

**STATUS REPORT ~ FINANCIAL HIGHLIGHTS**

*Period Ending February 29, 2016*

| <b>All Mode Major Revenues</b>   |                         |                     |                         |                                      |                         |                     |                                      |
|----------------------------------|-------------------------|---------------------|-------------------------|--------------------------------------|-------------------------|---------------------|--------------------------------------|
|                                  | <b>Fiscal Year 2016</b> |                     |                         |                                      | <b>Fiscal Year 2015</b> |                     |                                      |
|                                  | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>Budget to Actual</b> | <b>% of Budget collected to date</b> | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>% of Budget collected to date</b> |
| <b>Operating Revenues:</b>       |                         |                     |                         |                                      |                         |                     |                                      |
| Total Fare (Cash) Revenues       | \$4,659,140             | \$1,726,245         | (\$2,932,895)           | 37%                                  | \$3,251,417             | \$1,984,543         | 61%                                  |
| Total Pass Revenues              | 12,542,271              | 4,948,304           | (7,593,967)             | 39%                                  | 13,350,345              | \$5,181,379         | 39%                                  |
| Advertising Income               | 774,942                 | 253,423             | (521,519)               | 33%                                  | 774,942                 | \$241,862           | 31%                                  |
| Interest Income                  | 43,726                  | 29,923              | (13,803)                | 68%                                  | 105,676                 | \$17,643            | 17%                                  |
| Other Income                     | 562,776                 | 94,102              | (468,673)               | 17%                                  | 639,828                 | \$368,633           | 58%                                  |
| Ad Valorem                       | 34,884,712              | 31,320,492          | (3,564,220)             | 90%                                  | 31,843,863              | \$28,406,339        | 89%                                  |
| Federal Operating Grants         | 9,793,406               | 110,487             | (9,682,919)             | 1%                                   | 10,705,988              | \$283,085           | 3%                                   |
| State Operating Grants           | 5,319,707               | 261,300             | (5,058,407)             | 5%                                   | 5,239,851               | \$1,578,507         | 30%                                  |
| Local Operating Grants           | 650,000                 | 295,216             | (354,784)               | 45%                                  | 650,000                 | \$288,836           | 44%                                  |
| Tampa Historic Streetcar, Inc.   | 350,939                 | 199,272             | (151,667)               | 57%                                  | 265,206                 | \$45,416            | 17%                                  |
| Fund Balance - Operating         | (1,556,140)             | 0                   | 1,556,140               | 0%                                   | (860,539)               | \$0                 | 0%                                   |
| <b>Total Operating Revenues</b>  | <b>\$68,025,479</b>     | <b>\$39,238,764</b> | <b>(\$28,786,714)</b>   | <b>58%</b>                           | <b>\$65,966,577</b>     | <b>\$38,396,243</b> | <b>58%</b>                           |
| <b>All Mode Major Expenses</b>   |                         |                     |                         |                                      |                         |                     |                                      |
|                                  | <b>Fiscal Year 2016</b> |                     |                         |                                      | <b>Fiscal Year 2015</b> |                     |                                      |
|                                  | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>Budget to Actual</b> | <b>% of Budget expended to date</b>  | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>% of Budget expended to date</b>  |
| <b>Operating Expenses:</b>       |                         |                     |                         |                                      |                         |                     |                                      |
| Salaries and Wages               | \$36,879,492            | \$16,545,737        | (\$20,333,755)          | 45%                                  | \$35,227,971            | \$14,810,978        | 42%                                  |
| Fringe Benefits                  | 10,939,927              | 5,159,321           | (5,780,606)             | 47%                                  | 10,661,657              | \$5,590,213         | 52%                                  |
| Fuel and Oil                     | 4,950,490               | 1,785,960           | (3,164,530)             | 36%                                  | 7,966,537               | \$3,021,017         | 38%                                  |
| Parts and Supplies               | 3,450,148               | 1,619,107           | (1,831,041)             | 47%                                  | 3,123,918               | \$1,494,086         | 48%                                  |
| Operational Contract Services    | 2,526,499               | 1,091,231           | (1,435,268)             | 43%                                  | 2,262,084               | \$816,891           | 36%                                  |
| Administrative Contract Services | 1,376,829               | 234,156             | (1,142,673)             | 17%                                  | 737,038                 | \$313,754           | 43%                                  |
| Legal Services                   | 540,095                 | 118,017             | (422,078)               | 22%                                  | 431,095                 | \$110,286           | 26%                                  |
| Marketing and Printing           | 643,780                 | 154,532             | (489,248)               | 24%                                  | 506,484                 | \$125,804           | 25%                                  |
| Insurance Costs                  | 2,578,419               | 1,918,982           | (659,437)               | 74%                                  | 2,671,418               | \$1,195,338         | 45%                                  |
| Utilities                        | 866,290                 | 336,561             | (529,729)               | 39%                                  | 799,205                 | \$281,226           | 35%                                  |
| Taxes and Fees                   | 764,521                 | 303,406             | (461,115)               | 40%                                  | 657,821                 | \$274,409           | 42%                                  |
| Other Expenses                   | 2,508,989               | 1,294,294           | (1,214,695)             | 52%                                  | 921,349                 | \$403,666           | 44%                                  |
| <b>Total Operating Expenses</b>  | <b>\$68,025,479</b>     | <b>\$30,561,304</b> | <b>(\$37,464,175)</b>   | <b>45%</b>                           | <b>\$65,966,577</b>     | <b>\$28,437,668</b> | <b>43%</b>                           |

**“Mode Snapshots”**

| <b>Bus - Revenues</b>           |                         |                     |                         |                                      |                         |                     |                                      |
|---------------------------------|-------------------------|---------------------|-------------------------|--------------------------------------|-------------------------|---------------------|--------------------------------------|
|                                 | <b>Fiscal Year 2016</b> |                     |                         |                                      | <b>Fiscal Year 2015</b> |                     |                                      |
|                                 | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>Budget to Actual</b> | <b>% of Budget collected to date</b> | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>% of Budget collected to date</b> |
| <b>Operating Revenues:</b>      |                         |                     |                         |                                      |                         |                     |                                      |
| Total Fare(Cash) Revenues       | \$4,417,362             | \$1,608,260         | (\$2,809,102)           | 36%                                  | \$3,023,245             | \$1,868,049         | 62%                                  |
| Total Pass Revenues             | 11,716,750              | 4,583,447           | (7,133,303)             | 39%                                  | 12,516,866              | \$4,829,964         | 39%                                  |
| Total Other Revenues            | 44,781,405              | 30,256,250          | (14,525,154)            | 68%                                  | 43,729,261              | 29,167,919          | 67%                                  |
| <b>Total Operating Revenues</b> | <b>\$60,915,517</b>     | <b>\$36,447,957</b> | <b>(\$24,467,560)</b>   | <b>60%</b>                           | <b>\$59,269,372</b>     | <b>\$35,865,932</b> | <b>61%</b>                           |

| <b>Bus - Expenses</b>           |                         |                     |                         |                                     |                         |                     |                                     |
|---------------------------------|-------------------------|---------------------|-------------------------|-------------------------------------|-------------------------|---------------------|-------------------------------------|
|                                 | <b>Fiscal Year 2016</b> |                     |                         |                                     | <b>Fiscal Year 2015</b> |                     |                                     |
|                                 | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>Budget to Actual</b> | <b>% of Budget expended to date</b> | <b>Annual Budget</b>    | <b>YTD Actual</b>   | <b>% of Budget expended to date</b> |
| <b>Operating Expenses:</b>      |                         |                     |                         |                                     |                         |                     |                                     |
| Salaries                        | \$32,449,697            | \$14,499,316        | (\$17,950,381)          | 45%                                 | \$30,975,495            | \$12,961,196        | 42%                                 |
| Fringe Benefits                 | 9,657,311               | 4,828,835           | (4,828,476)             | 50%                                 | 9,388,668               | \$5,287,108         | 56%                                 |
| Fuel and Oil                    | 4,514,434               | 1,697,926           | (2,816,508)             | 38%                                 | 7,450,502               | \$2,873,122         | 39%                                 |
| Parts and Supplies              | 3,158,293               | 1,488,030           | (1,670,263)             | 47%                                 | 2,913,490               | \$1,415,334         | 49%                                 |
| Total Other Expenses            | 11,135,782              | 5,243,193           | (5,892,589)             | 47%                                 | 8,541,217               | 3,392,581           | 40%                                 |
| <b>Total Operating Expenses</b> | <b>\$60,915,517</b>     | <b>\$27,757,300</b> | <b>(\$33,158,217)</b>   | <b>46%</b>                          | <b>\$59,269,372</b>     | <b>\$25,929,341</b> | <b>44%</b>                          |

| <b>Paratransit - Revenues</b>   |                         |                    |                         |                                      |                         |                    |                                      |
|---------------------------------|-------------------------|--------------------|-------------------------|--------------------------------------|-------------------------|--------------------|--------------------------------------|
|                                 | <b>Fiscal Year 2016</b> |                    |                         |                                      | <b>Fiscal Year 2015</b> |                    |                                      |
|                                 | <b>Annual Budget</b>    | <b>YTD Actual</b>  | <b>Budget to Actual</b> | <b>% of Budget collected to date</b> | <b>Annual Budget</b>    | <b>YTD Actual</b>  | <b>% of Budget collected to date</b> |
| <b>Operating Revenues:</b>      |                         |                    |                         |                                      |                         |                    |                                      |
| Total Fare(Cash) Revenues       | \$157,585               | \$67,015           | (\$90,570)              | 43%                                  | \$143,979               | \$57,705           | 40%                                  |
| Total Pass Revenues             | 450,208                 | 160,360            | (289,848)               | 36%                                  | 458,166                 | \$159,880          | 35%                                  |
| Total Other Revenues            | 4,925,040               | 1,944,830          | (2,980,209)             | 39%                                  | 4,617,211               | 1,708,316          | 37%                                  |
| <b>Total Operating Revenues</b> | <b>\$5,532,833</b>      | <b>\$2,172,205</b> | <b>(\$3,360,628)</b>    | <b>39%</b>                           | <b>\$5,219,356</b>      | <b>\$1,925,901</b> | <b>37%</b>                           |

| <b>Paratransit - Expenses</b>   |                         |                    |                         |                                     |                         |                    |                                     |
|---------------------------------|-------------------------|--------------------|-------------------------|-------------------------------------|-------------------------|--------------------|-------------------------------------|
|                                 | <b>Fiscal Year 2016</b> |                    |                         |                                     | <b>Fiscal Year 2015</b> |                    |                                     |
|                                 | <b>Annual Budget</b>    | <b>YTD Actual</b>  | <b>Budget to Actual</b> | <b>% of Budget expended to date</b> | <b>Annual Budget</b>    | <b>YTD Actual</b>  | <b>% of Budget expended to date</b> |
| <b>Operating Expenses:</b>      |                         |                    |                         |                                     |                         |                    |                                     |
| Salaries                        | \$3,589,606             | \$1,612,918        | (\$1,976,688)           | 45%                                 | \$3,477,072             | \$1,464,274        | 42%                                 |
| Fringe Benefits                 | 1,050,174               | 260,457            | (789,717)               | 25%                                 | 1,051,082               | \$239,656          | 23%                                 |
| Fuel and Oil                    | 435,156                 | 88,034             | (347,122)               | 20%                                 | 515,135                 | \$147,848          | 29%                                 |
| Parts and Supplies              | 149,021                 | 77,313             | (71,708)                | 52%                                 | 92,699                  | \$41,460           | 45%                                 |
| Total Other Expenses            | 308,876                 | 133,483            | (175,393)               | 43%                                 | 83,368                  | 32,663             | 39%                                 |
| <b>Total Operating Expenses</b> | <b>\$5,532,833</b>      | <b>\$2,172,205</b> | <b>(\$3,360,628)</b>    | <b>39%</b>                          | <b>\$5,219,356</b>      | <b>\$1,925,901</b> | <b>37%</b>                          |



| Streetcar - Revenues            |                    |                  |                    |                               |                    |                  |                               |
|---------------------------------|--------------------|------------------|--------------------|-------------------------------|--------------------|------------------|-------------------------------|
|                                 | Fiscal Year 2016   |                  |                    |                               | Fiscal Year 2015   |                  |                               |
|                                 | Annual Budget      | YTD Actual       | Budget to Actual   | % of Budget collected to date | Annual Budget      | YTD Actual       | % of Budget collected to date |
| <b>Operating Revenues:</b>      |                    |                  |                    |                               |                    |                  |                               |
| Total Fare(Cash) Revenues       | \$84,192           | \$50,970         | (\$33,222)         | 61%                           | \$84,193           | \$58,789         | 70%                           |
| Total Pass Revenues             | 375,313            | 204,498          | (170,815)          | 54%                           | 375,313            | \$191,535        | 51%                           |
| Total Other Revenues            | 1,117,624          | 363,135          | (754,489)          | 32%                           | 1,018,343          | 354,086          | 35%                           |
| <b>Total Operating Revenues</b> | <b>\$1,577,129</b> | <b>\$618,603</b> | <b>(\$958,526)</b> | <b>39%</b>                    | <b>\$1,477,849</b> | <b>\$604,410</b> | <b>41%</b>                    |

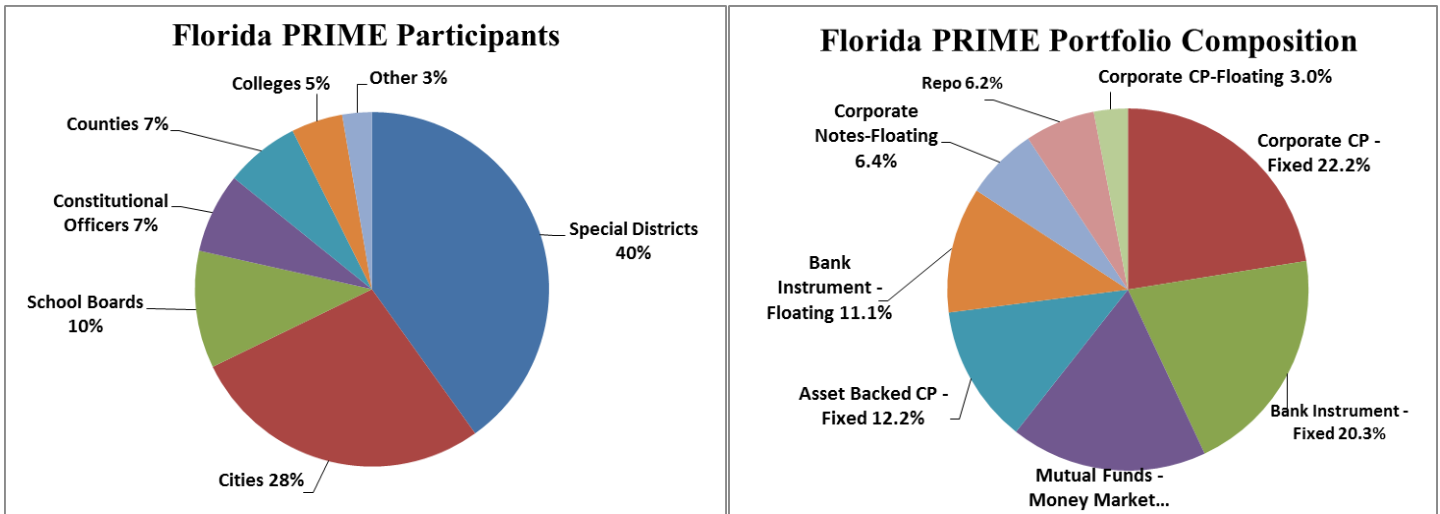
| Streetcar - Expenses            |                    |                  |                    |                              |                    |                  |                              |
|---------------------------------|--------------------|------------------|--------------------|------------------------------|--------------------|------------------|------------------------------|
|                                 | Fiscal Year 2016   |                  |                    |                              | Fiscal Year 2015   |                  |                              |
|                                 | Annual Budget      | YTD Actual       | Budget to Actual   | % of Budget expended to date | Annual Budget      | YTD Actual       | % of Budget expended to date |
| <b>Operating Expenses:</b>      |                    |                  |                    |                              |                    |                  |                              |
| Salaries                        | \$840,189          | \$433,504        | (\$406,685)        | 52%                          | \$775,404          | \$385,508        | 50%                          |
| Fringe Benefits                 | 232,442            | 70,029           | (162,413)          | 30%                          | 221,907            | \$63,448         | 29%                          |
| Fuel and Oil                    | 900                | 0                | (900)              | 0%                           | 900                | \$47             | 5%                           |
| Parts and Supplies              | 142,834            | 53,763           | (89,071)           | 38%                          | 117,729            | \$37,293         | 32%                          |
| Total Other Expenses            | 360,764            | 74,502           | (286,262)          | 21%                          | 361,909            | 96,130           | 27%                          |
| <b>Total Operating Expenses</b> | <b>\$1,577,129</b> | <b>\$631,798</b> | <b>(\$945,331)</b> | <b>40%</b>                   | <b>\$1,477,849</b> | <b>\$582,426</b> | <b>39%</b>                   |

### Investment Portfolio Overview

HART utilizes the State of Florida's local government investment pool, Florida PRIME, as its primary source of cash holdings. Considered low-risk and conservative in its investment strategy, Florida PRIME allows HART to attain a higher yield compared to that of a typical bank cash-flow concentration account.

| HART Florida PRIME Performance - FY2016       |                    |                    |                     |                     |                     |
|---|--------------------|--------------------|---------------------|---------------------|---------------------|
|   | Oct-15             | Nov-15             | Dec-15              | Jan-16              | Feb-16              |
| Interest Bearing Balance                      | \$7,884,271        | \$3,985,358        | \$25,489,909        | \$22,999,718        | \$19,408,415        |
| Interest Earned (included above)              | 2,427              | 1,087              | 4,551               | 9,810               | 8,697               |
| <b>Total SBOA (Florida PRIME) Investments</b> | <b>\$7,884,271</b> | <b>\$3,985,358</b> | <b>\$25,489,909</b> | <b>\$22,999,718</b> | <b>\$19,408,415</b> |
| <i>Yield Rates</i>                            | 0.27%              | 0.27%              | 0.35%               | 0.48%               | 0.53%               |

The Florida PRIME participation and portfolio composition for February 2016 are not currently available.



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