81
Bond Fund											
TEXSTAR	LGIP	TexSTAR	5,580.33	691,431.77	0.00	0.00	0.00	697,012.10	5,580.33	697,012.10	691,431.77
Total for Bond	f Fund		5,580.33	691,431.77	0.00	0.00	0.00	697,012.10	5,580.33	697,012.10	691,431.77
Operating Fund	d										
WF-MANA	BANK DEP	Wells Fargo Managed Rate	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
WF-SWEEP	MMF	Wells Fargo Sweep	239,819.07	1,694,913.20	(1,315,760.47)	0.00	0.00	618,971.80	239,819.07	618,971.80	379,152.73
Total for Operation	ating Fund		239,819.07	1,694,913.20	(1,315,760.47)	0.00	0.00	618,971.80	239,819.07	618,971.80	379,152.73
Reserve Fund											
TEXSTAR	LGIP	TexSTAR	8,366,080.83	790,879.66	0.00	0.00	0.00	9,156,960.49	8,366,080.83	9,156,960.49	790,879.66
WF-PREM	BANK DEP	Wells Fargo Premium Rate	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
313313SE9	AGCY DISCO	FFCB 0.000 01/24/18	498,322.92	0.00	0.00	1,341.67	0.00	499,664.59	498,290.00	499,606.00	1,316.00
20451PQM1	CD	BBVA Compass Bk CD 1.000 03/15/18	248,000.00	0.00	0.00	0.00	0.00	248,000.00	247,741.58	247,822.43	80.85
3135G0WJ8	AGCY BULET	FNMA 0.875 05/21/18	498,774.78	0.00	0.00	478.63	0.00	499,253.41	498,750.50	498,687.50	(63.00)
3133EDGW6	AGCY BULET	FFCB 1.300 06/11/18	500,385.97	0.00	0.00	(138.54)	0.00	500,247.43	499,997.00	499,398.00	(599.00)
066519DA4	CD	BankUnited CD 1.400 09/28/18	248,000.00	0.00	0.00	0.00	0.00	248,000.00	247,733.65	247,635.69	(97.96)
Total for Rese	rve Fund	1. X	10,359,564.50	790,879.66	0.00	1,681.76	0.00	11,152,125.92	10,358,593.56	11,150,110.11	791,516.55
Sales Tax Fund	8										
TEXSTAR	LGIP	TexSTAR	7,378,333.24	729,037.93	(586,459.18)	0.00	0.00	7,520,911.99	7,378,333.24	7,520,911.99	142,578.75
Total for Sales	Tax Fund		7,378,333.24	729,037.93	(586,459.18)	0.00	0.00	7,520,911.99	7,378,333.24	7.520.911.99	142.578.75



Denton County Transportation Authority

Change in Value

From 09/30/2017 to 12/31/2017

CUSIP	Security Type Security Description	09/30/17 Book Value	Cost of Purchases	Maturities / Calls / Sales	Amortization / Accretion	Realized Gain/(Loss)	12/31/17 Book Value	09/30/17 Market Value	12/31/17 Market Value	Change in Mkt Value
-										
Total for Der	nton County Transportation Authority	19,581,129.35	3,906.622.93	(1,902,967.83)	1.681.76	0.00	21,586,466.21	19,580,158.41	21,584,450,40	2,004.291.99



Denton County Transportation Authority

Earned Income

From 09/30/2017 to 12/31/2017

	Security Type	Security Description	Beg. Accrued	Interest Earned	Interest Rec'd / Sold / Matured	Interest Purchased	Ending Accrued	Disc Accr / Prem Amort	Net Income
011 Bond Fi	ind								
VF-MANA	BANK DEP	Wells Fargo Managed Rate	0.00	543.51	543.51	0.00	0.00	0.00	543.5
otal for 201	f Bond Fund		0.00	543.51	543.51	0.00	0.00	0.00	543.5
ond Fund									
EXSTAR	LGIP	TexSTAR	0.00	1,431.77	1,431.77	0.00	0.00	0.00	1,431.7
otal for Bor	d Fund		0.00	1,431.77	1,431.77	0.00	0.00	0.00	1,431.7
)perating Fu					ş				
			0.00	0.00	0.00	0.00	0.00	0.00	0.0
otal for Ope	rating Fund		0.00	0.00	0.00	0.00	0.00	0.00	0.0
otal for Ope			0.00	0.00	0.00	0.00	0.00	0.00	0.0
leserve Fund		TexSTAR	0.00	23,879.66	23,879.66	0.00	0.00	0.00	
eserve Fund EXSTAR 13313SE9	. Pearl	TexSTAR FFCB 0.000 01/24/18							23,879.6
EXSTAR 13313SE9 0451PQM1	LGIP		0.00	23,879.66	23,879.66	0.00	0.00	0.00	23,879.6 1,341.6
EXSTAR 13313SE9 0451PQM1 135G0WJ8	LGIP AGCY DISCO CD AGCY BULET	FFCB 0.000 01/24/18	0.00 0.00	23,879.66 0.00	23,879.66 0.00	0.00 0.00	0.00 0.00	0.00 1,341.67	23,879.66 1,341.67 625.10
EXSTAR 13313SE9 0451PQM1 135G0WJ8 133EDGW6	LGIP AGCY DISCO CD AGCY BULET AGCY BULET	FFCB 0.000 01/24/18 BBVA Compass Bk CD 1.000 03/15/18	0.00 0.00 319.34	23,879.66 0.00 625.10	23,879.66 0.00 0.00	0.00 0.00 0.00	0.00 0.00 944.44	0.00 1,341.67 0.00	23,879.66 1,341.67 625.10 1,572.38
EXSTAR 13313SE9 0451PQM1 135G0WJ8 133EDGW6	LGIP AGCY DISCO CD AGCY BULET	FFCB 0.000 01/24/18 BBVA Compass Bk CD 1.000 03/15/18 FNMA 0.875 05/21/18	0.00 0.00 319.34 1,579.86	23,879.66 0.00 625.10 1,093.75	23,879.66 0.00 0.00 2,187.50	0.00 0.00 0.00 0.00	0.00 0.00 944.44 486.11	0.00 1,341.67 0.00 478.63	23,879.66 1,341.67 625.10 1,572.38 1,486.46
eserve Fund EXSTAR 13313SE9	LGIP AGCY DISCO CD AGCY BULET AGCY BULET CD	FFCB 0.000 01/24/18 BBVA Compass Bk CD 1.000 03/15/18 FNMA 0.875 05/21/18 FFCB 1.300 06/11/18	0.00 0.00 319.34 1,579.86 1,986.11	23,879.66 0.00 625.10 1,093.75 1,625.00	23,879.66 0.00 0.00 2,187.50 3,250.00	0.00 0.00 0.00 0.00 0.00	0.00 0.00 944.44 486.11 361.11	0.00 1,341.67 0.00 478.63 (138.54)	23,879.66 1,341.67 625.10 1,572.38 1,486.46 875.14 29,780.4 1
EXSTAR 13313SE9 0451PQM1 135G0WJ8 133EDGW6 66519DA4	LGIP AGCY DISCO CD AGCY BULET AGCY BULET CD erve Fund	FFCB 0.000 01/24/18 BBVA Compass Bk CD 1.000 03/15/18 FNMA 0.875 05/21/18 FFCB 1.300 06/11/18	0.00 0.00 319.34 1,579.86 1,986.11 1,769.29	23,879.66 0.00 625.10 1,093.75 1,625.00 875.14	23,879.66 0.00 2,187.50 3,250.00 1,750.27	0.00 0.00 0.00 0.00 0.00 0.00	0.00 0.00 944.44 486.11 361.11 894.16	0.00 1,341.67 0.00 478.63 (138.54) 0.00	23,879.60 1,341.61 625.10 1,572.34 1,486.40 875.14
eserve Func EXSTAR 13313SE9 0451POM1 135G0WJ8 133EDGW6 56519DA4 otal for Res ales Tax Fur	LGIP AGCY DISCO CD AGCY BULET AGCY BULET CD erve Fund	FFCB 0.000 01/24/18 BBVA Compass Bk CD 1.000 03/15/18 FNMA 0.875 05/21/18 FFCB 1.300 06/11/18	0.00 0.00 319.34 1,579.86 1,986.11 1,769.29	23,879.66 0.00 625.10 1,093.75 1,625.00 875.14	23,879.66 0.00 2,187.50 3,250.00 1,750.27	0.00 0.00 0.00 0.00 0.00 0.00	0.00 0.00 944.44 486.11 361.11 894.16	0.00 1,341.67 0.00 478.63 (138.54) 0.00	23,879.60 1,341.61 625.10 1,572.34 1,486.40 875.14
EXSTAR 13313SE9 0451PQM1 135G0WJ8 133EDGW6 66519DA4 otal for Res	LGIP AGCY DISCO CD AGCY BULET AGCY BULET CD erve Fund Id LGIP	FFCB 0.000 01/24/18 BBVA Compass Bk CD 1.000 03/15/18 FNMA 0.875 05/21/18 FFCB 1.300 06/11/18 BankUnited CD 1.400 09/28/18	0.00 0.00 319.34 1,579.86 1,986.11 1,769.29 5,654.60	23,879,66 0.00 625,10 1.093,75 1,625,00 875,14 28,098.65	23,879.66 0.00 2,187.50 3,250.00 1,750.27 31,067.43	0.00 0.00 0.00 0.00 0.00 0.00 0.00	0.00 0.00 944.44 486.11 361.11 894.16 2,685.82	0.00 1,341.67 0.00 478.63 (138.54) 0.00 1,681.76	23,879.6 1,341.6 625.1 1,572.3 1,486.4 875.1 29,780.4



Denton County Transportation Authority Investment Transactions

From 10/01/2017 to 12/31/2017

Trade Date	Settle Date	CUSIP	Security Type	Security Description	Coupon	Mty Date	Call Date	Par Value	Price	Principal Amount	Int Purchased / Received	Total Amount	Realized Gain / Loss	YTM	YTW
leserve F	und										Contra	Nut	- 		
ncome Pa	yments														
10/02/17	09/29/17	066519DA4	CD	BankUnited CD	1.400	09/28/18				0.00	1,750.27	1,750.27			
11/21/17	11/21/17	3135G0WJ8	AGCY BULET	FNMA	0.875	05/21/18				0.00	2,187.50	2,187.50			
12/11/17	12/11/17	3133EDGW6	AGCY BULET	FFCB	1.300	06/11/18				0.00	3,250.00	3.250.00			
Total for:	Income Pa	yments								0.00	7,187.77	7,187.77			



Denton County Transportation Authority Investment Transactions

From 10/01/2017 to 12/31/2017

Trade Date	Settle Date	CUSIP	Security Type	Security Description	Coupon	Mty Date	Call Date	Par Value	Price	Principal Amount	Int Purchased / Received	Total Amount	Realized Gain / Loss	YTM	YTW
							Total for A	All Portfolios							
			Т	ransaction Type		Quantity	Т	otal Amount	Re	alized G/L	YTM	YTW			
			Total I	ncome Payments		0.00		7,187.77							



Denton County Transportation Authority Amortization and Accretion

From 09/30/2017 to 12/31/2017

CUSIP	Settle Date	Security Type	Security Description	Next Call Date	Purchase Qty	Orig Price	Original Cost	Amrt/Accr for Period	Total Amrt/Accr Since Purch	Remaining Disc / Prem	Book Value
Reserve Fund						15.					
313313SE9	04/13/17	AGCY DISCO	FFCB 0.000 01/24/18		500,000.00	99.166	495,829.17	1,341.67	3,835,42	335.41	499,664.5
20451PQM1	02/16/17	CD	BBVA Compass Bk CD 1.000 03/15/18		248,000.00	100.000	248,000.00	0.00	0.00	0.00	248,000.0
3135G0WJ8	06/14/17	AGCY BULET	FNMA 0.875 05/21/18		500,000.00	99.641	498,207.00	478.63	1.046.41	746.59	499,253.4
3133EDGW6	03/08/17	AGCY BULET	FFCB 1.300 06/11/18		500,000.00	100.139	500,695.00	(138.54)	(447.57)	(247.43)	500.247.4
066519DA4	03/29/17	CD	BankUnited CD 1.400 09/28/18		248,000.00	100.000	248,000.00	0.00	0.00	0.00	248,000.0
Total for Reser	ve Fund				1,996,000.00		1,990,731.17	1,681.76	4,434.26	834.57	1,995,165.4
Total for Dento	n County Tran	sportation Authority			1,996.000.00		1,990,731,17	1,681.76	4.434.26	834.57	1,995,165.43



Denton County Transportation Authority

Projected Cash Flows

Cash Flows for next 180 days from 12/31/2017

CUSIP	Security Type	Security Description	Pay Date	Interest	Principal	Total Amount
Reserve Fund						
313313SE9	AGCY DISCO	FFCB 0.000 01/24/18	01/24/18	0.00	500,000.00	500,000.00
20451PQM1	CD	BBVA Compass Bk CD 1.000 03/15/18	02/15/18	1,240.00	0.00	1,240.00
20451PQM1	CD	BBVA Compass Bk CD 1.000 03/15/18	03/15/18	190.24	248,000.00	248,190.24
066519DA4	CD	BankUnited CD 1.400 09/28/18	03/29/18	1,721.73	0.00	1,721.73
3135G0WJ8	AGCY BULET	FNMA 0.875 05/21/18	05/21/18	2,187.50	500,000.00	502,187.50
3133EDGW6	AGCY BULET	FFCB 1.300 06/11/18	06/11/18	3,250.00	500,000.00	503,250.00
Total for Reserve F	und		<u> </u>	8,589.47	1,748,000.00	1,756,589.47



Denton County Transportation Authority

Projected Cash Flows

Cash Flows for next 180 days from 12/31/2017

CUSIP	Security Type	Security Description	Pay Date	Interest	Principal	Total Amount
And the second second		and the second				weight

Total Projected Cash Flows for Denton County Transportation Authorit	8.589.47	1,748,000.00	1,756,589.4
June 2018	3,250.00	500,000.00	503,250.0
May 2018	2,187.50	500,000.00	502,187.5
March 2018	1,911.97	248,000.00	249,911.9
February 2018	1,240.00	0.00	1,240.0
January 2018	0.00	500,000.00	500,000.0
Total for All Portfolios			



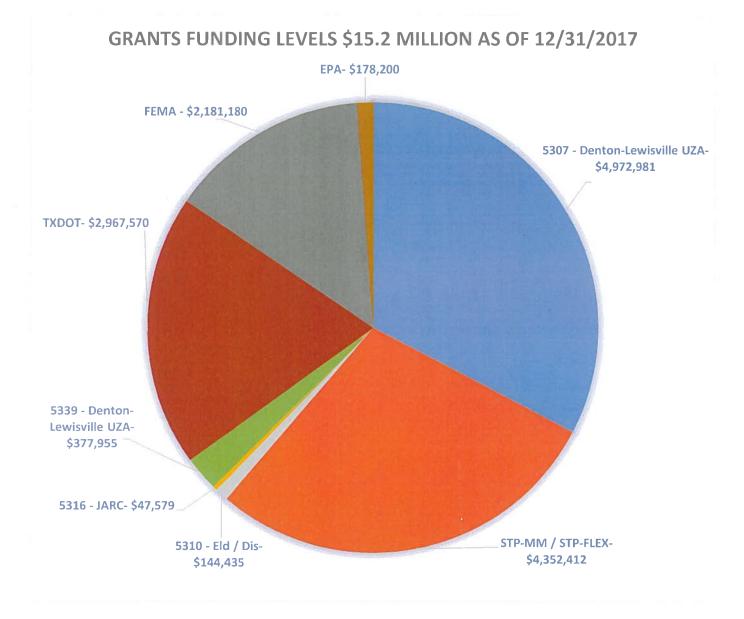
Board of Directors Memo Subject: Quarterly Grant Report

January 25, 2018

Grant Activities This Period

DCTA currently has 13 open FTA grants that provide reimbursements for various capital projects, rail and bus preventative maintenance, operating assistance and ADA paratransit service. The agency has also been awarded FEMA funds related to the floods in 2015. Total grant balance of awarded grants was \$15.2 million as of 12/31/2017. Of this total, \$4.2 million is obligated for Positive Train Control, \$3 million is obligated for the FY16 Program of Projects, \$2.2 million is FEMA funds, and \$178,200 from EPA for the Brownfields Assessment Grant. The grant funding sources include Federal Transit Administration (FTA), North Central Texas Council of Governments (NCTCOG), Texas Department of Transportation (TxDOT), Environmental Protection Agency (EPA) and Federal Emergency Management Agency (FEMA).

This quarter there were no grant applications submitted to the Board for approval.



WS 1 (a)v

Program	(Prior Quarter) 4 th Quarter Balance (FY17)	1 st Quarter Balance (FY18)	Grant Activity
Denton-Lewisville UZA (5307)	\$4,753,228	\$4,972,981	Fleet Replacement, Bus Shelters, Bus Radios, Signage, Preventative Maintenance.
STP-MM / STP-FLEX	\$4,356,611	\$4,352,412	Positive Train Control Implementation & Vanpool
Elderly Persons and Persons with Disabilities (5310)	\$144,885	\$144,435	Transit Capital Accessibility (lighting and ramps)
Job Access, Reverse Commute (JA/RC) (5316)	\$47,579	\$47,579	Route Planning Study
Bus and Bus Facilities (5339)	\$0	\$377,955	Fleet Replacement
TXDOT (FHWA)	\$2,967,570	\$2,967,570	A-train rail trail (Eagle Point Section & Phase I close- out)
FEMA	\$2,181,180	\$2,181,180	2015 Flood remediation projects
EPA	\$178,200	\$178,200	Brownfields Assessment
Total	\$14,629,253	\$15,222,312	

Pending Funding and Other Grant Activity

Two grants were closed in December 2017 in the FTA Transit Award Management System (TrAMS). The funds were drawn for the 2016 Fleet purchases.

The 2017 Annual Program of Projects (POP) was submitted for FTA review in December 2017. The estimated project funding is: \$224,651 (Bus and Bus Facilities-5339) and \$5.7 million (Denton-Lewisville UZA-5307).

DCTA was awarded NCTCOG grants from prior years unspent funds. Staff is currently waiting for the funding agreements from NCTCOG for FY09 CMAQ & JARC funding, as well as FY12 New Freedom Funding. The JARC funds (\$227k) will go towards operating costs for the Express Bus Service on 35W. \$1.6M in CMAQ funds will go towards the 35W Bus Fleet, and \$480k in New Freedom Funding will support Collin County Mobility Management. These will all utilize TDC's in lieu of the local match.

DCTA's RFP for the EPA Clean Diesel Grant was approved by NCTCOG. DCTA will use this funding to replace UNT buses at the end of their useful life with a 25% reimbursement from EPA.

The 5339 Bus & Bus Facilities Grant has not yet been reviewed by FTA. Capital Edge and members from the DCTA Team will be traveling to DC next month to advocate for our grant submission.

Submitted by: Laura Mitchell Grants & Contract Compliance Manager Final Review:

iew: Marisa Perry, CPA, Interim CFC

Approval:

Cline, Jr., P.E. President

WS 1(a)vi



Board of Directors Memo

January 25, 2018

Item: WS 1 (a)vi Procurement Activities

Environmental Subsurface Investigation

Staff is developing the request for bid documents for an environmental subsurface investigation of the 46 acre site at the Rail O&M facility. Solicitation documents are expected to release in February with award at the March board meeting. Costs related to the project will be reimbursed with grant funds at 100% from EPA up to \$178,200.

Fueling Facility at Rail Operations and Maintenance Facility

Staff is developing the request for bid documents for a fueling facility and parking lot to be installed at the Rail Facility. Solicitation documents are expected to release in February.

Concrete and Miscellaneous Construction Services

Staff is developing the request for bid documents for miscellaneous construction services to support the bus system. This will include installation and removal of bus shelters and signage, as well as ADA compliance. Solicitation documents are expected to release in February.

Purchase of Automotive Fluids, Oils, and Lubricants

Staff is developing the request for bid documents for the purchase of fluids, oils, and lubricants for our automotive fleet. Purchases will be made on an as-needed basis. Solicitation documents are expected to release late February with award at the March Board meeting.

Submitted by:

Athena Forrester, CPPO, CPPB AVP of Procurement

Final Review:

Marisa Perry, Interim

January 25, 2018



Board of Directors Memo

Subject: Marketing & Communications Update

NEW COLLATERAL DISTRIBUTION

- Agency Performance Report FY '18 Q1
- Regional Leave Behind FY '18 Q1
- Legislative Leave Behind FY '18 Q1
- Business Case for Transit (Antero Group data)
- January 2018 Wheels and Rails (employee newsletter)
- January 2018 Service Change Materials

MONTHLY MEDIA REPORT (DECEMBER 2017)

- Stories: 41 (up 51.9% M/M)
- Placement Highlights:
 - o CBS 11, NBC 5, Denton Record-Chronicle, Mass Transit, Star Local Media
 - Headline Highlights:

.

- Denton County Transportation Authority Releases Holiday and Thanksgiving Schedule
- o DCTA Offering Free Rides to Veterans on Friday
- o Holiday Express Train Event
- Impressions: 5.86M
- Total Publicity Value: \$18K
- Sentiment Over Time: X Positive / X Neutral
- Coverage by Media Type:
 - o Consumer Online 37.5%
 - News / Business Online 7.5%
 - Community Newspaper 32.5%
 - Trade / Industry Online 15%
 - Newspaper 5%
 - Radio 2.5%
- Share of Voice
 - o DCTA 41.8%
 - o DCTA Bus 23.5%
 - o DCTA Train 34%

QUARTERLY METRICS REPORT HIGHLIGHTS

- Q1 metrics are in line with prior year data and on target to meet or exceed annual goals
- Items for Discussion
 - Email Marketing Increase of 12% in CTR M/M
 - Facebook Likes Decrease in Likes (-35) due to standard deactivation of inactive accounts (cyclical reduction)
 - o Group Discount Pass Program Exceeded annual goal of \$12K (December 2017 \$12,486)
 - Corporate Pass Program Exceeded annual goal of \$20K (December 2017 \$68,160)
- Full report attached for reference









HOLIDAY EXPRESS RECAP REPORT

- Event Details
 - o Presented by the Denton County Friends of the Family
 - o Saturday, December 2
 - Tickets sold out in less than 24 hours!
- Impressions
 - o 350 Attendees
 - o 484 A-train Passengers
- Results
 - o Raised over \$20K for the Denton County Friends of the Family
 - DCTA reported reduced fare revenue of \$770.25







JANUARY 2018 SERVICE CHANGE OVERVIEW

- DCTA Website
 - o 929 Page Views / 55.92% Bounce Rate
 - o Top Referrals Google, GovDelivery, Direct Traffic, Twitter, and Denton Record-Chronicle
- Media Relations
 - o 5 Articles / 302K Impressions
 - o Contributed to 22 sessions on the DDTC website
- Social Media
 - Facebook 1,275 Impressions / 6 Engagements
 - Twitter 4,492 Impressions / 25 Engagements
- Email Marketing
 - o #1 (12/18 Rider Alert) 2,859 Delivered / 917 Opened / 106 Click Throughs
 - o #2 (1/2 enRoute News) 3,990 Delivered / 937 Opened / 76 Click Throughs
 - #3 (1/4 Rider Alert) 2,887 Delivered / 815 Opened / 96 Click Throughs
- Route Guide Access
 - o Online
 - o DDTC
 - On buses and trains
 - Windscreens at train stations
 - Lewisville billboards
- Community Outreach
 - Route guides delivered to apartment complexes within member cities
 - Route guides delivered to community partners within member cities



IN PROGRESS

- Routine Initiatives:
 - Campaign / Communications
 Planning and Execution
 - Social Content / Creative / Posting / Responses / Reporting – Facebook, Twitter, LinkedIn, and YouTube
 - Blog Content Development and Posting
 - Video Content Development / Posting / Reporting
 - o Proactive Media Pitching
 - Email Marketing Content / Posting / Reporting (EnRoute News / Notices / Promotional)
 - Wheels & Rails Content and Creative Development
- Key Projects:
 - Community Relations Manager Job Posting (replacing an existing FTE)
 - Reviewed 323 resumes
 - Slated for a start date before the end of February
 - New Stationery Set Complete by 1/2018
 - Triennial Review Support Complete by 1/2018
 - Development of Rail Trail Materials
 Complete by 1/2018
 - UNT Orientation Activities Throughout 1/2018
 - Brand Standards Manual Update Complete by 1/2018
 - Antero Group Project (Infographics / Communications) – Complete by Early February 2018
 - University Awareness Campaign In Market by 2/1 (through 5/1)
 - Why I Ride Sweepstakes In Market by 2/5 (through 2/16)
 - Safety Campaign In Market by 2/26 (throughout remainder of fiscal year)

Micolem Reckip

Approved by: _

Nicole M. Recker Vice President of Marketing & Communications

- Brochure and Rack Card Content and Creative Development / Printing
- o Signage Installation / Removal
- Discount Pass Program Outreach / Member Administration
- Community Outreach (Events and Sponsorships)
- o Public Information Requests
- o Rider Alert Monitoring / Training
- o Customer Service Instruction
- Updating Website Content / Progress on New Website
- o Award Nominations
- o Monthly Reporting
- DCTA Employee Appreciation Event - 3/2
- Rider Code of Conduct Campaign In Market by 3/19 (through 3/30)
- North Texas Xpress Campaign Launch in 3/2018
- Safety Video Complete by 3/2018
- DCTA / First Transit White Paper and B2B Video – Complete by 3/2018
- Photoshoot Complete by 4/2018
- Photo Shoot Planning Planning Complete by 3/2018; Photo Shoot Slated for 4/2018
- Passenger Information Overhaul Complete by 4/2018
- Community Survey In Market by 4/2018
- April Public Meetings Slated for 4/2018
- o Upcoming April Events -
 - Lewisville Colorpalooza
 - Thin Line Festival
 - Denton Arts & Jazz Festival
- New Website Development Launch Date Pending

Marketing & Communications Metrics Overview January 2018 Report (FY '18)

RAND IMPRESSIONS ommunity Brand Impressions - Global Impressions	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '15	300K	26,002	20,500	-	-	-	-	724	50 store	102	501y 88	2,030	2,820	52,316		Two major events were rained out in FY '15
	FY '16	260K	1,951	672	12	628	140	581	200,711	3,430	4,640	20,904	130,644	33,009	397,322	↑ 659.5%	
	FY '17	400K	288	293	1,500	134	207	890	217,658	4,745	200	5,125	147,242	28,111	406,393	↑ 2.3%	
	FY '18	415K	1,306		20,525				,	.,		-,	,		21,831	1	
		Grad	Ostakaz	Nerrowskiew	Descelar		E . Is many mark	Manak	0			L. J	0	Contoucher	VTD	04 NOV	Natar
nmunity Brand Impressions - Confirmed Impressions	Year FY '15	Goal N/A	October	November	December	January -	February	March	April	May	June -	July -	August	September	YTD -	% YOY	Notes Did not track with goal in FY '15
	FY '16	7.5K	618	152	12	202	20	208	1,634	180	555	104	216	9,209	13,110		
	FY '17	10K	413	132	189	134	207	147	9,593	3,470	125	73	2,806	3,891	21,181	↑ 61.6%	
	FY '18	20K	244	-	443	154	207	147	7,575	3,470	125	75	2,000	3,071	687	01.070	
DIA BUY IMPRESSIONS																	
dia Buy Impressions - Online/Confirmed Impressions	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	Notes
	FY '15	500K	-	-	-	-	106,962	7,139	7,139	239,892	404,790	386,908	7,700	1,154,215	2,314,745	-	
	FY '16	5M	1,127,702	8,188	7,541	813,292	812,671	857,212	1,057,696	1,225,166	1,212,833	2,225,942	2,231,636	2,281,446	13,861,325	↑ 498.8%	
	FY '17	15M	2,594,459	344,180	-	275,027	419,567	1,097,049	1,106,986	1,883,494	1,421,251	1,211,375	1,109,696	2,655,321	14,118,405	↑ 1.9%	
	FY '18	6M	3,603,306	-	-										3,603,306		
dia Buy Impressions - Online/Mobile Click Through Rate	Year	Goal	October	November	December	Januarv	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
FY '17 - Took average of online and mobile CTR	FY '15	N/A	0	0	0	0	0	0	0	0	0	0	0	0	0		Did not track with goal in FY '15
ce they were reported separately	FY '16	0.10%	0.10%	0.16%	0.21%	0.15%	0.16%	0.21%	0.29%	0.35%	0.30%	0.34%	0.37%	0.33%	0.25%	-	Took average of online/mobile for FY '16 #s
y 1 y	FY '17	>=.23	0.24%	0.10%	0.10%	0.14%	0.34%	0.32%	0.42%	0.31%	0.21%	0.17%	0.19%	0.18%	0.23%	↓.08%	<u> </u>
	FY '18	>=.23	0.25%	0.00%	0%	0.1470	0.0170	0.0270	0.1270	0.0170	0.2170	5	0.1770	0.10/0	0.2070	¥ .0070	
		20	0.2070	5.0070	0,0												
edia Buy Impressions - Print Impressions	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '15	100K	-	-	-	68,000	72,200	79,024	89,145	-	21,486	230,555	147,235	726,418	1,434,063	-	Did not track until January 2015
	FY '16	2M	326,664	-	-	172,020	80,036	98,751	356,397	286,911	273,183	222,078	37,500	6,743,211	8,596,751	↑ 499.5%	
	FY '17	1M	648,845	-	65,000	-	-	5,200	1,896,760	953,580	3,877,050	1,361,684	1,361,684	1,598,166	11,767,969	↑ 36.9%	
	FY '18	5M	308,193	24,959	65,000										398,152		
	v	. .	<u> </u>										. .				
dia Buy Impressions - Direct Mail	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '15	N/A	-	-	-	-	-	-	-	-	-	-	-		-	-	Did not track until FY '17
	FY '16	N/A	-	-	-	-	-	-		-	-	-	-	-	-	-	
	FY '17	175K	-	5,200	5,200	5,200	7,108	5,200	77,200	51,883	77,200	7,371	10,400	5,200	257,162	-	
	FY '18	200K	5,200	12,388	5,200										22,788		
EDIA RELATIONS																	
ess Coverage - Media Placements	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '15	450	8	24	35	27	56	21	15	41	92	28	83	29	459	-	
	FY '16	300	52	71	48	26	15	36	49	46	34	121	57	45	600	↑ 30.7%	
	FY '17	350	30	49	85	50	28	145	36	31	67	14	25	44	604	↑.67%	
	FY '18	400	29	27	41										97	·	
	v	. .	<u> </u>										. .		1/75		
edia Relations - Story Impressions	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	Notes
	FY '15	N/A	24,000,000	3,773,000	-	-	-	-	-	26,946,801	42,612,177	1,653,080	16,220,824	20,212,728	135,418,610	-	Old system did not track accurately
	FY '16	165M	22,992,694	39,691,115	37,582,650	5,431,995	6,912,187	3,047,073	6,639,343	31,672,535	7,331,629	28,677,451	9,105,902	9,791,146	208,875,720		Launched Cision in May 2015
	FY '17 FY '18	165M	4,805,658	6,949,925	23,912,992											↑ 54.2%	5
			1 000 000			12,869,219	4,221,320	86,630,000	26,830,000	32,110,000	63,340,000	1,900,000	3,650,000	13,570,000	280,789,114	↑ 34.4%	
	11 10	200M	4,820,000	6,620,000	5,860,000	12,869,219	4,221,320	86,630,000			63,340,000	1,900,000	3,650,000	13,570,000	17,300,000		
edia Relations - Publicity Value			4,820,000 October	6,620,000	5,860,000						63,340,000 June					↑ 34.4%	
edia Relations - Publicity Value	Year FY '15	Goal	October	6,620,000 November	5,860,000 December	January	February	March	April	May	June	July	August	September	17,300,000 YTD	↑ 34.4%	Notes
edia Relations - Publicity Value	Year		October	6,620,000 November \$ 8,842	5,860,000	January	February	March		May	June			September \$ 20,882	17,300,000 YTD	↑ 34.4% % YOY	
edia Relations - Publicity Value	Year FY '15 FY '16	Goal \$460K \$1M	October \$ 1,690 \$ 64,766	6,620,000 November \$ 8,842 \$ 82,239	5,860,000 December \$ 7,620 \$ \$ 67,629 \$	January 5 115,559 5 5 44,677 5	February \$ 276,889 \$ \$ 7,971 \$	March 10,359 \$ 27,052 \$	April 74,100 \$ 42,049 \$	May 137,655 \$ 188,195 \$	June 5 317,244 \$ 5 22,568 \$	July 6,048 \$ 58,824 \$	August 277,303 119,866	September \$ 20,882 \$ 48,504	17,300,000 YTD \$ 1,254,191 \$ 774,340	↑ 34.4% % YOY ↓ 38.3%	
dia Relations - Publicity Value	Year FY '15	Goal \$460K \$1M \$750K	October \$ 1,690 \$ 64,766	6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437	5,860,000 December \$ 7,620 \$ \$ 67,629 \$ \$ 66,812 \$	January 5 115,559 5 5 44,677 5	February \$ 276,889 \$ \$ 7,971 \$	March 10,359 \$ 27,052 \$	April 74,100 \$ 42,049 \$	May 137,655 \$ 188,195 \$	June 5 317,244 \$ 5 22,568 \$	July 6,048 \$	August 277,303 119,866	September \$ 20,882 \$ 48,504	17,300,000 YTD \$ 1,254,191	↑ 34.4% % YOY	
	Year FY '15 FY '16 FY '17	Goal \$460K \$1M \$750K	October \$ 1,690 \$ 64,766 \$ 33,602	6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437	5,860,000 December \$ 7,620 \$ \$ 67,629 \$ \$ 66,812 \$	January 5 115,559 5 5 44,677 5	February \$ 276,889 \$ \$ 7,971 \$	March 10,359 \$ 27,052 \$	April 74,100 \$ 42,049 \$	May 137,655 \$ 188,195 \$	June 5 317,244 \$ 5 22,568 \$	July 6,048 \$ 58,824 \$	August 277,303 119,866	September \$ 20,882 \$ 48,504	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157	↑ 34.4% % YOY ↓ 38.3%	
CIAL MEDIA	Year FY '15 FY '16 FY '17 FY '18	Goal \$460K \$1M \$750K \$775K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000	6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 60,000	5,860,000 December \$ 7,620 \$ \$ 67,629 \$ \$ 66,812 \$ \$ 18,000	January 5 115,559 5 5 44,677 5 5 50,650 5	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$	April 74,100 \$ 42,049 \$ 184,000 \$	May 137,655 \$ 188,195 \$ 31,000 \$	June 5 317,244 \$ 5 22,568 \$ 5 120,000 \$	July 6,048 \$ 58,824 \$ 1,000 \$	August 277,303 9 119,866 9 51,000 9	September \$ 20,882 \$ 48,504 \$ 51,000	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6%	Notes
edia Relations - Publicity Value CIAL MEDIA Cebook - Increase in Likes	Year FY '15 FY '16 FY '17 FY '18 Year	Goal \$460K \$11M \$750K \$775K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000	6,620,000 November 8 8 8 24,437 8 60,000 November	5,860,000 December \$ 7,620 \$ \$ 67,629 \$ \$ 66,812 \$ \$ 18,000 December	January 5 115,559 5 5 44,677 5 5 50,650 5 January	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March	April 74,100 \$ 42,049 \$ 184,000 \$	May 137,655 \$ 188,195 \$ 31,000 \$	June 5 317,244 \$ 5 22,568 \$ 5 120,000 \$	July 6,048 \$ 58,824 \$ 1,000 \$	August 277,303 9 119,866 9 51,000 9	September \$ 20,882 \$ 48,504 \$ 51,000 September	17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YTD	↑ 34.4% % YOY ↓ 38.3%	Notes
CIAL MEDIA	Year FY '15 FY '16 FY '17 FY '18 Year FY '15	Goal \$460K \$1M \$750K \$775K Goal 1.2K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000	6,620,000 November 8 8,842 8 24,437 9 60,000 November 36	5,860,000 December \$ 7,620 \$ \$ 67,629 \$ \$ 66,812 \$ \$ 18,000 December 100	January 5 115,559 5 6 44,677 5 5 50,650 5 January 10	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45	April 74,100 \$ 42,049 \$ 184,000 \$ April 7	May 137,655 \$ 188,195 \$ 31,000 \$ May 35	June 5 317,244 \$ 5 22,568 \$ 5 120,000 \$ June 25	July 6,048 \$ 58,824 \$ 1,000 \$ July 532	August 277,303 5 119,866 5 51,000 5 August 643	September \$ 20,882 \$ 48,504 \$ 51,000 September 9	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6%	Notes
CIAL MEDIA	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000 October 32 32 82 82	6,620,000 \$ 8,842 \$ 82,239 \$ 24,437 \$ 60,000 ► ► ► ► ► ► ► ► ► ► ► ► ►	5,860,000	January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 38	June 5 317,244 \$ 5 22,568 \$ 6 120,000 \$ 120,000 \$ 902	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726	August 277,303 119,866 51,000 4 August 643 78	September \$ 20,882 \$ 48,504 \$ 51,000 September 9 52	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3%	Notes
CIAL MEDIA	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000	6,620,000 \$ 8,842 \$ 82,239 \$ 24,437 \$ 0,000 	5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 67,629 S S 6,621 S S 7,620 S S 6,621 S S 7,620 S S 7,6	January 5 115,559 5 6 44,677 5 5 50,650 5 January 10	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45	April 74,100 \$ 42,049 \$ 184,000 \$ April 7	May 137,655 \$ 188,195 \$ 31,000 \$ May 35	June 5 317,244 \$ 5 22,568 \$ 5 120,000 \$ June 25	July 6,048 \$ 58,824 \$ 1,000 \$ July 532	August 277,303 5 119,866 5 51,000 5 August 643	September \$ 20,882 \$ 48,504 \$ 51,000 September 9	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6%	Notes
CIAL MEDIA	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000 October 32 32 82 82	6,620,000 \$ 8,842 \$ 82,239 \$ 24,437 \$ 60,000 ► ► ► ► ► ► ► ► ► ► ► ► ►	5,860,000	January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 38	June 5 317,244 \$ 5 22,568 \$ 6 120,000 \$ 120,000 \$ 902	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726	August 277,303 119,866 51,000 4 August 643 78	September \$ 20,882 \$ 48,504 \$ 51,000 September 9 52	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3%	Notes
CIAL MEDIA sebook - Increase in Likes	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000 October 32 32 82 39 7 7	6,620,000	5,860,000	January 115,559 5 44,677 5 50,650 5 January 10 17 526	February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 374	March 10,359 \$ 27,052 \$ 506,000 \$ March -45 2 218 \$	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430	June 5 317,244 \$ 5 22,568 \$ 120,000 \$ June 25 902 274	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775	August 277,303 9 119,866 9 51,000 9 August 643 78 295	September September \$ 20,882 48,504 \$ 51,000 51,000 September 9 52 258	17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 1,36,000 YTD 1,433 3,099 4,111 -38	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7%	Notes Notes Decrease in March due to removal of inactive business pages
CIAL MEDIA Sebook - Increase in Likes	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K 4K Goal	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 258,000 October 32 82 39 7 October	6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 60,000 November 36 624 27 -10 November	5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 18,000 C 100 6 479 -35 C 200 C 20	January 5 5 115,559 5 5 44,677 5 5 50,650 5 10 10 17 526 January 10	February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 4 49 468 374 \$ February \$ February \$	March 10,359 \$ 27,052 \$ 506,000 \$ March -45 2 218 March	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416 April	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 5 May 5 137,000 \$	June \$ 5 317,244 \$ 5 22,568 \$ 5 120,000 \$ 7 25 902 274	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 \$	August 277,303 9 119,866 9 51,000 9 August 643 78 295 August	September \$ 20,882 \$ 48,504 \$ 51,000 September 9 52 258 September	17,300,000 YTD \$ 1,254,191 \$ 1,189,157 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3%	Notes Notes Decrease in March due to removal of inactive business pages Notes
CIAL MEDIA Sebook - Increase in Likes	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K 4K Goal N/A	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000 October 32 82 39 7 October 0	 6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 60,000 November 36 624 27 -10 November 0	5,860,000 S 7,620 S S 67,629 S S 66,812 S S 18,000 Pecember 100 6 479 -35 Pecember 0	January 5 115,559 5 44,677 5 50,650 5 January 10 17 526 January 26	February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 4 49 468 374 \$ February 131	March 10,359 \$ 27,052 \$ 506,000 \$ March -45 2 218 March 88	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416 April 43	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61	June \$ 5 317,244 \$ 5 22,568 \$ 5 120,000 \$ 7 25 902 274 21	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July July 147	August 277,303 9 119,866 9 51,000 9	September 20,882 \$ 48,504 51,000 \$ 51,000 9 52 258 September 1 September 1	17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% ↑ 116.3% ↑ 32.7% % YOY	Notes Notes Decrease in March due to removal of inactive business pages
CIAL MEDIA Cebook - Increase in Likes	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '15 FY '16	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K 4K Goal N/A 1K	October \$ 1,690 \$ 64,766 \$ \$ 33,602 \$ \$ \$ 58,000 \$ \$ 32,82 \$ <td< td=""><td>6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 60,000 November 36 624 27 -10 November 0 122</td><td>5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 67,629 S S 64,812 S S 7,814 S S 7,81</td><td>January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 34</td><td>February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February \$ 49 \$ 468 \$ 374 \$ February \$ 131 \$ 133 \$</td><td>March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 * March 88 38</td><td>April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416 April 43 45</td><td>May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61 27 27</td><td>June \$ 5 22,568 \$ 5 120,000 \$ 7 120,0000 \$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$</td><td>July \$ 6,048 \$ 58,824 \$ 1,000 \$ 532 726 775 July \$ 147 199</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 [</td><td>September \$ 20,882 \$ 48,504 \$ 51,000 P September 9 52 258 September 164 16 16 16 10 10 10 10 10 10 10 10 10 10</td><td>17,300,000 YID \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7%</td><td>Notes Notes Decrease in March due to removal of inactive business pages Notes</td></td<>	6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 60,000 November 36 624 27 -10 November 0 122	5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 67,629 S S 64,812 S S 7,814 S S 7,81	January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 34	February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February \$ 49 \$ 468 \$ 374 \$ February \$ 131 \$ 133 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 * March 88 38	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416 April 43 45	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61 27 27	June \$ 5 22,568 \$ 5 120,000 \$ 7 120,0000 \$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$	July \$ 6,048 \$ 58,824 \$ 1,000 \$ 532 726 775 July \$ 147 199	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 [September \$ 20,882 \$ 48,504 \$ 51,000 P September 9 52 258 September 164 16 16 16 10 10 10 10 10 10 10 10 10 10	17,300,000 YID \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7%	Notes Notes Decrease in March due to removal of inactive business pages Notes
CIAL MEDIA	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '17 FY '18	Goal \$460K \$11M \$750K \$775K Goal N/A 1K 1.2K	October \$ 1,690 \$ 64,766 \$ 33,602 \$ 58,000 October 32 82 39 7 October 0	 6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 60,000 November 36 624 27 -10 November 0	5,860,000 S 7,620 S S 67,629 S S 66,812 S S 18,000 Pecember 100 6 479 -35 Pecember 0	January 5 115,559 5 44,677 5 50,650 5 January 10 17 526 January 26	February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 4 49 468 374 \$ February 131	March 10,359 \$ 27,052 \$ 506,000 \$ March -45 2 218 March 88	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416 April 43	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61	June \$ 5 317,244 \$ 5 22,568 \$ 5 120,000 \$ 7 25 902 274 21	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July July 147	August 277,303 9 119,866 9 51,000 9	September 20,882 \$ 48,504 51,000 \$ 51,000 9 52 258 September 1 \$ 600 1	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015 1,259	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% ↑ 116.3% ↑ 32.7% % YOY	Notes Notes Decrease in March due to removal of inactive business pages Notes
CIAL MEDIA sebook - Increase in Likes	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '15 FY '16	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K 4K Goal N/A 1K	October \$ 1,690 \$ 64,766 \$ \$ 33,602 \$ \$ \$ 58,000 \$ \$ 32,82 \$ <td< td=""><td> 6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 6,0000 November 36 624 27 -10 November 0 122 1 </td><td>5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 67,629 S S 64,812 S S 7,814 S S 7,81</td><td>January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 34</td><td>February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February \$ 49 \$ 468 \$ 374 \$ February \$ 131 \$ 133 \$</td><td>March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 * March 88 38</td><td>April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416 April 43 45</td><td>May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61 27 27</td><td>June \$ 5 22,568 \$ 5 120,000 \$ 7 120,0000 \$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$</td><td>July \$ 6,048 \$ 58,824 \$ 1,000 \$ 532 726 775 July \$ 147 199</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 [</td><td>September \$ 20,882 \$ 48,504 \$ 51,000 P September 9 52 258 September 164 16 16 16 10 10 10 10 10 10 10 10 10 10</td><td>17,300,000 YID \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7%</td><td>Notes Notes Decrease in March due to removal of inactive business pages Notes</td></td<>	 6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 6,0000 November 36 624 27 -10 November 0 122 1 	5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 67,629 S S 64,812 S S 7,814 S S 7,81	January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 34	February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February \$ 49 \$ 468 \$ 374 \$ February \$ 131 \$ 133 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 * March 88 38	April 74,100 \$ 42,049 \$ 184,000 \$ April 7 104 416 April 43 45	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61 27 27	June \$ 5 22,568 \$ 5 120,000 \$ 7 120,0000 \$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$	July \$ 6,048 \$ 58,824 \$ 1,000 \$ 532 726 775 July \$ 147 199	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 [September \$ 20,882 \$ 48,504 \$ 51,000 P September 9 52 258 September 164 16 16 16 10 10 10 10 10 10 10 10 10 10	17,300,000 YID \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7%	Notes Notes Decrease in March due to removal of inactive business pages Notes
CIAL MEDIA cebook - Increase in Likes itter - Increase in Followers	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K 4K Goal N/A 1K 1.2K 1.2K 1.2K Goal	October \$ 1,690 \$ 64,766 \$ \$ 33,602 \$ \$ \$ 58,000 \$ \$ 32,82 \$ <td< td=""><td> 6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 6,0000 November 36 624 27 -10 November 0 122 1 </td><td>5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 67,629 S S 64,812 S S 7,814 S S 7,81</td><td>January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 34</td><td>February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February \$ 49 \$ 468 \$ 374 \$ February \$ 131 \$ 133 \$</td><td>March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 * March 88 38</td><td>April 74,100 \$ 74,2049 \$ 184,000 \$ 184,000 \$ 5 184,000 \$ 7 104 416 416 43 45 189 April 43 45 189 45 189 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 <td< td=""><td>May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61 27 27</td><td>June \$ 5 22,568 \$ 5 120,000 \$ 7 120,0000 \$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$</td><td>July \$ 6,048 \$ 58,824 \$ 1,000 \$ 532 726 775 July \$ 147 199</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 [</td><td>September \$ 20,882 \$ 48,504 \$ 51,000 P September 9 52 258 September 164 16 16 16 10 10 10 10 10 10 10 10 10 10</td><td>17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015 1,259</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7%</td><td>Notes Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Notes</td></td<></td></td<>	 6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 6,0000 November 36 624 27 -10 November 0 122 1 	5,860,000 S 7,620 S S 67,629 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 66,812 S S 67,629 S S 64,812 S S 7,814 S S 7,81	January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 34	February \$ \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February \$ 49 \$ 468 \$ 374 \$ February \$ 131 \$ 133 \$	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 * March 88 38	April 74,100 \$ 74,2049 \$ 184,000 \$ 184,000 \$ 5 184,000 \$ 7 104 416 416 43 45 189 April 43 45 189 45 189 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 <td< td=""><td>May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61 27 27</td><td>June \$ 5 22,568 \$ 5 120,000 \$ 7 120,0000 \$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$</td><td>July \$ 6,048 \$ 58,824 \$ 1,000 \$ 532 726 775 July \$ 147 199</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 [</td><td>September \$ 20,882 \$ 48,504 \$ 51,000 P September 9 52 258 September 164 16 16 16 10 10 10 10 10 10 10 10 10 10</td><td>17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015 1,259</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7%</td><td>Notes Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Notes</td></td<>	May 137,655 \$ 188,195 \$ 31,000 \$ May 35 38 430 May 61 27 27	June \$ 5 22,568 \$ 5 120,000 \$ 7 120,0000 \$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$ 7 120,0000\$	July \$ 6,048 \$ 58,824 \$ 1,000 \$ 532 726 775 July \$ 147 199	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 [September \$ 20,882 \$ 48,504 \$ 51,000 P September 9 52 258 September 164 16 16 16 10 10 10 10 10 10 10 10 10 10	17,300,000 YID \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YID 1,433 3,099 4,111 -38 YID 732 1,015 1,259	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7%	Notes Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Notes
CIAL MEDIA cebook - Increase in Likes	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '17	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K 4K 4K Goal N/A 1K 1.2K 1.2K Goal N/A	 October 1,690 64,766 33,602 58,000 October 32 82 39 7 October 0 35 115 7	 6,620,000 November 8,842 82,239 24,437 60,000 November 36 624 27 -10 November 0 122 1 -9 	5,860,000 × 5 7,620 \$ 5 67,629 \$ 5 66,812 \$ 5 66,812 \$ 5 18,000 × 100 6 479 - 35 × 100 6 479 - 35 × 0 227 154 8 8 × 154 8 × 154 8 8 × 155 8 ×	January 115,559 2 5 115,559 2 5 44,677 2 5 50,650 2 January 10 17 526 January 2 January 2 26 34 254 254	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 374 February 131 133 207	March 10,359 \$ 27,052 \$ 506,000 \$ March \$ -45 2 218 \$ March \$ 88 38 209 \$	April 74,100 \$ 74,2049 \$ 184,000 \$ 184,000 \$ 5 184,000 \$ April 7 104 416 416 April 43 45 189 189	May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$	June 3 317,244 \$ 3 22,568 \$ 3 120,000 \$ June 25 902 274 June 21 154 208 June 21 154 208	July 6,048 \$ 58,824 \$ 1,000 \$ 532 726 726 7 147 199 2 2	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4	September 2 \$ 20,882 48,504 \$ 51,000 5 September 9 52 258 September 16 16 11	17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24%	Notes Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014
CIAL MEDIA Cebook - Increase in Likes Itter - Increase in Followers	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18	Goal \$460K \$1M \$750K \$775K Goal 1.2K 3K 4K 4K 4K Goal N/A 1K 1.2K 1.2K 1.2K Goal	 October 1,690 64,766 33,602 58,000 October 32 82 39 7 October 0 35 115 7	 6,620,000 November 8,842 82,239 24,437 60,000 November 36 624 27 -10 November 0 122 1 -9 	5,860,000 × 5 7,620 \$ 5 67,629 \$ 5 66,812 \$ 5 66,812 \$ 5 18,000 × 100 6 479 - 35 × 100 6 479 - 35 × 0 227 154 8 8 × 154 8 × 154 8 8 × 155 8 ×	January 115,559 2 5 115,559 2 5 44,677 2 5 50,650 2 January 10 17 526 January 2 January 2 26 34 254 254	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 374 February 131 133 207	March 10,359 \$ 27,052 \$ 506,000 \$ March \$ -45 2 218 \$ March \$ 88 38 209 \$	April 74,100 \$ 74,2049 \$ 184,000 \$ 184,000 \$ 5 184,000 \$ 7 104 416 416 43 45 189 April 43 45 189 45 189 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 <td< td=""><td>May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$</td><td>June 3 317,244 5 22,568 5 120,000 5 120,000 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5</td><td>July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July 147 199 2 July 147 199 2 July 147 199 2</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4 (2)</td><td>September 2 \$ 20,882 48,504 \$ 51,000 5 September 9 52 258 September 16 16 11</td><td>17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24% % YOY ↓ 56.3%</td><td>Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014 Did not track with goal in FY '15 or FY '16</td></td<>	May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$	June 3 317,244 5 22,568 5 120,000 5 120,000 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July 147 199 2 July 147 199 2 July 147 199 2	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4 (2)	September 2 \$ 20,882 48,504 \$ 51,000 5 September 9 52 258 September 16 16 11	17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24% % YOY ↓ 56.3%	Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014 Did not track with goal in FY '15 or FY '16
CIAL MEDIA Cebook - Increase in Likes Itter - Increase in Followers	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18	Goal \$460K \$11M \$750K \$775K Goal 1.2K 3K 4K 4K 4K 4K Goal N/A 1K 1.2K 1.2K 1.2K 1.2K 1.2K 1.2K 1.2K 1	 October 1,690 64,766 33,602 58,000 October 32 82 39 7 October 0 35 115 7	6,620,000	5,860,000	January 115,559 2 5 115,559 2 5 44,677 2 5 50,650 2 January 10 17 526 January 2 January 2 26 34 254 254	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 374 February 131 133 207	March 10,359 \$ 27,052 \$ 506,000 \$ March \$ -45 2 218 \$ March \$ 88 38 209 \$	April 74,100 \$ 74,2049 \$ 184,000 \$ 184,000 \$ 5 184,000 \$ 7 104 416 416 43 45 189 April 43 45 189 45 189 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 <td< td=""><td>May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$</td><td>June 3 317,244 \$ 3 22,568 \$ 3 120,000 \$ June 25 902 274 June 21 154 208 June 21 154 208</td><td>July 6,048 \$ 58,824 \$ 1,000 \$ 532 726 726 7 147 199 2 2</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4</td><td>September 2 \$ 20,882 48,504 \$ 51,000 5 September 9 52 258 September 16 16 11</td><td>17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24%</td><td>Notes Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014</td></td<>	May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$	June 3 317,244 \$ 3 22,568 \$ 3 120,000 \$ June 25 902 274 June 21 154 208 June 21 154 208	July 6,048 \$ 58,824 \$ 1,000 \$ 532 726 726 7 147 199 2 2	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4	September 2 \$ 20,882 48,504 \$ 51,000 5 September 9 52 258 September 16 16 11	17,300,000 YTD \$ 1,254,191 \$ 774,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24%	Notes Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014
CIAL MEDIA sebook - Increase in Likes tter - Increase in Followers	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18	Goal \$460K \$11M \$750K \$775K Goal 1.2K 3K 4K 4K 4K Goal N/A 1K 1.2K 1.2K 1.2K 1.2K 1.2K 1.2K	 October 1,690 64,766 33,602 58,000 October 32 82 39 7 October 0 35 115 7	 6,620,000 November 8,842 82,239 24,437 60,000 November 36 624 27 -10 November 0 122 1 -9 	5,860,000 S 7,620 S S 67,620 S S 67,620 S S 67,620 S S 67,620 S S 67,620 S S 67,620 S S 67,200 S S 7,200 S S 7	January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 254 January 26 34 254	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 374 February 131 133 207	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 -45 2 March -88 -88 38 209 -49 March -1 -1 1 -1 -1	April 74,100 \$ 74,2049 \$ 184,000 \$ 184,000 \$ 5 184,000 \$ 7 104 416 416 43 45 189 April 43 45 189 45 189 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 <td< td=""><td>May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$</td><td>June \$ 317,244 \$ 32,568 \$ 22,568 \$ 20,000 \$ June 25 902 274 June 21 154 208 June 3 June 3 June 3</td><td>July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July 147 199 2 July 147 199 2 July 147 199 2</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4 (2)</td><td>September \$ 20,882 \$ 48,504 \$ 51,000 P September 164 16 11 September 2 4</td><td>17,300,000 YTD \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6 YTD 16 7</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24% % YOY ↓ 56.3%</td><td>Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014 Did not track with goal in FY '15 or FY '16</td></td<>	May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$	June \$ 317,244 \$ 32,568 \$ 22,568 \$ 20,000 \$ June 25 902 274 June 21 154 208 June 3 June 3 June 3	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July 147 199 2 July 147 199 2 July 147 199 2	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4 (2)	September \$ 20,882 \$ 48,504 \$ 51,000 P September 164 16 11 September 2 4	17,300,000 YTD \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6 YTD 16 7	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24% % YOY ↓ 56.3%	Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014 Did not track with goal in FY '15 or FY '16
CIAL MEDIA sebook - Increase in Likes tter - Increase in Followers	Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18 Year FY '15 FY '16 FY '17 FY '18	Goal \$460K \$11M \$750K \$775K Goal 1.2K 3K 4K 4K 4K 4K Goal N/A 1K 1.2K 1.2K 1.2K 1.2K 1.2K 1.2K 1.2K 1	 October 1,690 64,766 33,602 58,000 October 32 82 39 7 October 0 35 115 7	6,620,000 November \$ 8,842 \$ 82,239 \$ 24,437 \$ 0,000 November 0 122 1 0 122 1 -9 November 2	5,860,000	January 5 115,559 5 5 44,677 5 5 50,650 5 January 10 17 526 January 26 34 254 January 26 34 254	February \$ 276,889 \$ \$ 7,971 \$ \$ 69,656 \$ February 49 468 374 February 131 133 207	March \$ 10,359 \$ \$ 27,052 \$ \$ 506,000 \$ March -45 2 218 -45 2 March -88 -88 38 209 -49 March -1 -1 1 -1 -1	April 74,100 \$ 74,2049 \$ 184,000 \$ 184,000 \$ 5 184,000 \$ 7 104 416 416 43 45 189 April 43 45 189 45 189 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 \$ \$ 400 \$ 400 \$ 400 \$ 400 \$ 400 <td< td=""><td>May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$</td><td>June \$ 317,244 \$ 32,568 \$ 22,568 \$ 20,000 \$ June 25 902 274 June 21 154 208 June 3 June 3 June 3</td><td>July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July 147 199 2 July 147 199 2 July 147 199 2</td><td>August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4 (2)</td><td>September \$ 20,882 \$ 48,504 \$ 51,000 P September 164 16 11 September 2 4</td><td>17,300,000 YTD \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6 YTD 16 7 20</td><td>↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24% % YOY ↓ 56.3%</td><td>Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014 Did not track with goal in FY '15 or FY '16</td></td<>	May 137,655 \$ 188,195 \$ 31,000 \$ May \$ 35 38 430 \$ May \$ 61 \$ 27 6 6 \$	June \$ 317,244 \$ 32,568 \$ 22,568 \$ 20,000 \$ June 25 902 274 June 21 154 208 June 3 June 3 June 3	July 6,048 \$ 58,824 \$ 1,000 \$ July 532 726 775 4 July 147 199 2 July 147 199 2 July 147 199 2	August 277,303 119,866 51,000 4 August 643 78 295 August 51 185 3 August 4 (2)	September \$ 20,882 \$ 48,504 \$ 51,000 P September 164 16 11 September 2 4	17,300,000 YTD \$ 1,254,191 \$ 7,74,340 \$ 1,189,157 \$ 136,000 YTD 1,433 3,099 4,111 -38 YTD 732 1,015 1,259 6 YTD 16 7 20	↑ 34.4% % YOY ↓ 38.3% ↑ 53.6% % YOY ↑ 116.3% ↑ 32.7% % YOY ↑ 38.7% ↑ 24% % YOY ↓ 56.3%	Notes Notes Decrease in March due to removal of inactive business pages Notes Did not track with goal until January 2015 Notes Launched in June 2014 Did not track with goal in FY '15 or FY '16

	FY '15 FY '16	N/A N/A	-	-	-	-	-	-	-	-	-	-	-	-	-	-	Launched in Januar Did not track with go
	FY '17 FY '18	50 70	4 10	3 2	4 7	5	5	6	6	5	4	6	4	6	58 19		Started building con
RIDER ALERTS / EMAIL MARKETING																	
GovDelivery / Email Marketing Database	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	
	FY '15 FY '16	N/A N/A	-	-	-	-		-	-	-		-	-	-	-	-	Did not track with go
	FY 18	3K	2,109	2,359	2,502	3,342	4,679	4,935	- 5,150	- 5,989	- 6,189	6,924	- 7,387	7,668	- 7,668	-	Prior system - iConta Launched GovDeliv
	FY '18	9K	7,762	7,852	7,979												
Number of Email Blasts	Year FY '18	Goal 36	October 4	November 5	December 3	January	February	March	April	May	June	July	August	September	YTD 12	% YOY	
	11 10	50	*	5	5												
Total Emails Delivered	Year FY '18	Goal 300K	October 49,284	November 71,716	December 106,489	January	February	March	April	May	June	July	August	September	YTD 227,489	% YOY	
intel Free alls On some d	Maran	Qual	Ostalaur	Navaanakaa	December		F . h	N A a a a b	0''		la su a	la de c	A	Cantanahan		04 NOV	
Total Emails Opened	Year FY '18	Goal >=20%	October 5.39%	November 4.89%	December 1.90%	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	
Total Clicked (CTR)	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	
	FY '18	>=2.15%	7%	5.63%	6.30%	January	rebluary	March	Арп	Мау	June	July	August	September	TU	26 101	
DCTA WEBSITE																	-
DCTA Website - New Users	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	
	FY '15 FY '16	N/A N/A	40.70% 41.70%	36.60% 36.50%	36.80% 37.20%	37.90% 46.20%	35.90% 40.40%	37.20% 42.10%	37.20% 43.20%	40.40% 46.30%	39.30% 44.80%	39.50% 48.10%	40.70% 46.30%	39.70% 44.80%	40% 43%	- ↑11.9%	Did not set a goal in Launched new Goo
	FY '17	>40%	47%	38%	38%	40%	41%	45%	50%	42%	45%	44%	42%	42%	42.8%	↓.7%	
	FY '18	>40%	48.30%	38.40%	38.40%												
DCTA Website - Return Users	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	
	FY '15 FY '16	N/A N/A	59.3% 58.3%	63.4% 63.5%	63.2% 62.8%	62.1% 53.8%	64.1% 59.6%	62.8% 57.9%	62.8% 56.8%	59.6% 53.7%	60.7% 55.2%	60.5% 51.9%	59.3% 53.7%	60.3% 55.2%	62% 57%	- ↓ 8.1%	Did not set a goal in Launched new Goo
	FY '17	>40%	53%	62%	62%	60%	59%	55%	50%	42%	45%	44%	59%	58%	54%	↓ 5.3%	Eauliched new Goo
	FY '18	>40%	51.70%	61.60%	61.60%												
DCTA Website - Total Pageviews/Sessions	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	
Reported Pageviews in FY '15 and FY '16 Reported Sessions in FY '17	FY '15 FY '16	1.4M 1.5M	145,558 154,739	103,418 92,196	94,384 90,244	127,725	128,413 92,453	121,861 97,754	104,847 92,437	97,103	109,120 87,439	96,436 80,840	143,845 122,405	140,905 121,878	1,413,615 1,208,177	- ↓14.5%	Launched new Goo
Reported sessions in FY 17	FY 16 FY '17	380K	44,806	92,198 30,489	90,244 27,342	85,177 33,671	92,453 30,591	97,754 37,501	38,236	90,615 31,987	87,439 30,393	80,840 28,510	38,418	43,879	415,823	↓ 14.5% ↓ 65.5%	Decrease due to Re Decrease in FY '17 a
	FY '18	400K	45,564	29,325	23,477										98,366	·	to sessions
DCTA Website - Average Session Duration	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	
	FY '15	N/A	3:21	3:11	3:04	3:19	3:11	3:07	3:11	2:59	2:56	3:17	3:34	3:21	2:56	-	Did not set a goal in
	FY '16 FY '17	N/A >2:50	3:27 2:55	3:04 2:45	3:09 2:41	2:80 2:54	2:59 2:38	3:03 2:27	2:54 2:21	2:41 2:38	2:51 2:34	2:38 2:38	3:03 3:02	2:45 2:38	2:42 2:40	↓ 5.5% ↓ .8%	Launched new Goo January 2016 metric
	FY '18	>2:50	2:25	2:38	2:37											•	
DCTA Website - Average # of Pages/Session	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	
	FY '15	N/A	3.54	3.36	3.31	3.46	3.32	3.29	3.39	3.26	3.15	3.28	3.64	3.48	3.4	-	Did not set a goal in
	FY '16 FY '17	N/A >=3	3.6 3	3.19 2.77	3.26 2.69	3.19 2.85	3.16 2.63	3.2 2.55	3.05 2.42	2.91 2.69	2.97 2.58	2.82 2.57	3.11 2.87	2.83 2.56	2.68	↓11.8% ↓10.7%	Launched new Goo
	FY '18	>=3	2.46	2.49	2.53							-				• • • • • •	
DCTA BLOG																	
Hop on Board Blog - Unique Users	Year FY '15	Goal N/A	October	November	December	January	February	March	April	Мау	June .	July	August	September	YTD -	% YOY	Did not set a goal in
	FY 15 FY '16	N/A N/A	-	-	-	- 1,071	- 136	- 173	- 335	- 257	- 468	- 324	- 243	- 169	- 3,176	-	WordPress data no lo
	FY '17	3,750	150	193 404	337 374	1,150	497	312	523	160	244	1,571	259	1,340	6,736 1,199	↑112.1%	New Hop on Board B
	FY '18	4K	421														
Hop on Board Blog - Return Users	Year FY '15	Goal N/A	October	November	December	January	February	March	April	May	June -	July	August	September	YTD -	% YOY	Did not set a goal in
	FY 15 FY '16	N/A N/A	-		-	- 217	- 37	- 39	45	- 38	- 67	- 51	- 45	- 38	- 577	-	WordPress data no le
	FY '17 FY '18	600 600	29 56	29 67	43 131	147	118	66	122	31	39	104	45	194	967 254	↑ 67.6%	New Hop on Board E
Hop on Board Blog - Total Pageviews	Year FY '15	Goal 1.9K	October	November	December	January	February 320	March 273	April 181	May 226	June 331	July 276	August 285	September 2,658	YTD 4,550	% YOY	WordPress data no lo
	FY '16	3K	249	243	305	2,743	648	573	646	533	942	769	603	432	8,686	↑ 90.9%	New Hop on Board E
	FY '17	9K	284	356	581	1,862	928	553	869	254	370	2,093	392	2,047	10,589	↑ 21.9%	
	FY '18	9K	607	683	561										1,851		
lop on Board Blog - Bounce Rate	Year	Goal N/A	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	MandDrace
hop on board blog - bounce kale		NI/A		-	-	-	-	-	-	-	-	-	-	-	-	-	WordPress data no le
пор оп воаго вюд - войнсе кате	FY '15 FY '16	N/A				82.32%	58.29%	69.50%	62.73%	79.53%	81.03%	80.61%	73.82%	72.88%	73%	-	New Hop on Board F
חטף טון סטמוע סוטע - סטעווכפ אמנפ			- 81.76%	- 78.12%	- 83.84%	82.32% 85.22%	58.29% 83.23%	69.50% 80.79%	62.73% 82.76%	79.53% 81.42%	81.03% 77.99%	80.61% 90.14%	73.82% 85.99%	72.88% 85%	73% 83%	- ↑ 13.7%	New Hop on Board E

- - 6	- - 4	- - 6	- - 58 19	-	Launched in January 2014 Did not track with goal in FY '15 or FY '16 Started building content in FY '17
ıly	August	September	YTD	% YOY	Notes
-	-	-	-	-	Did not track with goal in FY '15 or FY '16
-	-			-	Prior system - iContact (transferred 1,665)
6,924	7,387	7,668	7,668		Launched GovDelivery in October 2016
	,	,			,
ıly	August	September	YTD	% YOY	Notes
			12		
		a i i			
ıly	August	September	YTD	% YOY	Notes
			227,489		
llv	August	September	YTD	% YOY	Notes
ıly	August	September		70 TOT	NOICS
ıly	August	September	YTD	% YOY	Notes
,					
ıly	August	September	YTD	% YOY	Notes
50%	40.70%	39.70%	40%	-	Did not set a goal in FY '15 or FY '16
10%	46.30%	44.80%	43%	↑11.9%	Launched new Google Analytics in January 2016
4%	42%	42%	42.8%	↓.7%	
ub.c	August	Sontorsher	VID	9/ VOV	Netes
الا 5%	August 59.3%	September 60.3%	YTD 62%	% YOY	Notes Did not set a goal in FY '15 or FY '16
.5% .9%	59.3% 53.7%	60.3% 55.2%	62% 57%	-	Launched new Google Analytics in January 2016
.9% 4%	53.7% 59%	55.2% 58%	54%	↓ 8.1% ↓ 5.3%	Launcheu new Google Andryttes III January 2010
+ /U	J7/0	JU /0	J#70	1 0.070	
ıly	August	September	YTD	% YOY	Notes
96,436	143,845	140,905	1,413,615	-	Launched new Google Analytics in January 2016
80,840	122,405	121,878	1,208,177	↓ 14.5%	Decrease due to Removal of bot hits in Nov 2015
28,510	38,418	43,879	415,823	↓ 65.5%	Decrease in FY '17 also due to change in tracking from pageviews
			98,366		to sessions
ıly	August	September	YTD	% YOY	Notes
17	3:34	3:21	2:56	-	Did not set a goal in FY '15 or FY '16
38	3:03	2:45	2:42	↓ 5.5%	Launched new Google Analytics in January 2016
38	3:02	2:38	2:40	↓.8%	January 2016 metrics show partial data
llv	August	September	YTD	% YOY	Notes
ily 28	3.64	3.48	3.4	/0101	Did not set a goal in FY '15 or FY '16
20 82	3.11	2.83	3	- ↓11.8%	Launched new Google Analytics in January 2016
57	2.87	2.56	2.68	↓ 10.7%	
				÷	
ıly	August	September	YTD	% YOY	Notes
-	-	-	-	-	Did not set a goal in FY '15
324	243	169	3,176	-	WordPress data no longer available
1,571	259	1,340	6,736	↑ 112.1%	New Hop on Board Blog launched in January 2016
			1,199		
	A	Contract	VIE	0/ 1/01/	N
ıly	August	September	YTD	% YOY	Notes
-	-	-	-	-	Did not set a goal in FY '15 WordPross data po longer available
51 104	45 45	38 194	577 967	- ↑ 67.6%	WordPress data no longer available New Hop on Board Blog launched in January 2016
104	40	174	254	1 07.070	new nep on board blog radioned in January 2010
			234		
ıly	August	September	YTD	% YOY	Notes
276	285	2,658	4,550		WordPress data no longer available
769	603	432	8,686	↑ 90.9%	New Hop on Board Blog launched in January 2016
2,093	392	2,047	10,589	↑ 21.9%	
			1,851		
ıly	August	September	YTD	% YOY	Notes
-	-	-	-	-	WordPress data no longer available
61%	73.82%	72.88%	73%	-	New Hop on Board Blog launched in January 2016
14%	85.99%	85%	83%	↑ 13.7%	
					I

Lion on Deard Diago Increases in Orderer"	¥ -	0	Ortot	Neveral	Decemb	lasses	[above and	March	0	Maria	lum -	hab :	A	Contract	VID	0/ 1/01/	No.
lop on Board Blog - Increase in Subscribers	Year FY '15	Goal N/A	October 1	November 1	December 1	January	February	March	April	May .	June -	July	August	September	YTD 3	% YOY -	Notes WordPress data no longer available
	FY '16	N/A	· ·		-	24	3	1	1	3	-	-	2	1	35	↑ 1066.7%	New Hop on Board Blog launched in January 2016
	FY '17 FY '18	75 50	-	-	1	33	6		1	1	1	2	-	9	54 2	↑ 54.3%	
ISTOMER SERVICE	-					_	_		_	_							
ortel - Calls Received	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '15	N/A	5,197	4,256	4,738	5,039	5,713	5,033	4,620	4,453	5,185	4,624	5,353	5,263	59,474	-	Did not set a goal in FY '15
	FY '16 FY '17	>50K >50K	5,263 6,744	4,429 6,206	4,768 6,002	4,563 6,417	4,654 5,817	4,500 6,222	4,291 6,013	3,988 6,979	3,979 6,598	3,894 5,915	5,072 7,062	4,506 6,872	53,907 76,847	↓ 9.4% ↑ 42.6%	Launched Shortel in late-September 2016
	FY '18	>55K	4,461	4,225	3,806	0,417	3,017	0,222	0,013	0,777	0,370	5,715	7,002	0,072	12,492	1 42.070	
ortel - Abandoned Calls	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '15 FY '16	<5% <3%	2.20% 2%	2% 2%	2% 1%	3% 1%	3% 1%	2% 1%	2% 2%	2% 2%	2% 2%	2% 2%	3% 2%	2% 2%	2% 2%	- 0%	
	FY '17	<3%	1%	1%	1%	1%	1%	2%	2%	2%	1%	1%	2%	2%	1%	↓ 50%	Improved our abandoned calls by 50% YOY
	FY '18	<=2.5%	2.10%	0.80%													
DRequest - Average Days for Closeout	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '15 FY '16	<3.2 <3.2	2.82 2.83	3.43 3.11	3.37 2.82	3.15 2.92	3.48 2.57	3.46 2.44	2.49 2.94	3.35 1.65	3.4 1.76	3.18 2.14	1.92 2.38	2.26 2.9	3.03 2.54	- ↓16.2%	
	FY '17	<3.2	1.68	2.09	3.13	2.23	2.95	4.02	3.09	8.02	6.78	5.87	4.28	3.06	3.93	↓ 10.2% ↑ 54.7%	
	FY '18	<3.2	2.06	2.38	5.4												
DRequest - Total Entries per 10K	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	Notes
	FY '15 FY '16	N/A >3	2.21 0.94	1.5 1.19	3.28 2.15	2.06 1.33	1.68 1.79	1.31 1.73	1.48 1.76	2.47 4.03	2.47 3.18	2.21 2.16	2.59 4.96	2 1.92	2.11 2.26	- ↑ 7.1%	
	FY 18	>=2	3.22	2.88	1.68	2.62	1.79	2.07	1.53	3.1	3.23	3.08	1.57	1.92	2.34	↑ 3.5%	
	FY '18	>=2	0.88	1.66	1.31												
ANSIT TRACKER 21A Transit Tracker - Total Web Portal Hits	Ver	Carl	Ostab	November	December	lorusri	Fobruer	Morch	Ar-il	Meii	lune	lub	August	Sontember	VID	9/ YOY	1 Notes
compared to WMR in FY '15, FY '16 and FY '17	Year FY '15	Goal N/A	October	November	December	January 11,423	February 37,749	March 61,755	April 37,689	May 29,612	June 34,131	July 37,310	August 35,356	September 34,389	YTD 319,414	% YOY -	Notes Launched WMR in January 2015
	FY '16	400K	39,447	33,681	41,592	47,992	54,705	43,988	43,578	42,011	42,367	47,195	58,005	59,377	553,938	↑ 73.4%	
	FY '17	400K	49,641	43,937	41,725	71,725	41,729	47,074	43,429	43,569	36,324	36,124	46,996	33,919	536,192	↓ 3.2%	Launched Transit Tracker on September 18, 2017 New system doesn't track web traffic
TA Transit Tracker - Total Mobile App Downloads	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	Notes
	FY '17 FY '18	- 3.3K	- 356	- 145	- 132	-	-	-	-	-	-	-	-	330	330 633	-	
CTA Transit Tracker - App Users	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
	FY '17 FY '18	- 30K	- 3,554	- 3,111	- 2,303		-	-	-	-	-	-	-	1,443	1,443 8,968	-	
CTA Transit Tracker - Total SMS/Texts	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
compared to WMR in FY '15, FY '16 and FY '17	FY '15	N/A		-	-	1,047	1,977	3,564	4,840	3,375	3,983	4,645	1,702	9,431	34,564	-	Launched WMR in January 2015
	FY '16	50K	9,741	8,529	6,665	7,520	9,952	8,844	9,828	6,968	5,489	4,905	6,485	8,458	93,384	↑ 170.2%	
	FY '17 FY '18	50K 40K	8,228 6,184	7,612 6,782	5,712 5,577	5,712	6,763	7,165	6,636	5,661	3,924	3,019	4,219	7,070	71,721 18,543	↓ 23.2%	Decrease anticipated YOY due to launch of mobile app
CTA Transit Tracker - Total Calls (IVR)	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
s compared to WMR in FY '15, FY '16 and FY '17	FY '15	N/A	-	-	-	261	678	860	1,142	1,039	1,255	6,521	5,952	1,744	19,452	-	Launched WMR in January 2015
	FY '16	15K	1,996	1,792	1,786	7,836	2,085	2,207	2,639	1,959	1,747	1,790	1,695	2,347	29,879	↑ 53.6%	
	FY '17 FY '18	15K 20K	2,052 2,557	1,858 2,483	1,843 2,009	1,843	1,744	1,860	1,746	1,909	2,047	2,087	2,166	2,268	23,423 7,049	↓21.6%	
COUNT PASS PROGRAMS																	
roup - Ticket Sales	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	Notes
unched 4.1.16 (FY '16)	FY '16 FY '17	N/A \$10K	- \$ 391	- \$ 2,511	- \$ 3,052 \$	- \$ 201 \$	- \$ \$ 4,760 \$				344 \$ 1,400 \$	2,210 \$ 82 \$	3,600 3,158	\$ 1,260 \$ 720		- ↑ 85.4%	
	FY '18	\$12K	\$ 2,332		\$ 6,853	. 201	, 4,700 ş		1,27J Ø	φ	φ υυτ,ι	02 P	5,100	÷ 120	\$ 12,486	1 00.4/6	
oup - Website Pageviews	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
unched 4.1.16 (FY '16)	FY '16 FY '17	N/A 250	- 79	- 28	- 27	- 25	- 34	0 46	12 37	47 49	32 53	34 49	71 37	62 49	258 513	- ↑ 98.8%	
	FY '17 FY '18	250 300	41	28 36	27 26	20	J 4	40	37	47	00	47	37	47	103	70.0%	
n-Profit - Ticket Sales	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
unched 4.1.16 (FY '16)	FY '16	N/A	-	-			- \$	\$ 289 \$	289 \$	- \$	350 \$	- \$	484	\$ 810		-	
	FY '17 FY '18	\$2K \$3K	\$ 190 \$462.50	\$- 337.50	\$ 56 S	\$ 4,725	\$ 135 \$	\$ 146 \$	5 - \$	338 \$	1,012 \$	266 \$	-	\$ 45	\$ 6,913 \$1,025.00	↑211%	
n-Profit - Website Pageviews	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
aunched 4.1.16 (FY '16)	FY '16	N/A	-	-			-	0	26	54	48	49	94	67	338	-	
	51/147	400	86	55	50	57	65	52	53	57	58	48	56	63	700	↑ 107%	
	FY '17 FY '18		69	40	32									1	141		
orporate Pass Program - Ticket Sales	FY '17 FY '18 Year	500 Goal	69 October	40 November	32 December	January	February	March	April	Мау	June	July	August	September	141 YTD	% YOY	Notes

			1														
	FY '17	\$5K	\$ -	\$ 82,240		\$ -	\$-	\$ -	\$ -	\$ -	\$ 1,048	\$-	\$ -	\$ -	\$ 83,288	-	
	FY '18	\$20K	\$-	\$-	\$ 68,160										\$ 68,160		
Corporate Pass Program - Business Database	Year	Goal	October	November	December	January	February	March	April	May	June	July	August	September	YTD	% YOY	Notes
Launched 4.1.16 (FY '16)	FY '16	1K	-	-		-	-	345	602	252	320	245	121	0	1,885	-	
Tracked "increase" in FY '16 and FY '17	FY '17	250	57	66	0	0	-11	7	126	18	0	3	3	0	269	↓ 85.7%	Addition to database numbers will decrease with each fiscal year
	FY '18	>=2K	1,989	1,989	1,989												
Corporate Pass Program - Targeted Cold Calls	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
Launched 4.1.16 (FY '16)	FY '16	250	-	-		-	-	0	4	56	131	131	22	86	430	-	
	FY '17	125	5	6	19	34	33	31	21	0	0	0	10	25	184	↓ 57.29%	Cold calls are much more targeted than prior year
	FY '18	125	0	5	5										10		
Corporate Pass Program - Direct Mail Impressions	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
Launched 4.1.16 (FY '16)	FY '16	1K	-	-	-	-	-	0	-	972	-	-	-	1,712	2,684	-	
	FY '17	4.8K	-	-	-		1,908	-	-	2,053	-	2,171	-	-	6,132	↑ 128.5%	
	FY '18	4.8K	-	1,988											1,988		
Corporate Pass Program - Sales Kit Distribution	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
Launched 4.1.16 (FY '16)	FY '16	-	-	-	-	-	-	0	0	2	2	2	9	10	25	-	
	FY '17	125	29	49	21	3	0	45	11	0	0	0	20	15	193	↑ 672%	
	FY '18	125	0	0	7										7		
Corporate Pass Program - Website Pageviews	Year	Goal	October	November	December	January	February	March	April	Мау	June	July	August	September	YTD	% YOY	Notes
Launched 4.1.16 (FY '16)	FY '16	1K	-	-	-	-	-	0	37	58	62	53	78	86	374	-	
	FY '17	500	83	43	33	50	44	71	72	72	53	54	52	61	688	↑ 84%	
	FY '18	500	55	38	30										123		



Subject: Strategic Planning & Development Update

ADMINISTRATIVE UPDATE

Title VI Program Update & Process Development

- As a federal requirement, DCTA submits an updated Title VI Program every three years with the next Title VI program submittal in April 2019
- To prepare for the submittal, DCTA has contracted the Texas Transit Institute (TTI) to assist in building a user-friendly process to be used during service and fare changes and will provide a staff workshop to ensure staff can use this tool effectively and efficiently

Business Case For Transit Advocacy Project

- In late 2017, Antero Group concluded the project with DCTA with deliverables including case studies, talking points, user-friendly data and messaging strategies to allow DCTA and its partners better communicate the positive fiscal impacts, economic development and other benefits that result from dedicated support of transit investment
- DCTA staff will utilize the Antero Group report results and data to develop advocacy materials to ensure a consistent branding and cohesive communication strategy
- While additional communication materials are still in development, The Business Case for Transit Fact sheet has been finalized and will be distributed at the January board meeting

REGIONAL TRANSPORTATION PLANNING

NCTCOG Mobility Transportation Plan 2045

- NCTCOG released a draft of proposed program and policy additions in early January for review and comment
- The Final MTP 2045 Draft is expected to be available for comment in early February with the anticipation of RTC approval in June 2018.

Autonomous Vehicle Program Development

- As NCTCOG seeks to advance the development and deployment of transportation technologies that will deliver safer and more efficient transportation for the North Texas region, including autonomous vehicles
- DCTA is fully engaged in many areas of NCTCOG;s initiative including a state-wide procurement for AV vehicles and regional roundtable discussions
- DCTA staff will be participating in a NCTCOG hosted discussion with an AV developer to identify "test site" locations for new AV technology deployment
- As progress continues to finalize the FTA Strategic Transit Automation Research (STAR) Plan, DCTA is currently reviewing the plan and will be providing comment on current and near-future status of automated transit buses and related technologies as well as regulatory and policy barriers to the development, demonstration, deployment and evaluation of such technology.

Regional Trail Initiative

- A current NCTCOG initiative is the Regional Trail Veloweb which includes planning to connect the A-train Rail Trail from the Hebron Station to the DART Frankford Station
- This section of trail will involve coordination and collaboration between DCTA, NCTCOG, DART, as well as the cities of Carrollton and Lewisville
- A small task force consisting of representatives from all five agencies has been meeting regularly to outline an action plan including preliminary design which will likely require each entity to provide a small level of funding support
- An Agreement between DCTA and NCTCOG has been executed which outlines the Agency will provide financial support of approximately \$18,000 for the preliminary design of this project

LOCAL TRANSPORATION PLANNING

Innovative Transit Solutions

Federal Engagement

• Staff continues to stay engaged in conversations with the FTA and industry regarding technologydriven transit solutions as well as utilization of automated vehicles in transit

Regional Engagement

- DCTA staff participates in the quarterly NCTCOG Mobility On Demand Working Group to discuss best practices on implementing mobility on demand programs with private sector partners
- DCTA staff recently conducted fieldwork exploring Arlington's new microtransit service, VIA and met with City of Arlington staff to learn more about the development and implementation of this new transit program in their community

Local Initiatives

- Staff is developing a Shared Use Mobility Action Plan scope of work for FY2018 in an effort to strategically deploy innovative transit solutions while leveraging existing transit assets and producing a fully integrated system plan
- DCTA has leveraged the existing contract with Lyft in the development of new partnership programs involving subsidized discounts for selected trips in Highland Village and at UNT with future new programs anticipated
- · Additional near term programming opportunities with Lyft could include Frisco and UNT

BUSINESS DEVELOPMENT & PARTNERSHIPS

Alliance Area Transit Coordination

- DCTA is assisting in the coordination efforts for first/last mile solutions within the Alliance Area
- Coordination efforts have included conversations with Hillwood, the Fort Worth Transportation Authority, Tarrant County and Toyota
- DCTA held a workshop in December 2017 with the FWTA to examine potential solutions for the Alliance Area with plans to further vet the ideas to ensure the solutions fully leverage the North Texas Xpress commuter bus service along I-35W and best meet the needs of Alliance employers and employees
- DCTA staff continues to meet with stakeholders, including Toyota, FWTA, and Tarrant County to develop a draft service plan to meet the mobility needs of the Alliance area. Staff is currently in the process of gathering labor data to assist in the development of the service plan.
- Preliminary discussions envision a dynamic, nimble service plan that could enhance the North Texas Xpress fixed route service and leverage innovative technologies, including ride-hailing, ride-sharing, and microtransit options, all accessible via a regional app-based system. Ideally, the Alliance area would be divided into service zones, each having its own dynamic service model contingent on the needs of the businesses within a particular zone. In conversations with the various stakeholders, there has been significant interest expressed in this draft model.
- Next steps include continued research and workshops with the FWTA, Toyota, Tarrant County, the Alliance Opportunity Center, and individual Alliance businesses.

City of Frisco

- Staff has incorporated agency dispatched taxi service into the current On-Demand service to assist in service area expansion, increased capacity capabilities and to improve operational efficiencies
- Staff level discussions regarding the exploration future transit solutions are ongoing
- DCTA is participating in discussions facilitated by the NCTCOG to provide assistance to Frisco staff as they explore the TMA option

McKinney Urban Transit District (MUTD)

- A workshop was held in early January to discuss near-term and long-term mobility options with City staff
- There was great interest in incorporating Lyft into existing service levels
- To better understand community needs and to provide community education as it relates to transit, there was discussion and interest in partnering to hold transportation forums within the community. DCTA will develop a draft plan for these forums for further discussion with McKinney staff.

Mary Kay Manufacturing Facility (Lewisville)

- Mary Kay has a desire to leverage public transportation, but needs something customized to meet the needs of their employees
- DCTA held a workshop with Mary Kay staff to identify potential service options for employees of their new facility currently under construction in Lewisville including site specific shuttle, Lyft, vanpools, etc.
- Staff recently obtained additional data from Mary Kay that will assist in the development of service plan options.
- Staff is current in the process of developing a draft service plan for consideration, which may include on-demand ride-hailing services, based on Mary Kay's direct input and data provided.

Service Expansion within New Service Areas

• Staff continues being responsive to requests from non-member cities in Denton and Collin counties interested in exploring transit solutions to meet the current and future demands within their communities

FUNDING OPPORTUNITIES

Buses & Bus Facility Grant

- DCTA is currently developing a grant proposal in response to the federal Buses & Bus Facility funding opportunity
- The project being submitted contains the following components:
 - Bus Operations & Maintenance Facility "Lite" at Rail OMF
 - Bus Infrastructure Needs at Old Town Station
 - Fleet for Commuter Bus Service along SRT-121
- DCTA submitted the proposal on August 25 and expects awards to be announced in early 2018

NCTCOG Grant Review & Funding Cleanup

- In early September, DCTA submitted three funding requests for available CMAQ, JARC and Mobility Management funds
- The submitted requests would help fund fleet (\$1.61M) and operational enhancements (\$227,000) to the 35W corridor service and a second request submitted would provide assistance to DCTA's technology enhancements (\$240,000) including the provision seamless transportation services in Denton and Collin counties with multiple providers
- The funding requests have been approved by STTC and RTC in November

NCTCOG Clean Diesel Funding

- DCTA submitted a funding request to replace four (4) transit buses (\$471,603) to the NCTCOG for inclusion in their National EPA Clean Diesel Funding Assistance Program.
- The four buses are currently scheduled for replacement in DCTA's fleet replacement program and will save the Agency 25% of the capital cost as this funding requires a 75% match from DCTA
- In late October, STTC approved this funding request and forwarded it to RTC where it was approved
- DCTA is working with NCTCOG staff to provide all of the necessary information for inclusion in the next TIP modification process

LAND USE PLANNING & DEVELOPMENT

City of Denton Small Area Planning Steering Committee

- DCTA remains active in the City of Denton's Small Area Planning initiative for the area surrounding the University of North Texas
- The steering commit will guide land use planning and implementation strategy for this specific area
- Other committee members include representatives from the community, university, development community and other interested Denton residents

City of Denton Development Code 2030

- DCTA staff has been participating in the City of Denton Development Code 2030 initiative
- The Denton Development Code sets requirements for what, where, and how much can be built in Denton
- The update to the code will address a variety of issues raised in the comprehensive plan (Denton Plan 2030), including a new lineup of zoning districts to facilitate implementation of the future land use map and updated development and design standards that address the layout, look, and feel of new development and redevelopment

Station Area Joint Development Strategy

- DCTA staff is leveraging the agency's contract with HDR to work with one of their subs, Catalyst. Catalyst will provide analysis and planning for the station areas to both enhance current plans and propose new concepts to achieve collective goals for potential joint land development opportunities.
- The work will include research, data generation, analysis and planning, as well as feedback on potential partnerships being proposed by third party developers and key partners
- A final report should be available for presentation to the next Program Services Committee.

Additional Land Use Planning

- DCTA continues conversations with member cities in an effort to support respective city strategic plans which include historical neighborhood revitalization, transit oriented development, transportation thoroughfare planning, transit service enhancements and trail planning initiatives
- A more thorough report will be provided in closed executive session

ADDITIONAL PROJECTS

- Denton Mobility Committee Update
- North Texas Regional Housing Assessment
- Lewisville Small Area Planning Studies
- Long Range Service Plan Update
- Huffines-Hebron Joint Development Project

Submitted by:

Kristina Holcomb, VP, Planning & Development

- Infrastructure Development Planning
- Long-Range Agency Planning Efforts
- State and Federal Legislative Initiatives
- Grant Funding Opportunities
- TxDOT 35W Expansion Coordination



Board of Directors Memo

Subject: WS 1 (d) Capital Projects Update

Positive Train Control (PTC)

- Onboard and Wayside hardware installations are complete.
- The Wayside FST procedures are under FRA review. Once approved, fieldtesting will commence.
- The FRA issued conditional approval of the test request.

Lewisville Hike and Bike Trail – Eagle Point Section

• TxDOT has received all requested documentation. The TxDOT project manager expects to have the plans ready for letting in mid-March.

Pokrus Page

- The contract was awarded to Reyes Construction in November. The preconstruction meeting was held December 7, 2017.
- The contractor is and Engineering firm are working together on submittals. When approved, the materials will be ordered.
- Active construction is expected to commence in March, 2018.

IOMF – Bus Fueling at the Rail Facility

• Procurement is preparing the bid package for issuance on January 10. Bids are due in February.

Trinity Mills Crew Room

• The DART contractor expects to start on January 10th, with completion in 90 days.

Final Review:

Raymond Suarez

WS 1(d)



January 25, 2018

Board of Directors Memo

Subject: Transit Operations Report

SYSTEM ON-TIME PERFORMANCE

- FY 2018 YTD "On Time Performance" (OTP) for the A-train is 99.3%
- FY 2018 YTD "On Time Performance" (OTP) system-wide for Bus is 93.43%.

RIDERSHIP PERFORMANCE

Teal to Date Ghange in Ridership by Service Type										
Service	% Change FY 2017 to FY 2018	Color Indicator	Notation No.							
All Bus & Rail	-2.43%		1							
Rail	-16.38%		2							
All Bus	0.08 %									
Connect	-8.88%		2							
UNT	1.48%		1							
NCTC	-19.68%		3							
North Texas Express	55.91%									
Access	-0.36%									
Frisco Demand Response	64.93%									
Highland Village	13.36%									

Year to Date Change in Ridership by Service Type

- 1. UNT ridership continues to exceed expectations and boost overall system performance. UNT YTD ridership in December increased 9,349 or 1.48% over the previous year.
- 2. The YTD boardings decreased for Rail and Connect over the same period for the previous fiscal year. An APTA study states that for every 10% drop in gas prices there is a 1.8% drop in ridership. Over the past year there has been a 35% decrease in gas prices which equals a 6.3% drop in ridership. We are in the 2nd year of sustained low gas prices, which is making car ownership more competitive to mass transit, and it appears that consumer behavior is adjusting. This is consistent with national trends.
- 3. NCTC ridership is trending down on the North Campus Shuttle, while South Campus Shuttle ridership is increasing. However, the increase on the South Campus Shuttle is not sufficient to cover the decrease in passengers on the North Campus Shuttle. Staff has reached out to NCTC to explore potential causes for this shift in ridership.

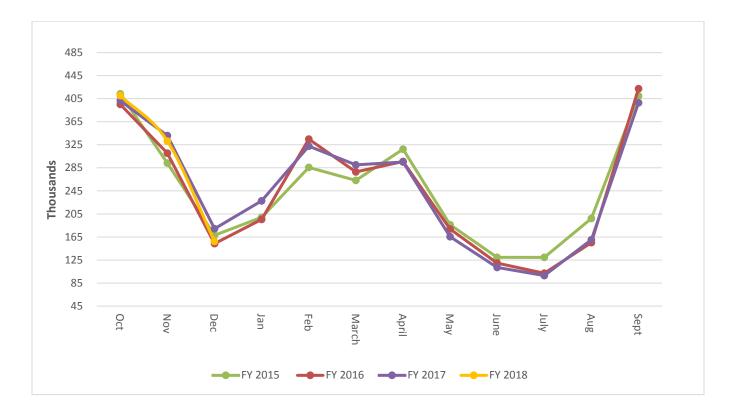
Color Key

Green indicates positive performance

Yellow indicates service that will be monitored by staff

Red indicates poor performance and needs further research





Rail and All Bus: Total Boardings

Note: Statistics include A-train, Connect, UNT, NCTC, Access, Connect RSVP, Highland Village Connect Shuttle, Highland Village Community On-Demand, Frisco Demand Response Service, North Texas Xpress Commuter, and special movement services. For display purposes, the Y axis origin has been modified.

Rail and All Bus: Total Boardings

- Total boardings for Rail and All Bus decreased by 9,940 boardings or 2.78% in November 2017 compared to November 2016.
- Total boardings for Rail and All Bus decreased by 21,897 boardings or 12.22% in December 2017 compared to December 2016.
- The YTD boardings for Rail and All Bus decreased by 22,362 boardings or 2.43% in December.







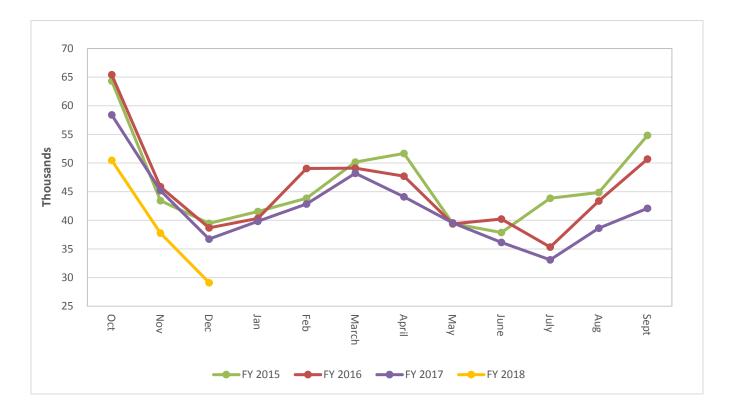
Note: Statistics include Connect, UNT, NCTC, Access, Connect RSVP, Highland Village Connect Shuttle, Highland Village Community On-Demand, Frisco Demand Response Service, North Texas Xpress Commuter and special movement services. For display purposes, the Y axis origin has been modified.

All Bus: Total Boardings

- In November 2017, total boardings decreased by 2,040 or 0.69% compared to the same period last year.
- In December 2017, total boardings decreased by 14,293 or 10.03% compared to the same period last year.
- The YTD total boardings in December increased by 623 or 0.08% compared to the same period last year.



Rail: Total Boardings



Note: For display purposes, the Y axis origin has been modified.

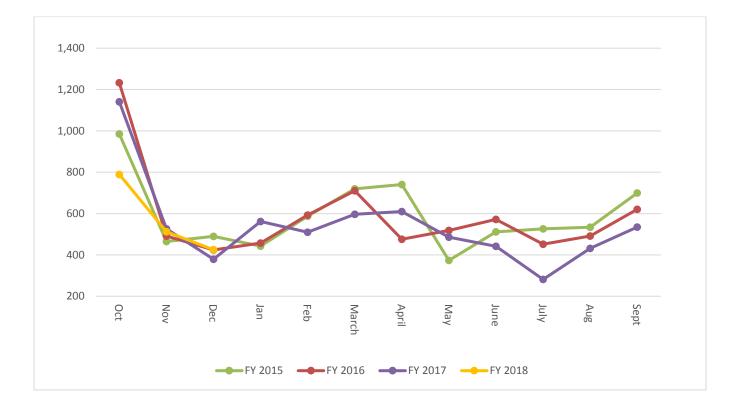
Rail: Total Boardings

- Total boardings for Rail decreased by 7,450 or 16.48% in November 2017 compared to November 2016. Total boardings for Rail decreased by 7,604 or 20.7% in December 2017 compared to December 2016.
- The YTD Total boardings for Rail decreased by 22,985 or 16.38% in December 2017 compared to the same period last year. Ridership for TRE and DART rail are also down as compared to last year.
- The decrease is primarily attributable to completion of construction on IH35E, resulting in decreased boardings predominately from the Downtown Denton Transit Center and MedPark southbound in the morning and northbound in the afternoon/evening. Limited parking and low gas prices also contribute to the decrease in rail ridership.
- Conversely, ridership is trending positively at MedPark northbound in the morning and southbound in the afternoon/evening. This trend, as well as positive gains at Hebron, are due to the implementation of the Fare Free Zone.
- Additional information is included as Attachment 1, which includes a summary graph reflecting A-train Monthly Boardings by Station for January 2015 through November 2017, as well as individual graphs for each station for the same period.









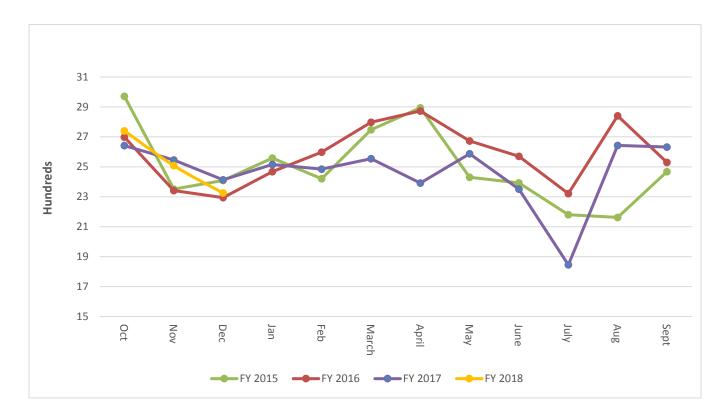
Note: For display purposes, the Y axis origin has been modified.

Rail: Saturday Average Boardings

- Average Saturday Boardings decreased by 14 or 2.71% in November 2017 compared to November 2016.
- Average Saturday Boardings increased by 46 or 12.13% in December 2017 compared to December 2016. This increase is due to the Polar Express special event on December 9th.
- The YTD Average Saturday Boardings decreased by 320 or 15.62% in December 2017 compared to the same period last year.



Access: Total Boardings

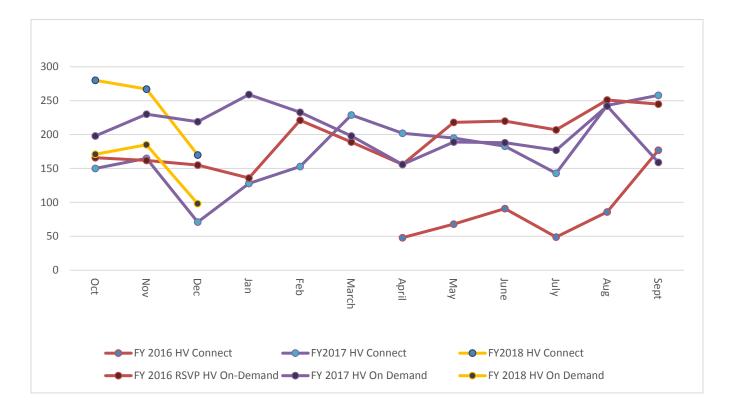


Note: For display purposes, the Y axis origin has been modified.

Access: Total Boardings

- Total boardings decreased by 37 or 1.45% in November 2017 compared to November 2016.
- Total boardings decreased by 88 or 3.65% in December 2017 compared to December 2016.
- In December, the YTD total boardings decreased by 27 or 0.36% compared to the same period last year.





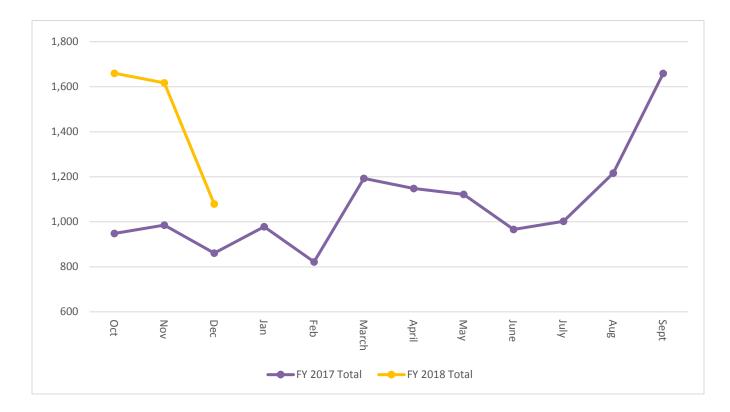
Highland Village Service: Total Boardings

Highland Village Service: Total Boardings

- Highland Village Community On-Demand total boardings decreased by 45 or 19.57% from November 2016 to November 2017 and decreased by 121 or 55.25% from December 2016 to December 2017. YTD boardings decreased by 193 or 29.83% over the same period last year.
- Highland Village Connect Shuttle total boardings increased by 102 or 61.82% from November 2016 to November 2017 and increased by 99 or 139.44% from December 2016 to December 2017. YTD boardings increased by 331 or 85.75% over the same period last year.
- YTD total boardings for all Highland Village services increased by 138 or 13.36% compared to the same period the prior year.

WS 1(e)



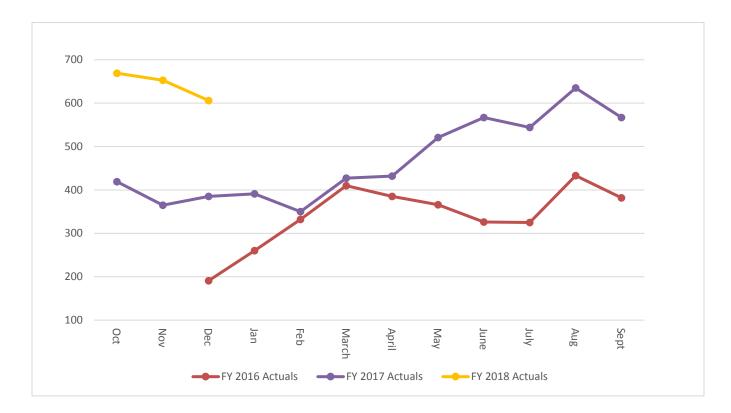


North Texas Xpress Commuter Services: Total Boardings

North Texas Xpress: Total Boardings

- Service was initiated in September 2016 in coordination with the Fort Worth Transportation Authority and operates Monday through Friday from 6:15 am to 9:30 pm.
- Total boardings increased by 632 or 64.16% in November 2017 compared to November 2016.
- Total boardings increased by 218 or 25.32% in December 2017 compared to December 2016.
- In December 2017, the YTD total boardings increased 1,562 or 55.91% over the same period the prior year.





Frisco Demand Response Service: Total Boardings

Frisco Demand Response Service: Total Boardings

- In November, total boardings increased by 288 or 78.9% compared to November 2016.
- In December, total boardings increased by 221 or 57.4% compared to December 2016.
- Total boardings YTD increased by 759 or 64.93% compared to the same period last year.
- These increases can be attributed to the implementation of the Taxi Pilot Project, which was implemented on March 20, 2017.
- Since inception, the Taxi Pilot Project has provided an additional 1,541 trips.



Collin County Transit

- Service was initiated on June 1, 2017.
- Collin County Transit is a hybrid service provided on behalf of the McKinney Urban Transit District. Service is currently provided in the cities of McKinney, Celina, Melissa, Princeton, and Lowry Crossing.
- The service consists of primarily a taxi voucher program, with supplemental demand response service for those customers who are not able to utilize a taxi due to their mobility device.
- Service is provided Monday through Friday from 6:00 am to 6:00 pm and Saturday 8:00 am to 6:00 pm.
- Collin County Transit ridership will be provided in table format (see below) until a full year of data is available for annual comparison purposes.

	COLLIN COUNTY TRANSIT SUMMARY REPORT									
Month	Total	Тахі	Demand Response							
December	317	317	0							
November	361	361	0							
October	399	399	0							
September	321	320	1							
August	274	272	2							
July	150	150	0							
June	97	91	6							



SAFETY/SECURITY

- DCTA Rail Operations Injury-Free Workdays: 350
- DCTA Bus Operations Injury-Free Workdays: 45

MAINTENANCE

- **Right of Way:** DCTA contract operations (Rio Grande Pacific) continues to perform weekly safety inspections, which have not identified any major issues.
- **Signal/Communications:** DCTA contract operations (CTC) continues to perform weekly signal safety inspections, which have not identified any major issues.
- **Stations:** DCTA contract operations (Rio Grande Pacific) continues to perform weekly safety inspections, which have not identified any major issues.
- **Rail Mechanical:** DCTA contract operations (First Transit) reported a mechanical failure on December 15th that resulted in one annulled train. The issue has been resolved.

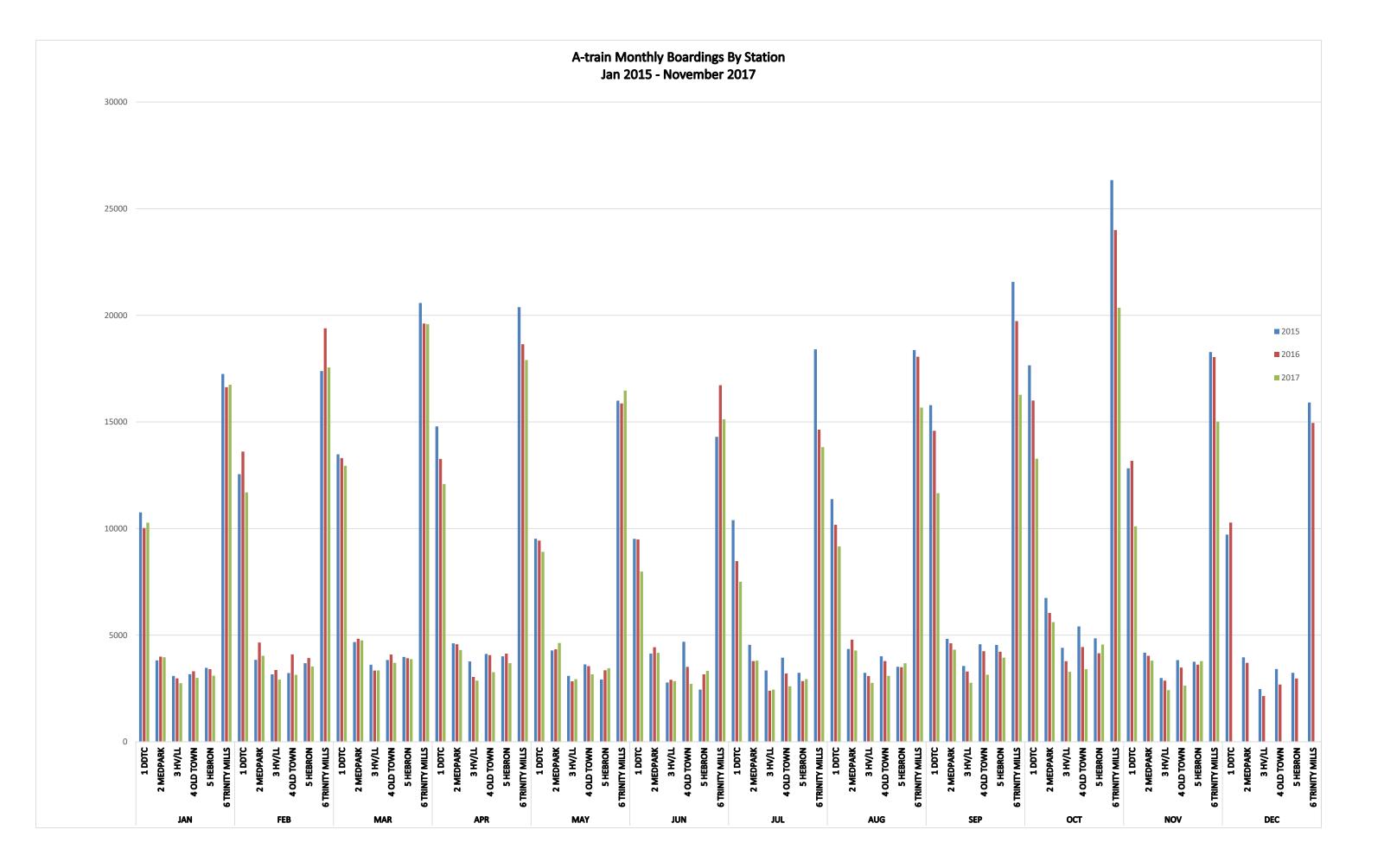
Final Review:

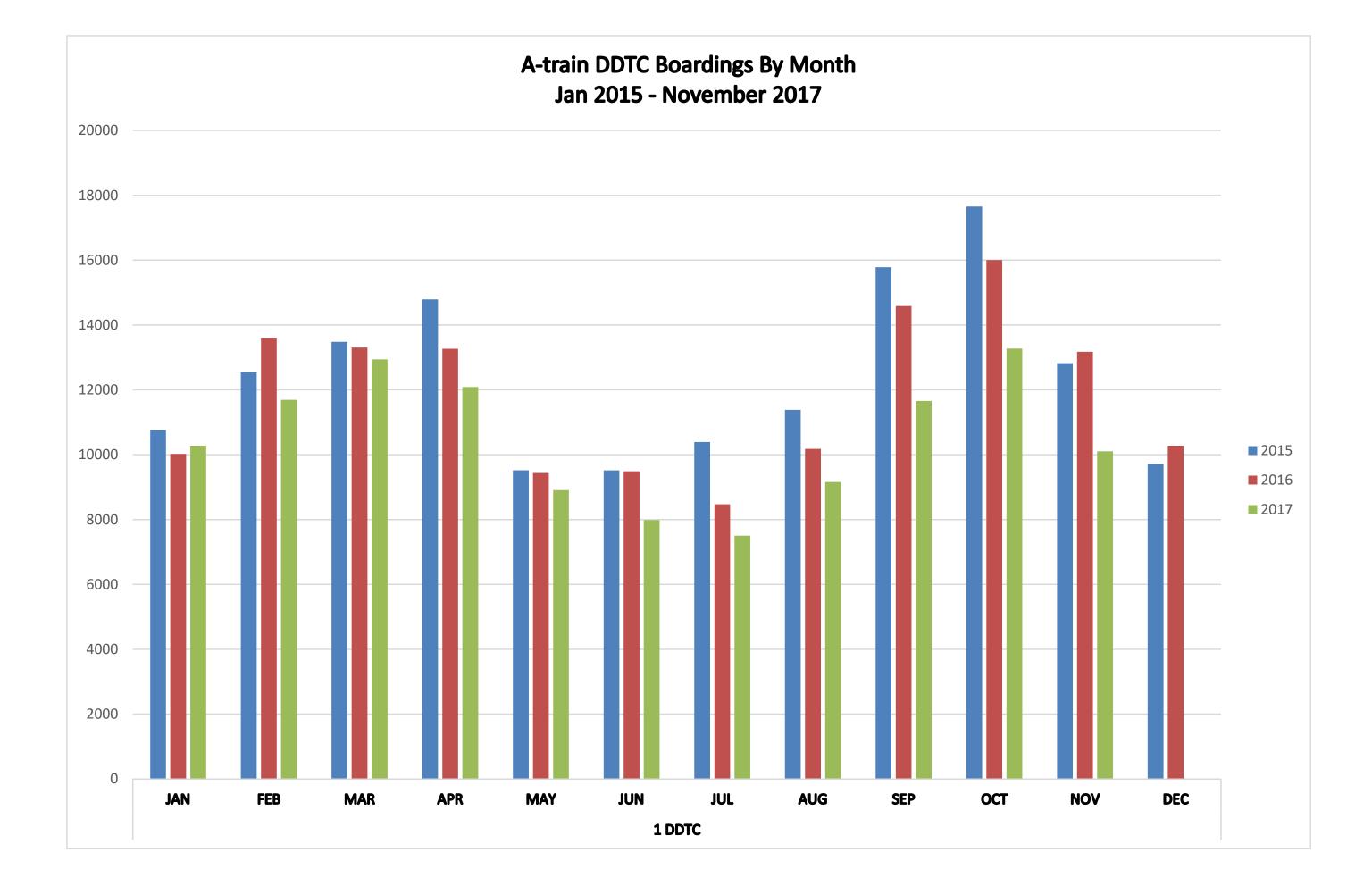
Raymond Suarez, COO

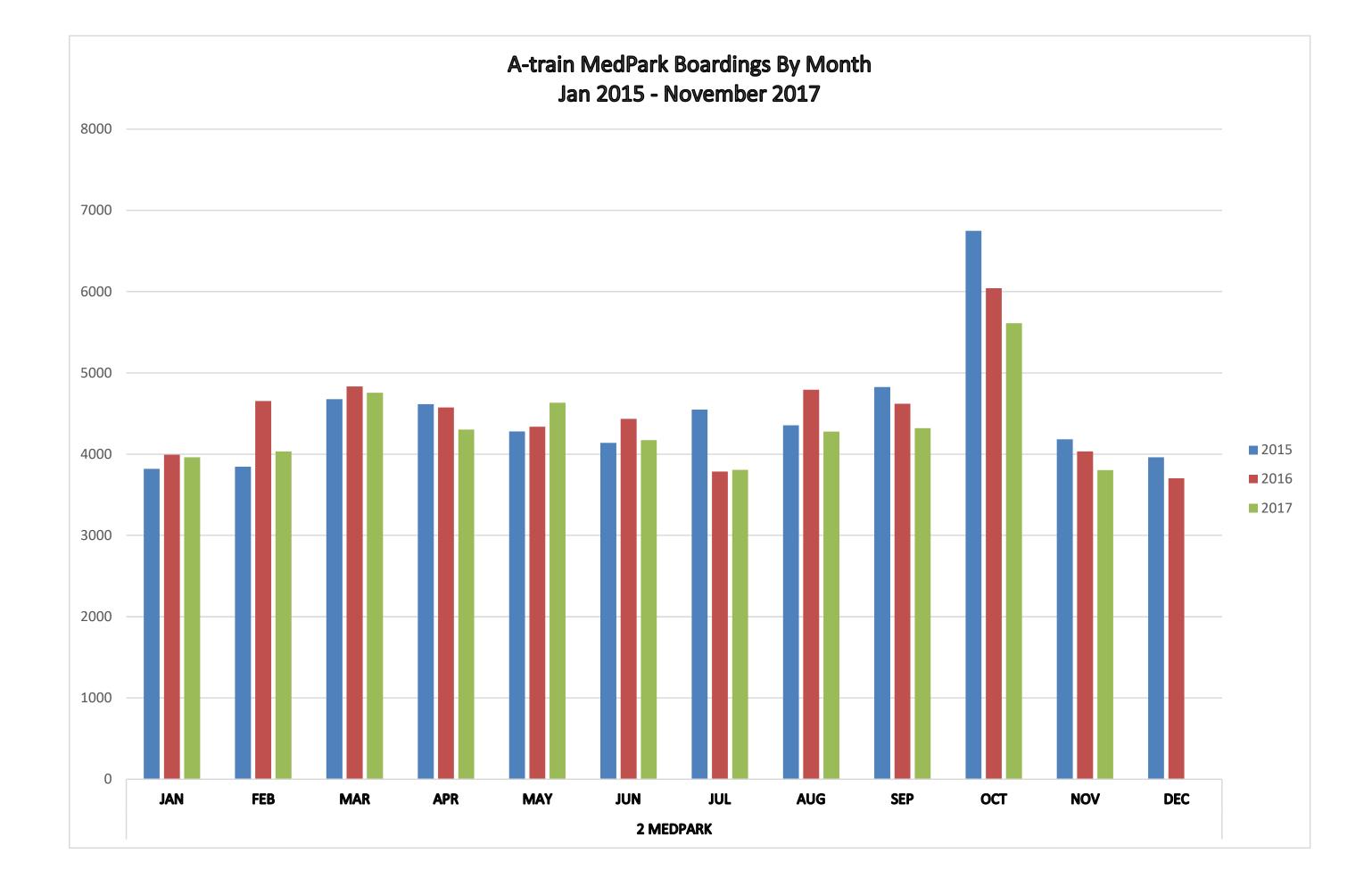


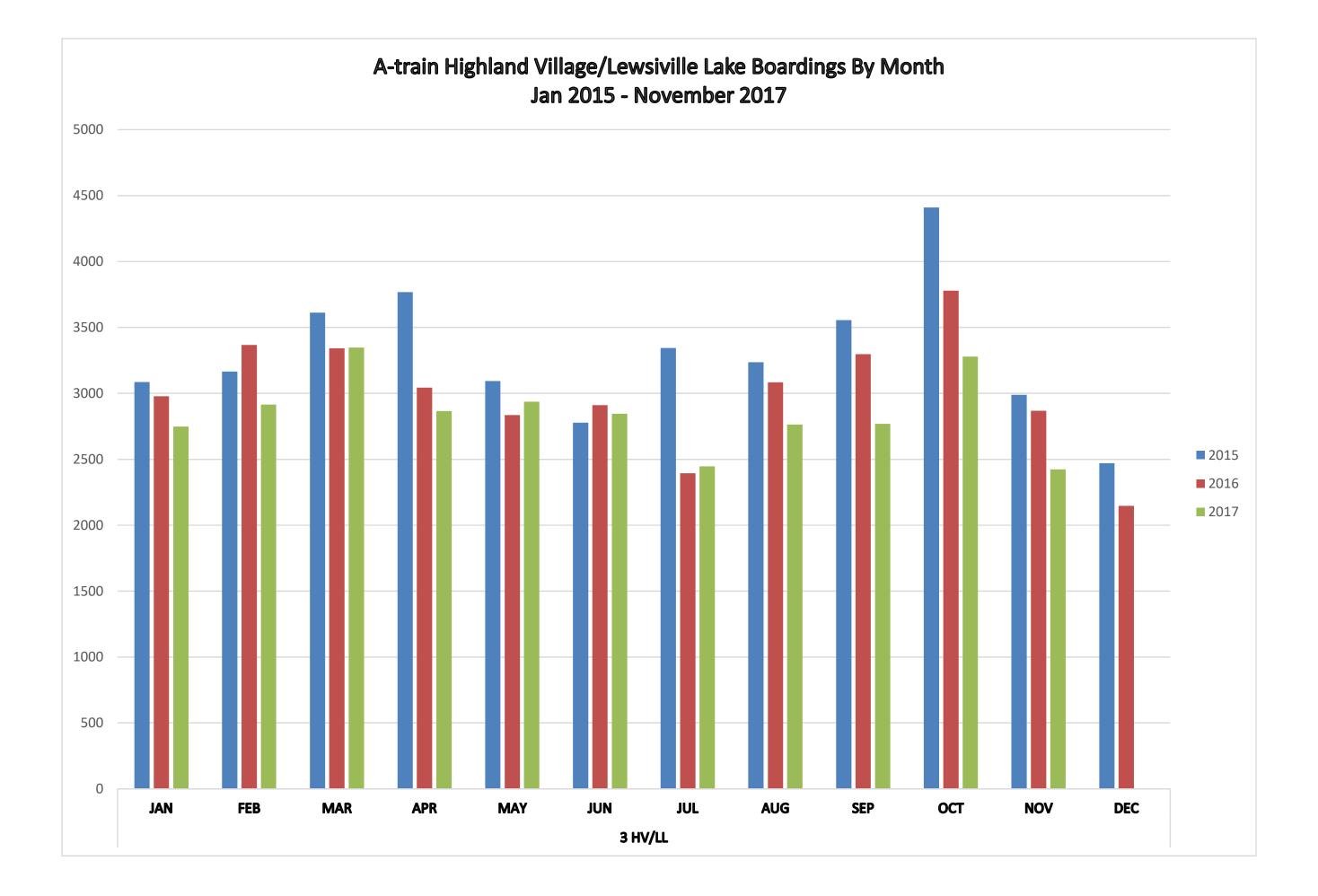
WS 1(e)

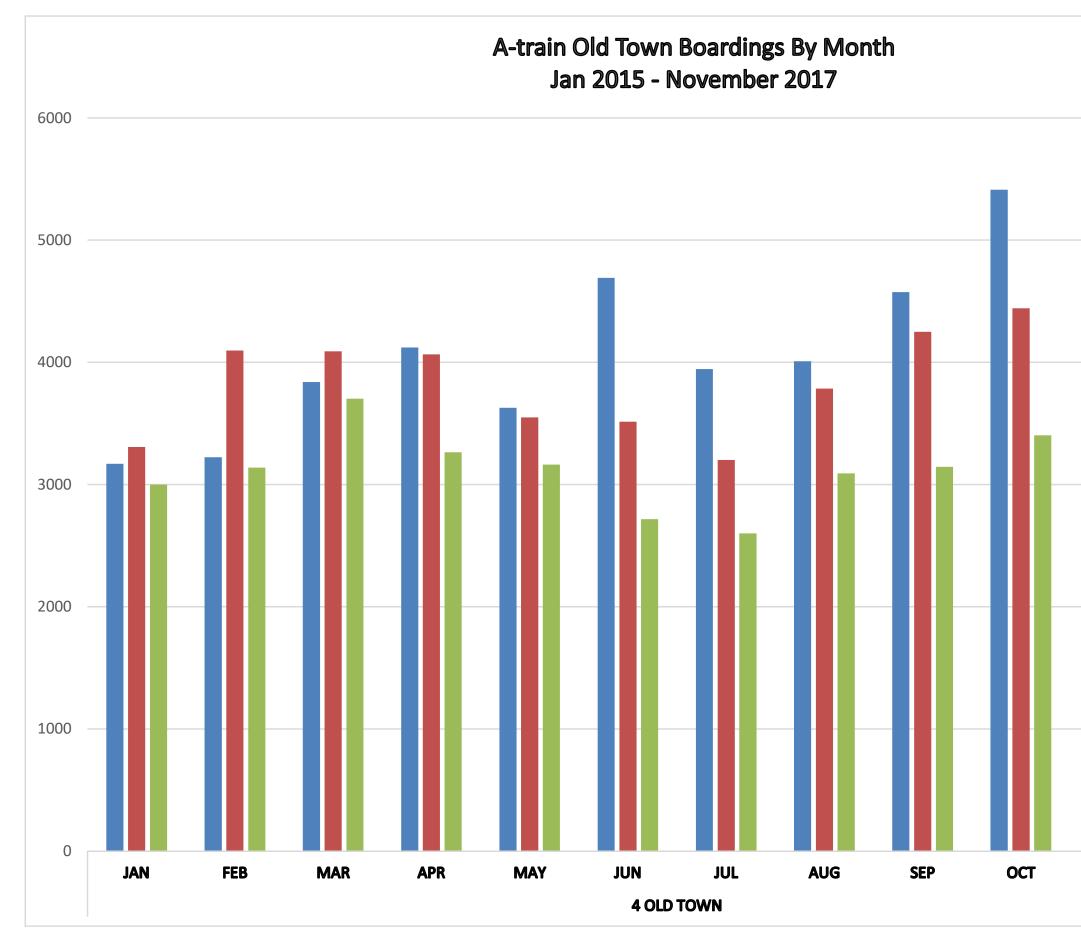
ATTACHMENT: Monthly A-Train Boardings by Station

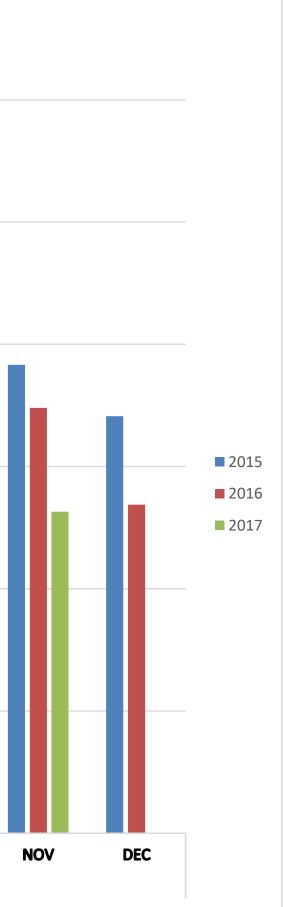


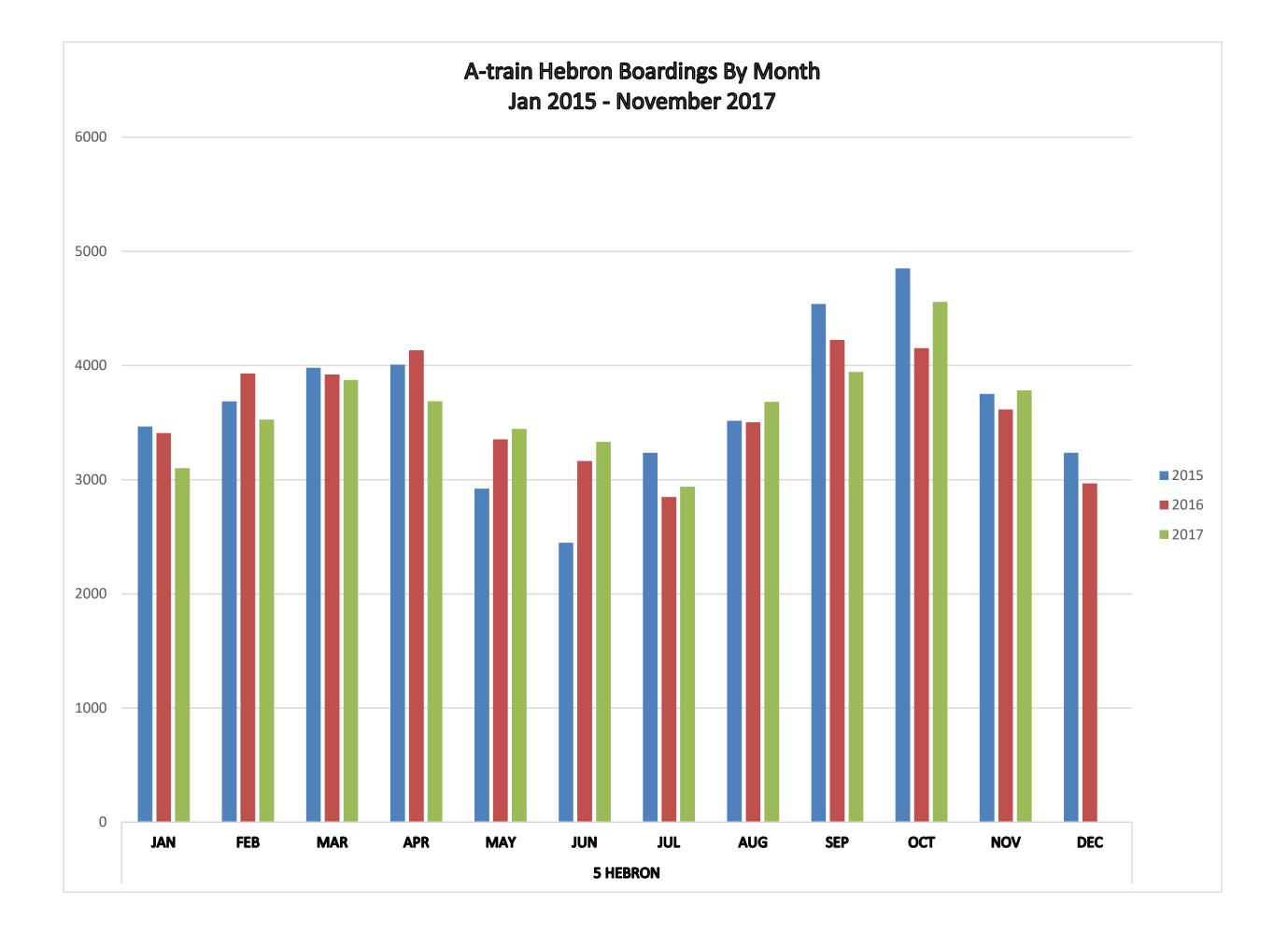


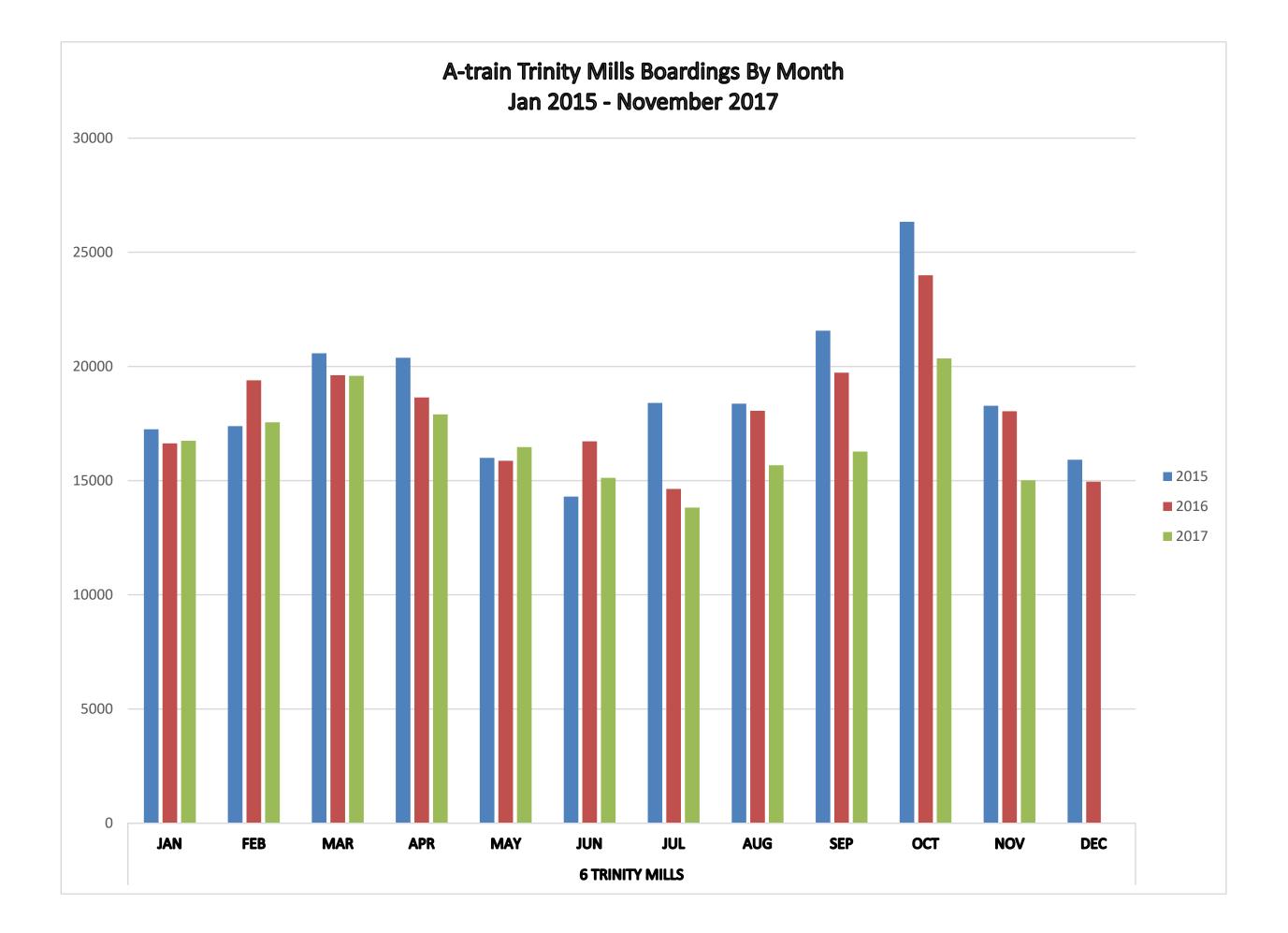


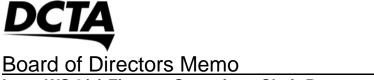












January 25, 2018

Item: WS 3(a) Finance Committee Chair Report

The Finance Committee meeting and Special Called Board of Directors meeting was held at 12:00 p.m., Tuesday, January 16, 2018 at 1955 Lakeway Dr., Suite 260 Conference Room in Lewisville, Texas.

In attendance were:

Committee Members: Richard Huckaby, Connie White (acting Committee Chair), Tom Winterburn Board Members: Charles Emery, George Campbell Absent: Dave Kovatch (Committee Chair)

DCTA Staff: Amanda Riddle, Anna Mosqueda, Athena Forrester, Brandy Pedron, Jim Cline, Kristina Holcomb, Marisa Perry

A complete copy of the Finance Committee agenda packet and handouts is included as "Attachment A" to this report. The following agenda items were discussed:

Presentation of Preliminary Year-End Audit Report

- Jerry Gaither, Partner, and Jennifer Ripka, Senior Manager, with Weaver and Tidwell, LLP presented the FY17 audit report. DCTA will receive an unmodified (clean) opinion for FY17. The audit presentation included a detailed discussion of the audit process, required communications to the committee/board, audit results, areas of DCTA strengths and accomplishments, and financial highlights.
- The Finance Committee recommended forwarding the audit as presented to the Board for acceptance at the February Board meeting scheduled for February 13th.

Discussion of Proposed Fare Structure

• Anna Mosqueda and Jim Cline presented a brief summary of proposed fare changes being reviewed by other transit agencies in the region. No action was recommended at the current time. The fare structure and ridership data will be discussed at the Board's Strategic Planning Session on February 22nd.

Review of FY18 Committee Calendar

- The Finance Committee reviewed the FY18-19 budget calendar as presented by staff.
- The budget calendar will be included on the February Board meeting agenda for review and discussion.

The meeting adjourned at 12:58pm.

Finance Committee Chair – Dave Kovatch Members – Richard Huckaby, Connie White, Tom Winterburn Staff Liaison – Anna Mosqueda – CFO