



**BOARD OF DIRECTORS**

**METROPOLITAN ATLANTA RAPID TRANSIT AUTHORITY**

**BUSINESS MANAGEMENT COMMITTEE**

**THURSDAY, NOVEMBER 16, 2023**

**ATLANTA, GEORGIA**

**MEETING MINUTES**

**1 CALL TO ORDER AND ROLL CALL**

Committee Chair James Durrett called the meeting to order at 9:33 A.M.

**Board Members**

**Present:**

Al Pond  
James Durrett  
Roderick Frierson  
Rita Scott  
Thomas Worthy  
William Floyd  
Valencia Williamson  
Sagirah Jones

**Board Members**

**Absent:**

Freda Hardage  
Kathryn Powers  
Russell McMurry  
Stacy Blakley  
Jennifer Ide  
Jacob Tzegaegbe  
Jannine Miller

**Staff Members Present:**

Collie Greenwood  
Melissa Mullinax  
Rhonda Allen  
Kevin Hurley  
Peter Andrews  
Carrie Rocha  
Michael Kreher  
George Wright  
Carrie Rocha

**Also in Attendance:** Justice Leah Ward Sears, Phyllis Bryant, David Emory, Victor Hall, Kenya Hammond, Jacqueline Holland, Leslie Hubble, Tyrene Huff, Jonathan Hunt, Donna Jennings, Nancy Joseph and Paula Nash

## 2 APPROVAL OF THE MINUTES

### **Approval of the October 26, 2023 Business Management Committee Minutes.**

On a motion by Board Member Pond, seconded by Board Member Frierson, the motion passed by a vote of 5 to 0 with 5 members present.

## 3 RESOLUTIONS

### **Resolution Authorizing Renewal of the Authority's Excess Operating Property and Liability Insurance Coverage for Calendar Year 2024**

Approval of a Resolution Authorizing Renewal of the Authority's Excess Operating Property and Liability Insurance Coverage for Calendar Year 2024. On a motion by Board Member Worthy, seconded by Board Member Williamson, the resolution passed by a vote of 6 to 0 with 6 members present.

### **Resolution Authorizing the Award of a Contract for the License Subscriptions and Support for VMware vRealize Products and Services, IFB B50331**

Approval of a Resolution Authorizing the Award of a Contract for the License Subscriptions and Support for VMware vRealize Products and Services, IFB B50331. On a motion by Board Member Frierson, seconded by Board Member Pond, the resolution passed by a vote of 6 to 0 with 6 members present.

### **Resolution Authorizing the Award of a Contract For the Procurement of Application Centric Infrastructure Leaf Expansions with Licenses, IFB B50261**

Approval of a Resolution Authorizing the Award of a Contract For the Procurement of Application Centric Infrastructure Leaf Expansions with Licenses, IFB B50261. On a motion by Board Member Worthy, seconded by Board Member Williamson, the resolution passed by a vote of 7 to 0 with 1 members abstaining and 8 members present.

### **Resolution Authorizing a Modification in Contractual Authorization for Multi-Functional Printers Lease and Maintenance Services, B50184**

Approval of a Resolution Authorizing a Modification in Contractual Authorization for Multi-Functional Printers Lease and Maintenance Services, B50184. On a motion by Board Member Worthy, seconded by Board Member Frierson, the resolution passed by a vote of 8 to 0 with 8 members present.

### **Resolution Authorizing the Award of a Contract for CCTV Offline Camera Remediation, IFB B50298**

Approval of a Resolution Authorizing the Award of a Contract for CCTV Offline Camera Remediation, IFB B50298. On a motion by Board Member Pond, seconded by Board Member Williamson, the resolution passed by a vote of 8 to 0 with 8 members present.

**Resolution Authorizing the Solicitation of Proposals for the Replacement of the Existing Public Facing Website Platform RFP P50441**

Approval of a Resolution Authorizing the Solicitation of Proposals for the Replacement of the Existing Public Facing Website Platform RFP P50441. On a motion by Board Member Worthy, seconded by Board Member Williamson, the resolution passed by a vote of 8 to 0 with 8 members present.

**4 OTHER MATTERS**

**FY24 October Consolidated Financial Highlights and Financial Key Performance Indicators (Informational Only)**

**5 ADJOURNMENT**

The Committee meeting adjourned at 10:36 A.M.

Respectfully submitted,

A handwritten signature in blue ink that reads "Tyrene L. Huff". The signature is written in a cursive, flowing style.

Tyrene L. Huff  
Assistant Secretary to the Board

YouTube link: <https://youtube.com/live/rfbGCan3Utl?feature=share>

# Resolution Authorizing Renewal of MARTA's Excess Operating Property and Liability Insurance Coverage for Calendar Year 2024

Business Management Committee

November 16, 2023





# PURPOSE

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- Discuss renewal of excess liability insurance coverage
- Discuss renewal of excess property insurance coverage
- Obtain Committee Approval

## **Liability Insurance Market Challenges**

- Few insurers willing to participate in “lead” layers
- Dramatic increase in cost of automobile and excess liability claims over last 10 years
- Rising jury verdicts/ “social inflation”, particularly problematic in Georgia
- Insurers insulating themselves from risk by increasing retention levels and reducing limits.
- Rising reinsurance costs continue to drive premium increases

# 2024 Liability Program



## Layer Structure

**\$ 10,000,000 Self Insured Retention**

**Layer 1 \$ 5,000,000**

**Layer 2 \$ 10,000,000**

**Layer 3 \$ 10,000,000**

**Layer 4 \$ 35,000,000**

**Layer 5 \$ 25,000,000**

**Layer 6 \$ 65,000,000**

**Total Limits \$ 150,000,000**

## 2024 Excess Liability Coverage Cost

Annual Cost of policy = \$ 9.56M

Policy Term January 1 – December 31

YOY Increase= 18% or \$ 1.45 M

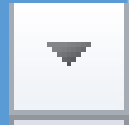




## Property Insurance Market Challenges

- High inflation raising replacement cost values
- Leading construction cost indices increased by 7%
- 24 events of at least \$1B+ impact to the industry in 2023
- Average rate increase in Q2 2023 +24%

# 2024 Property Program



## Layer Structure

\$ 5,000,000 Self Insured Retention

Layer 1 \$ 45,000,000

Layer 2 \$ 100,000,000

Layer 3 \$ 100,000,000

Layer 4 \$ 100,000,000

Total Limits \$ 350,000,000

## 2024 Excess Property Coverage Cost

Annual Cost of policy = \$ 2.95M

Policy Term January 1 – December 31

YOY Increase= 32.7% or \$ 727,711



YOY Cost of Programs	2023 Actual	2024 NTE	% Change
Excess Liability	\$ 8,104,590	\$ 9,563,416	18%
Excess Property	\$ 2,222,899	\$ 2,950,000	32%
<b>Total Cost</b>	<b>\$ 10,327,489</b>	<b>\$ 12,513,416</b>	<b>21.17%</b>



Thank You

**Resolution Authorizing Renewal of MARTA's Excess Operating Property and Liability  
Insurance Coverage**

**WHEREAS**, MARTA has operating property and liability insurance, in separate policies, with \$ 350,000,000 in limits and \$ 150,000,000 in limits, respectively, with expiration dates of December 31, 2023, and

**WHEREAS**, negotiations by MARSH have resulted in proposals for replacing these policies, effective January 1, 2024, for one year, to January 1, 2025, separately for property insurance and liability insurance, and

**WHEREAS**, such property coverage is available for a one- year period and includes insurance for \$ 350,000,000 excess of a \$ 5,000,000 per occurrence self- insured retention, at a premium not to exceed \$2,950,000;

**WHEREAS**, such liability coverage is available for a one- year period and includes insurance for \$ 150,000,000 excess of a \$ 10 million self- insured retention, at a premium not to exceed \$9,563,416,

**RESOLVED THEREFORE**, that the General Manager/CEO or his designee is hereby authorized and directed to effect or place excess property coverage and excess liability coverage effective January 1, 2024 at a total program cost not to exceed of \$ 12,513,416.

**Approved as to Legal Form:**

DocuSigned by:

*Peter J. Andrews*

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



# Resolution Authorizing the Award of a Contract for the License Subscriptions and Support for VMware vRealize Products and Services, IFB B50331

Nancy Joseph, Director of Technology Infrastructure and Production  
Department of Technology





# **Resolution Authorizing the Award of a Contract for the License Subscriptions and Support for VMware vRealize Products and Services, IFB B50331**

## **Procurement Request**

- Award a 3-year contract for license and support for MARTA's virtual server software - VMWare vRealize

## **Purpose**

- To continue usage of VMware products for managing and operating virtual servers at MARTA and in the cloud
- Simplify Technology Operations to efficiently and resiliently support MARTA's diverse business applications' needs



# Resolution Authorizing the Award of a Contract for the License Subscriptions and Support for VMware vRealize Products and Services, IFB B50331

## Procurement Considerations

- Notice to Bidders sent to 56 vendors
- 6 bids were received
- Netsync Network Solutions LLC was determined to be the lowest responsive and responsible bidder

## DBE Considerations

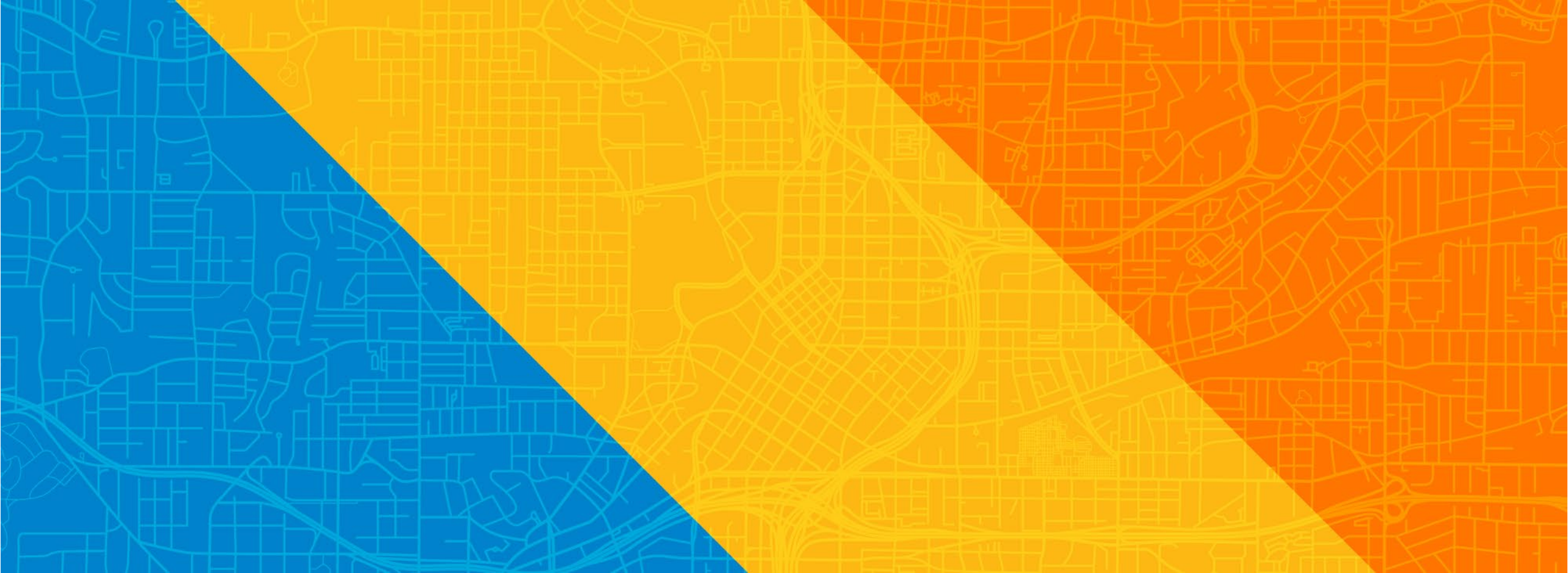
0% DBE goal, software purchase

## Financial Considerations

- This procurement is being funded with (100%) Local Capital Funds from the approved Fiscal Year 2024 budget.
- Three (3) Year Term      **\$898,064.40**
- Funds for the subsequent fiscal years will be included in the subsequent annual budgets.

## **Request Board Approval**

The Department of Technology requests the Business Management Committee recommend approval of the resolution authorizing the Award of a Contract for the License Subscriptions and Support for VMware vRealize Products and Services, IFB B50331 to Netsync Network Solutions, LLC in the amount of \$898,064.40.



Thank You



**RESOLUTION AUTHORIZING AWARD OF A CONTRACT FOR  
LICENSE SUBSCRIPTIONS AND SUPPORT FOR VMWARE VREALIZE PRODUCTS AND  
SERVICES, IFB B50331**

**WHEREAS**, the Authority's Department of Information Technology has identified the need for License Subscriptions and Support for VMware VRealize Products and Services, Invitation for Bids Number B50331; and

**WHEREAS**, on July 12, 2023, the Metropolitan Atlanta Rapid Transit Authority duly sent Notice of the Invitation for Bids to potential Bidders; and

**WHEREAS**, notices of the said Invitation for Bids were advertised in the local newspaper of the largest circulation in the Atlanta metropolitan area, once in each of the two weeks prior to opening bids; and

**WHEREAS**, all Bidders were given an opportunity to protest the bid instructions, specifications, and/or procedures; and

**WHEREAS**, on September 8, 2023 at 2:00 p.m., local time, six (6) bids were publicly opened and read aloud; and

**WHEREAS**, the lowest bid submitted by Presidio Networked Solutions, LLC, was determined to be non-responsive; and

**WHEREAS**, the second lowest bid submitted by Netsync Network Solutions, LLC, is responsive and responsible and the bidder is capable of performing the Contract; and

**RESOLVED THEREFORE**, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the General Manager/CEO or his delegate be, and hereby is, authorized to execute a Contract on substantially the same terms and conditions as contained in the Invitation for Bids Number B50331, for License Subscriptions and Support for VMware VRealize Products and Services between the Authority and Netsync Network Solutions, LLC in the amount of \$898,064.40.

**Approved as to Legal Form:**

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



**Resolution Authorizing the Award of  
a Contract For the Procurement of  
Application Centric Infrastructure  
Leaf Expansions with Licenses, IFB  
B50261**

Nancy Joseph, Director of Technology  
Infrastructure and Production

Department of Information Technology

# Resolution Authorizing the Award of a Contract For the Procurement of Application Centric Infrastructure Leaf Expansions with Licenses, IFB B50261

## Background

- Application Centric Infrastructure (ACI) is advanced networking technology that automates and simplifies network configuration deployment and management of devices within the MARTA enterprise and CCTV environments
- Competitive procurement to expand the Cisco ACI Leaf connectivity at Headquarters and Police Command Center.
- Devices are nearing port capacity and there is a need to build additional capacity for growth and expansion as we increase the number of cameras on our system
  - 4 - Cisco Nexus 9300CD-GX Switches (with 5 Year Licenses)
  - 10 - 40G and 100G Quad Small Form Factor (QSFP) transceivers





## **Resolution Authorizing the Award of a Contract For the Procurement of Application Centric Infrastructure Leaf Expansions with Licenses, IFB B50261**

### **Procurement Considerations**

- Notice to Bidders sent to 15 vendors
- 0 bids were received
- Negotiated with an authorized reseller, Presidio Networked Solutions, LLC for a 5-year contract at \$226,797.26
- Internal Audit determined the price to be fair and reasonable

### **DBE Considerations**

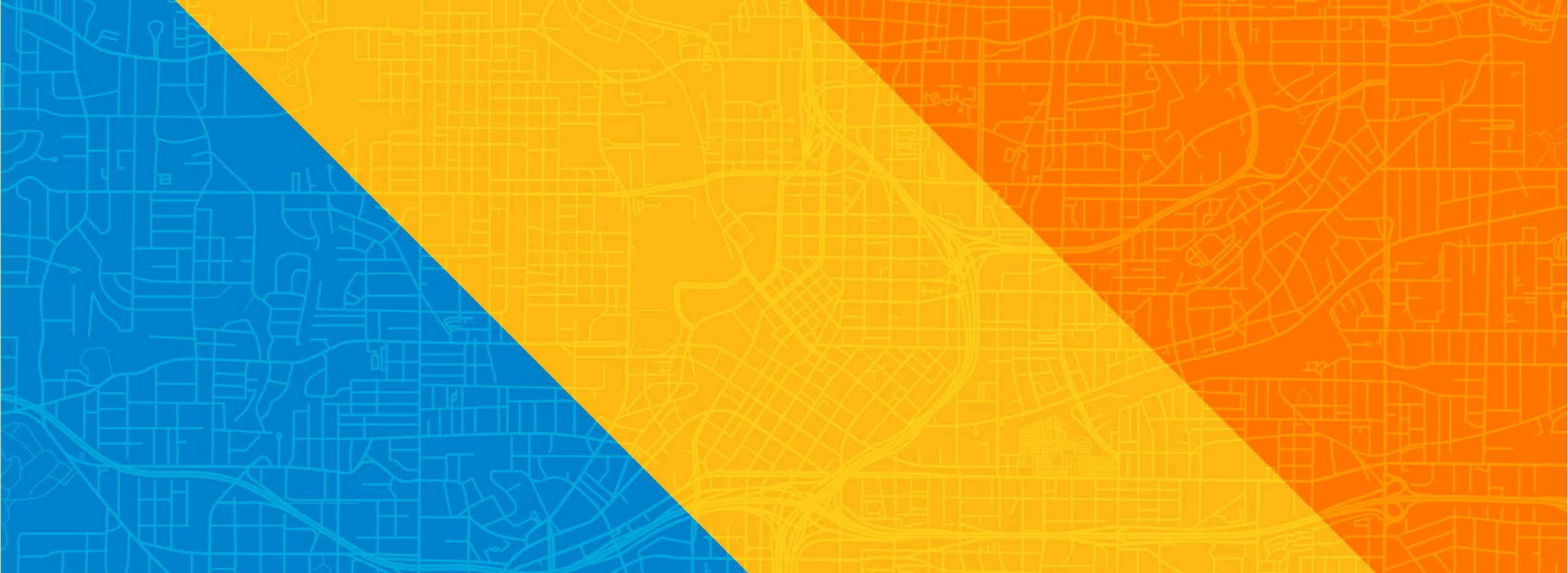
- 0% DBE goal
- No DBE vendors in this specific industry in the directory
- No subcontracting opportunities, software purchase

### **Financial Considerations**

- This procurement is being funded with (100%) Local Capital Funds from the approved Fiscal Year 2024 budget.
- 5-year contract at \$226,797.26
- Funds for the subsequent fiscal years will be included in the subsequent annual budgets.

## **Request Board Approval**

The Department of Technology request the Business Management Committee recommend approval of the resolution authorizing the Award of a Contract For the Procurement of Application Centric Infrastructure Leaf Expansions with Licenses, IFB B50261 to Presidio Networked Solutions, LLC in the amount of \$226,797.26.



Thank You



**RESOLUTION AUTHORIZING AWARD OF A CONTRACT FOR THE PROCUREMENT OF  
APPLICATION CENTRIC INFRASTRUCTURE LEAF EXPANSIONS WITH LICENSES, IFB  
B50261**

**WHEREAS**, the Authority's Office of Information Technology has identified the need for the Procurement of Application Centric Leaf Expansions with Licenses, Invitation for Bids Number B50261; and

**WHEREAS**, on April 26, 2023 notice of the said Invitation for Bids was advertised in the local newspaper of the largest circulation in the Atlanta metropolitan area, once in each of the two weeks prior to opening bids; and

**WHEREAS**, all Bidders were given an opportunity to protest the bid instructions, specifications, and/or procedures; and

**WHEREAS**, on May 30, 2023 at 2:00 p.m., local time, zero (0) bids were received;  
and

**WHEREAS**, it is in MARTA's best interest to negotiate with an authorized reseller;  
and

**WHEREAS**, on September 25, 2023, MARTA requested pricing from Presidio Networked Solutions LLC and received pricing from Presidio Networked Solutions LLC;

*Resolution Authorizing Award of a Contract for the Procurement of Application Centric Leaf Expansions with Licenses, IFB B50261*

**WHEREAS**, the Department of Audit will conduct a price/cost analysis to determine if the price is fair and reasonable; and

**RESOLVED THEREFORE**, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the General Manager/CEO or his delegate be, and hereby is, authorized to execute a Contract on substantially the same terms and conditions as contained in the Invitation for Bids Number B50261, Procurement of Application Centric Leaf Expansions with Licenses between the Authority and Presidio Networked Solutions LLC, in the amount of \$226,797.26.

**Approved as to Legal Form:**

DocuSigned by:

*Peter J. Andrews*

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



Resolution Authorizing a  
Modification in Contractual  
Authorization for Multi-  
Functional Printers (MFPs) Lease  
and Maintenance Services, IFB  
B50184

Victor Hall, Director of Technology Support  
Services

Department of Technology

## Resolution Authorizing a Modification in Contractual Authorization for Multi-Functional Printers (MFPs) Lease and Maintenance Services, IFB B50184

### Background

Awarded contract to Canon Solutions America Inc., in the amount of \$1,346,353.04 (3 base years + 2 option years) in May 2023.

Contract includes a base cost for equipment rental and variable cost based on usage

All vendors submitted usage fees as a monthly cost

The 60-month value of the usage fees were not included in the contract value presented to the Board

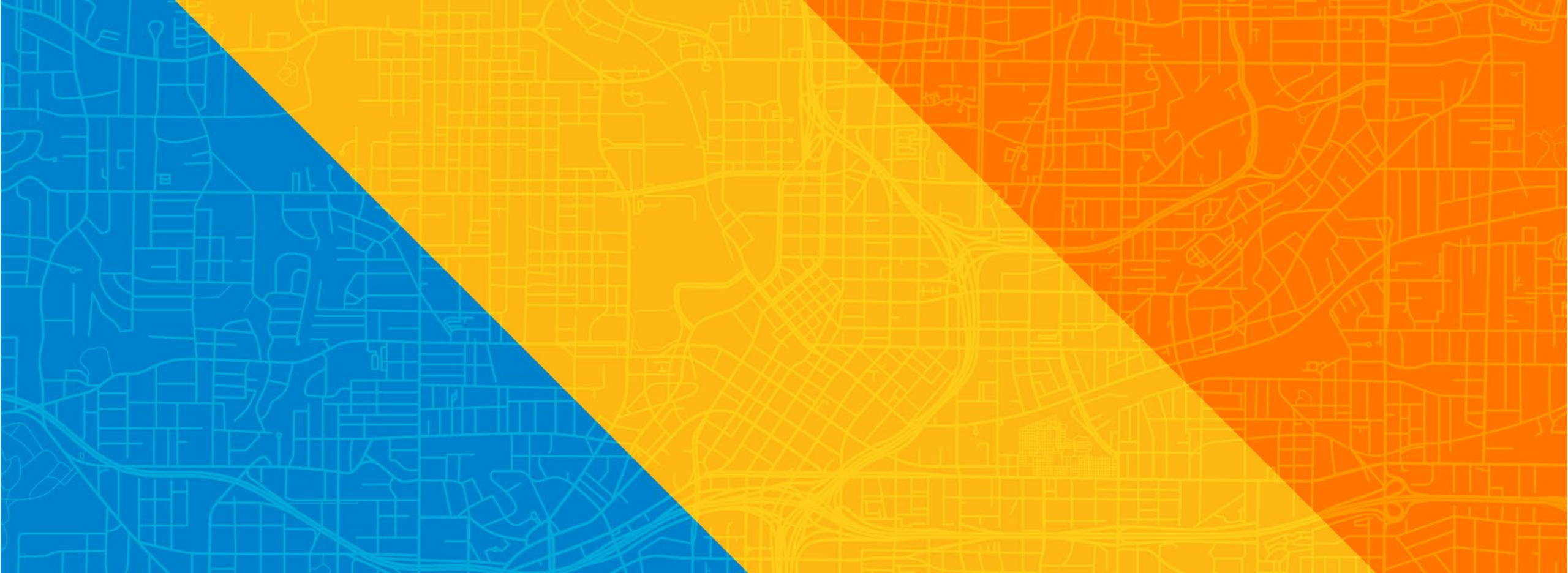
Request to modify the contract to add \$423,940.00 to cover usage charges for all devices through the entire term of the contract for a total contract value of \$1,770,293.04

Description	Amount
Original Contract Value	\$1,346,353.04
Requesting Additional Funding for Copies	\$423,940.00
Total Contract Value	\$1,770,293.04

## **Request Board Approval**

The Department of Technology request the Business Management Committee recommend approval of the resolution authorizing the Modification of a Contract for Multi-Functional Printers (MFPs) Lease and Maintenance Services, IFB B50184 to Canon Solutions America Inc., in the amount of \$1,770,293.04.





Thank You



**RESOLUTION AUTHORIZING THE MODIFICATION IN CONTRACTUAL AUTHORIZATION  
FOR MULT-FUNCTIONAL PRINTERS (MFPs) LEASE AND MAINTENANCE SERVICES  
CONTRACT NUMBER IFB B50184**

**WHEREAS**, on March 9, 2023 the General Manager entered into a Contract with Canon Solutions America, Inc. for Multi-Functional Printers (MFPs) Lease and Maintenance Services, Invitation for Bids B50184; and

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

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

**RESOLVED THEREFORE**, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the General Manager/CEO or his delegate be, and hereby is, authorized to increase the authorization for Contract No. B50184 Multi-Functional Printers (MFPs) Lease and Maintenance Services from \$1,346,353.04. to \$1,770,293.04.

**Approved as to Legal Form:**

DocuSigned by:

*Peter J. Andrews*

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



**marta** 

**Resolution Authorizing the Award  
of a  
Contract for the CCTV Offline  
Camera Remediation, IFB B50298**

**Nancy Joseph, Director of Infrastructure  
and Production  
Department of Technology**

# Resolution Authorizing the Award of a Contract for the CCTV Offline Camera Remediation, IFB B50298

## Procurement Request

- Technology is seeking approval to purchase three hundred (300) Arecont and Axis Cameras, Six hundred (600) Switches, Small Form Factor Ports (SFPs), and accessories for CCTV cameras at rail stations.

## Purpose

- Maintain State of Good repair for the critical CCTV system
- Replace older analog technology with more reliable and versatile digital technology
- Increase coverage and reliability
- Prepare the system for video analytics and other emerging system enhancements





# Resolution Authorizing the Award of a Contract for the CCTV Offline Camera Remediation, IFB B50298

## Procurement Considerations

- Notice to Bidders sent to 16 vendors
- 6 bids were received
- CDW-G was determined to be the lowest responsive bidder

## DBE Considerations

- The Office of Diversity and Inclusion assigned a 0% Disadvantaged Business Enterprise (DBE) goal to this procurement due to no DBE vendors in this specific industry in the directory and a lack of subcontracting opportunities.

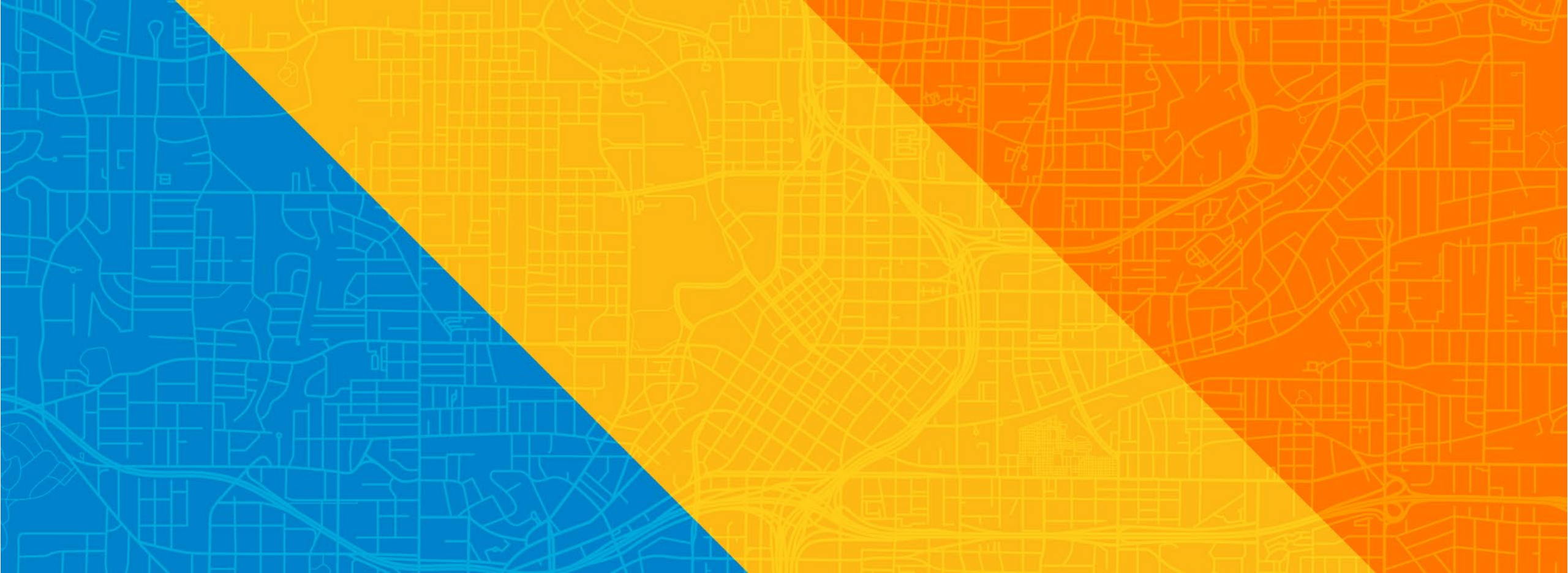
## Financial Considerations

This procurement is being funded with Local Capital Funds (100%) from the approved fiscal year 2024 budget.

**Base Term (One Year)                      \$1,204,813.75**

## **Request Board Approval**

The Department of Technology request the Business Management Committee recommend approval of the resolution authorizing the Award of a Contract for the CCTV Offline Camera Remediation, IFB B50298 to CDW-G in the amount of 1,204,813.75.



Thank You



**RESOLUTION AUTHORIZING AWARD OF A CONTRACT FOR  
CCTV OFFLINE CAMERA REMEDIATION, IFB B50298**

**WHEREAS**, the Authority's Office of Technology has identified the need for CCTV Offline Camera Remediation, Invitation for Bids Number B50298; and

**WHEREAS**, on August 30, 2023, the Metropolitan Atlanta Rapid Transit Authority duly sent advance notice of the Invitation for Bids to potential Bidders; and

**WHEREAS**, notices of the said Invitation for Bids were advertised in the local newspaper of the largest circulation in the Atlanta metropolitan area, once in each of the two weeks prior to opening bids; and

**WHEREAS**, all Bidders were given an opportunity to protest the bid instructions, specifications, and/or procedures; and

**WHEREAS**, On October 3, 2023 at 2:00 p.m., local time, six (6) bids were publicly opened and read aloud; and

**WHEREAS**, the lowest bid submitted by B&H Photo-Video Corp was determined to be non-responsive; and



**WHEREAS**, the second lowest bid submitted by CDW Government, LLC was determined by staff to be responsive and responsible and the bidder is capable of performing the Contract; and

**RESOLVED THEREFORE**, by the Board of Directors of the Metropolitan Atlanta Rapid Transit Authority that the General Manager/CEO or his delegate be, and hereby is, authorized to execute a Contract on substantially the same terms and conditions as contained in the Invitation of Bids Number B50298, for CCTV Offline Camera Remediation between the Authority and CDW-G, in the amount of \$1,204,813.75.

**Approved as to Legal Form:**

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



# **Resolution Authorizing the Solicitation of Proposals for [itsmarta.com](https://itsmarta.com) Website Replacement Project #32312**

Business Management Committee  
**MARTA Board of Directors**  
November 16, 2023

**David Emory**  
Senior Director, Customer Technology  
Office of Customer Technology

# Agenda

1. Project Background
2. Proposed Enhancements
3. Project Phasing and Costs
4. Next Steps
5. Board Resolution Request



Five Points Station Eiseman Façade

# Project Background

MARTA's website, itsmarta.com, is a major tool for communication with the public.

- 900k+ website views per month
- 45k+ page views for MARTA's trip planner
- 72% of website traffic uses mobile devices

The design of the website was updated in 2015-2016 to make it more mobile friendly.

- The back-end Content Management System (CMS) was not updated, leaving significant limitations for how to present information.
- The Website Replacement project will rebuild **the entire site**, back-end and front-end

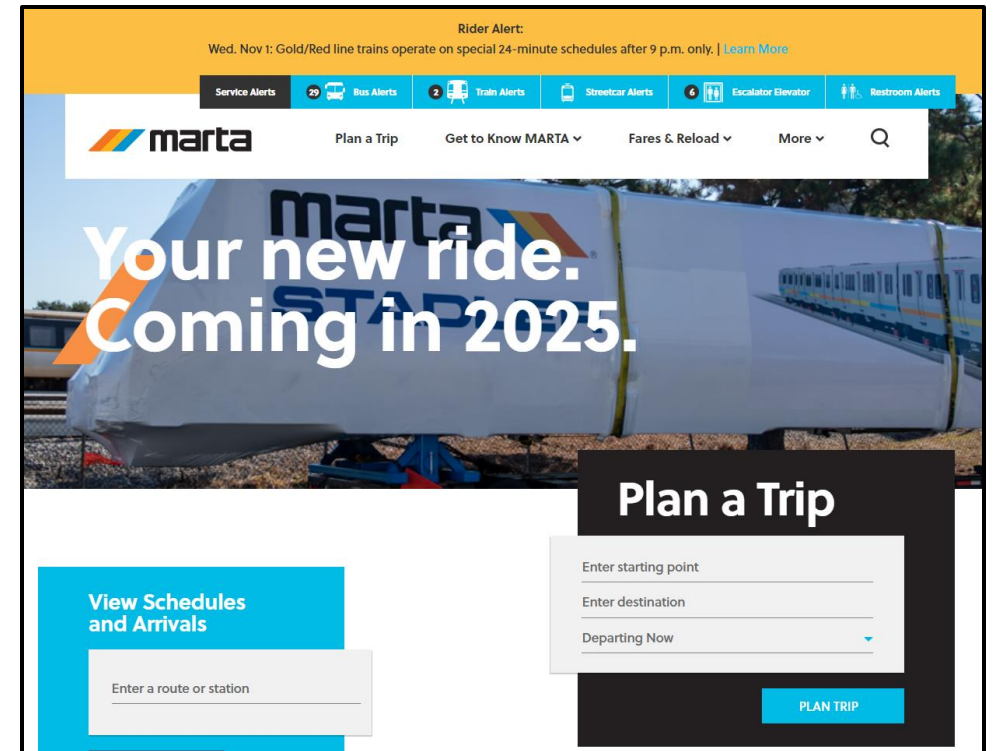


Image of itsmarta.com homepage

# Proposed Enhancements

- **Dynamic rider information** based on enhanced data feeds so that the information on the site always matches the service
- **Enhanced routes/stop pages** including live vehicle maps, expected arrivals, and alerts
- **Enhanced project tracking** for Capital Expansion and State of Good Repair projects
- **Native integrations** with future systems like Enterprise CRM and AFC 2.0
- A **mobile-optimized front-end** with enhanced Search Engine Optimization (SEO)
- Next-level **information security and reliability**
- Improved **accessibility** and user-centered design



Sample image of improved trip planning interface

# Project Phasing and Cost

The itsmarta.com Website Replacement project will include the following phases:

- **Phase 1:** Needs Assessment
- **Phase 2:** Design, Development, Testing, and Implementation
- **Phase 3:** Enhancements and Integration
- **Phase 4:** Ongoing Operations and Maintenance

## **Anticipated Cost**

Between \$1.9M - \$2.8M over 7 years (including software, services, and up to 6 years of O&M).

## **DBE Goal**

MARTA's D&I Office will evaluate for DBE participation opportunities and assign a goal during the solicitation process.

## Next Steps

- ✓ Budget approval for FY24 Capital Project #32312
- ✓ Technical requirements gathering and draft technical scope of work (including phases and integrations)
- **Committee & Board approval to solicit proposals**
- Finalize technical scope and submit to Contracts and Procurement (CPM)
- Issue Request for Proposals (RFP)
- RFP evaluations
- Board approval of selected vendor
- Finalize contract
- Implementation

MARTA patrons at  
Lindbergh Center  
Station



# Board Resolution Request

Staff requests that the Business Management Committee recommend approval of the resolution authorizing the solicitation of proposals for the **itsmarta.com Website Replacement**.



Streetcar in front of Ebenezer Baptist Church





Thank You



**Resolution Authorizing the Solicitation of Proposals For The Replacement of The  
Existing Public Facing Website Platform, RFP P50441**

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

**WHEREAS**, the General Manager/CEO has certified, in accordance with Section 14(m) of the MARTA Act, that the Procurement of Proposals for the Replacement of the Existing Public Facing Website Platform is impracticable through the solicitation of competitive bids; and

**WHEREAS**, award of a Contract for the procurement of the Replacement of The Existing Public Facing Website Platform, after the solicitation of proposals and selection of a preferred proponent pursuant to Section 14(m) of the MARTA Act, is subject to approval by the Board of Directors.

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

Approved as to Legal Form:

*Peter J. Andrews*

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



# **Financial Highlights Month Ended October 31, 2023**

**FY24**

**Key Performance Indicators**

**First Quarter Ended  
September 30, 2023**

## Year-To-Date (YTD) Operations Performance October 31, 2023 (\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
<b>Prior Year Carry Forward</b>	16.8	16.8	0.0	0.0%
<b>Net Revenues</b>	193.1	192.8	0.3	0.2%
<b>Net Expenses</b>	204.8	209.4	4.6	2.2%
<b>Net Surplus/(Deficit)</b>	<b>5.1</b>	<b>0.2</b>	<b>4.9</b>	

### COMMENTS

- YTD Net Revenues are favorable to budget by \$0.3M for the month of October
- YTD Net Expenses are favorable to budget by \$4.6M for the month of October
- YTD Net Surplus for October is \$5.1M compared to a \$0.2M budget surplus

## Year-To-Date (YTD) Operating Revenues and Expenses October 31, 2023 (\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
<b>SOURCES</b>				
Prior Year Carry Forward	16.8	16.8	0.0	0.0%
<b>REVENUES</b>				
Sales Tax	119.6	113.5	6.1	5.4%
Title Ad Valorem Tax	11.2	11.3	(0.1)	-0.9%
Federal Assistance	27.2	27.2	0.0	0.0%
Passenger Revenue	24.7	28.0	(3.3)	-11.8%
Lease Income	3.0	3.1	(0.1)	-3.2%
Station Parking	0.7	0.6	0.1	16.7%
Other Revenues	6.7	9.1	(2.4)	-26.4%
<b>Net Operating Revenues</b>	<b>209.9</b>	<b>209.6</b>	<b>0.3</b>	<b>0.1%</b>
<b>EXPENSES</b>				
Salaries and Wages	90.5	103.0	12.5	12.1%
Overtime	13.5	13.1	(0.4)	-3.1%
Total Benefits	46.6	53.0	6.4	12.1%
Contractual Services	32.9	34.7	1.8	5.2%
Total Materials and Supplies	19.9	18.9	(1.0)	-5.3%
Other Non-Labor	17.2	14.1	(3.1)	-22.0%
<b>Gross Operating Expenses</b>	<b>220.6</b>	<b>236.8</b>	<b>16.2</b>	<b>6.8%</b>
Less: Capital Charges	15.8	27.4	(11.6)	-42.3%
<b>Net Operating Expenses</b>	<b>204.8</b>	<b>209.4</b>	<b>4.6</b>	<b>2.2%</b>

### REVENUE COMMENTS – YTD revenues are \$0.3M above budget

- Sales Tax performance is \$6.1M above budget as a result of continued positive economic growth in the region
- Passenger Revenue is below budget by (\$3.3M) due to the loss of two TMAs and bus ridership lower than forecast
- Other Revenues are below budget by (\$2.4M) due to the timing of the Alternative Fuel Tax Rebate

### EXPENSE COMMENTS – YTD expenses are \$4.6M below budget

- Salaries and Wages are below budget by \$12.5M primarily due to vacant positions
- Total Benefits are \$6.4M below budget primarily due to vacant positions
- Contractual Services are \$1.8M below budget due to reductions in external litigation and management consultant costs
- Total Materials and Supplies are higher than budget by (\$0.9M) due to costs associated with Rebuilds & Repairable and Auxilliary Replacement Parts
- Other Non-Labor Expenses (\$3.1M) above budget due to an increase to third party liability reserves

## Current Month Operations Performance

### October 31, 2023 (\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
<b>Net Revenues</b>	47.9	47.6	0.3	0.6%
<b>Net Expenses</b>	54.8	49.8	(5.0)	-10.0%
<b>Net (Deficit)</b>	<b>(6.9)</b>	<b>(2.2)</b>	<b>(4.7)</b>	

#### COMMENTS

- Revenues are favorable to budget by 0.3M for the month of October
- Expenses are unfavorable to budget by (\$5.0M) for the month of October
- Net Deficit for October is (\$6.9M) compared to a (\$2.2M) budget deficit



## Current Month Operating Revenues and Expenses October 31, 2023 (\$ in Millions)

	Actual	Budget	Variance	
	\$	\$	\$	%
<b>REVENUES</b>				
Sales Tax	29.7	28.1	1.6	5.7%
Title Ad Valorem Tax	2.8	2.9	(0.1)	-3.4%
Federal Assistance	6.8	6.8	0.0	0.0%
Passenger Revenue	6.2	7.3	(1.1)	-15.1%
Lease Income	0.7	0.7	0.0	0.0%
Station Parking	0.2	0.2	0.0	0.0%
Other Revenues	1.5	1.6	(0.1)	-6.3%
<b>Net Operating Revenues</b>	<b>47.9</b>	<b>47.6</b>	<b>0.3</b>	<b>0.6%</b>
<b>EXPENSES</b>				
Salaries and Wages	23.7	22.9	(0.8)	-3.5%
Overtime	3.5	3.3	(0.2)	-6.1%
Total Benefits	11.6	11.9	0.3	2.5%
Contractual Services	10.1	9.2	(0.9)	-9.8%
Total Materials and Supplies	5.1	4.9	(0.2)	-4.1%
Other Non-Labor	4.3	3.9	(0.4)	-10.3%
<b>Gross Operating Expenses</b>	<b>58.3</b>	<b>56.1</b>	<b>(2.2)</b>	<b>-3.9%</b>
Less: Capital Charges	3.5	6.3	(2.8)	-44.4%
<b>Net Operating Expenses</b>	<b>54.8</b>	<b>49.8</b>	<b>(5.0)</b>	<b>-10.0%</b>

### REVENUE COMMENTS – Monthly revenues are \$0.3M above budget

- Sales Tax revenue is above budget by \$1.6M due to continued healthy economic growth in the region
- Passenger Revenue is below budget by (\$1.1M) due to a combination of lower than forecasted ridership and the loss of two TMAs

### EXPENSE COMMENTS – Monthly expenses are (\$5.0M) above budget

- Salaries and Wages are above budget by (\$0.8M) primarily due to retroactive pay to employees and police services applicable from July but posted in October
- Contractual Services are (\$0.9M) above budget largely due to increases associated with Contracted Paratransit Services

**FY24**

**October**

**Ridership**

**Key Performance Indicators**

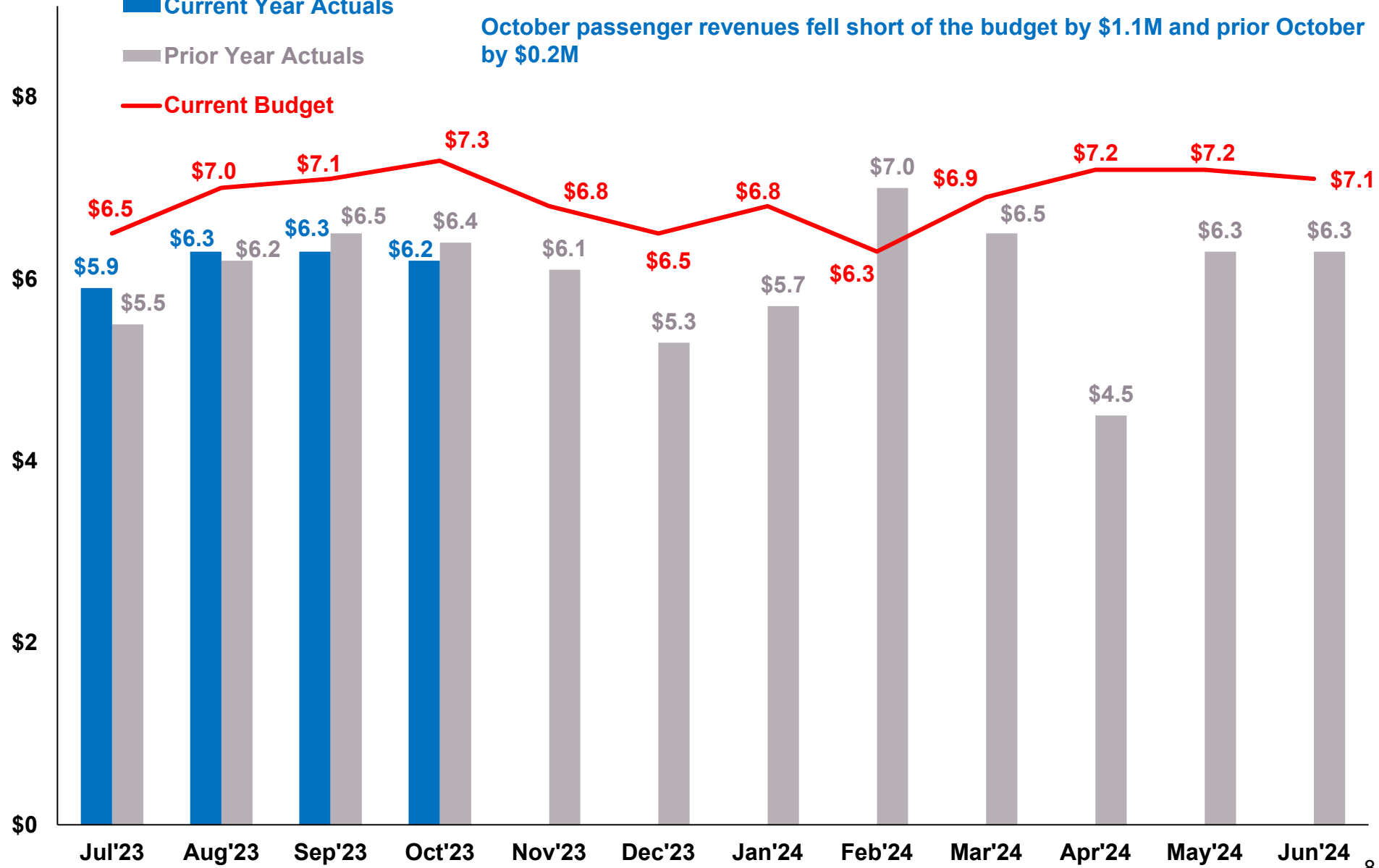
# Passenger Revenues (millions)

■ Current Year Actuals

■ Prior Year Actuals

— Current Budget

October passenger revenues fell short of the budget by \$1.1M and prior October by \$0.2M



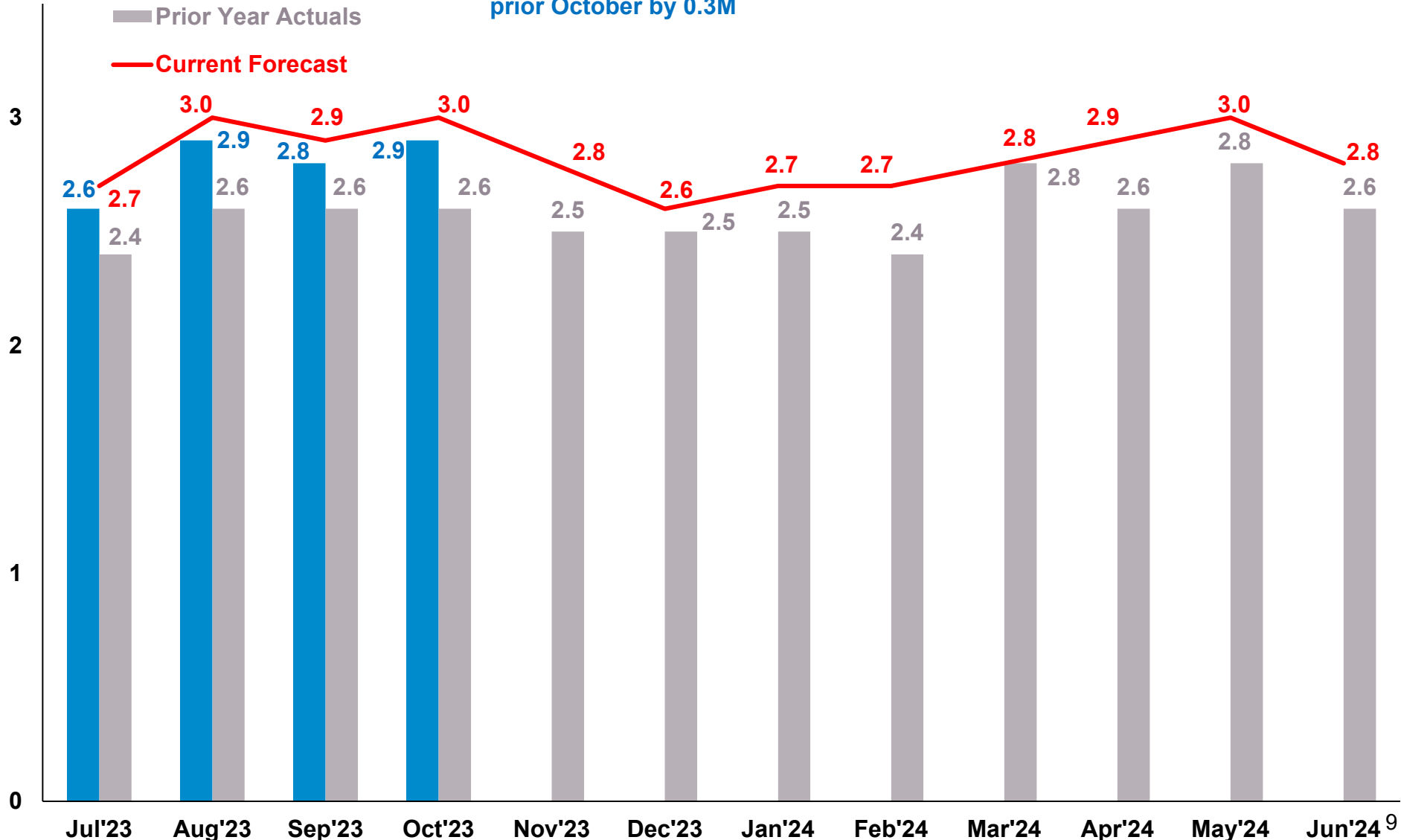
# Bus Ridership (unlinked trips, millions)

Current Actuals

Prior Year Actuals

Current Forecast

October bus ridership of 2.9M fell short of the forecast by 0.1M, but exceeded prior October by 0.3M



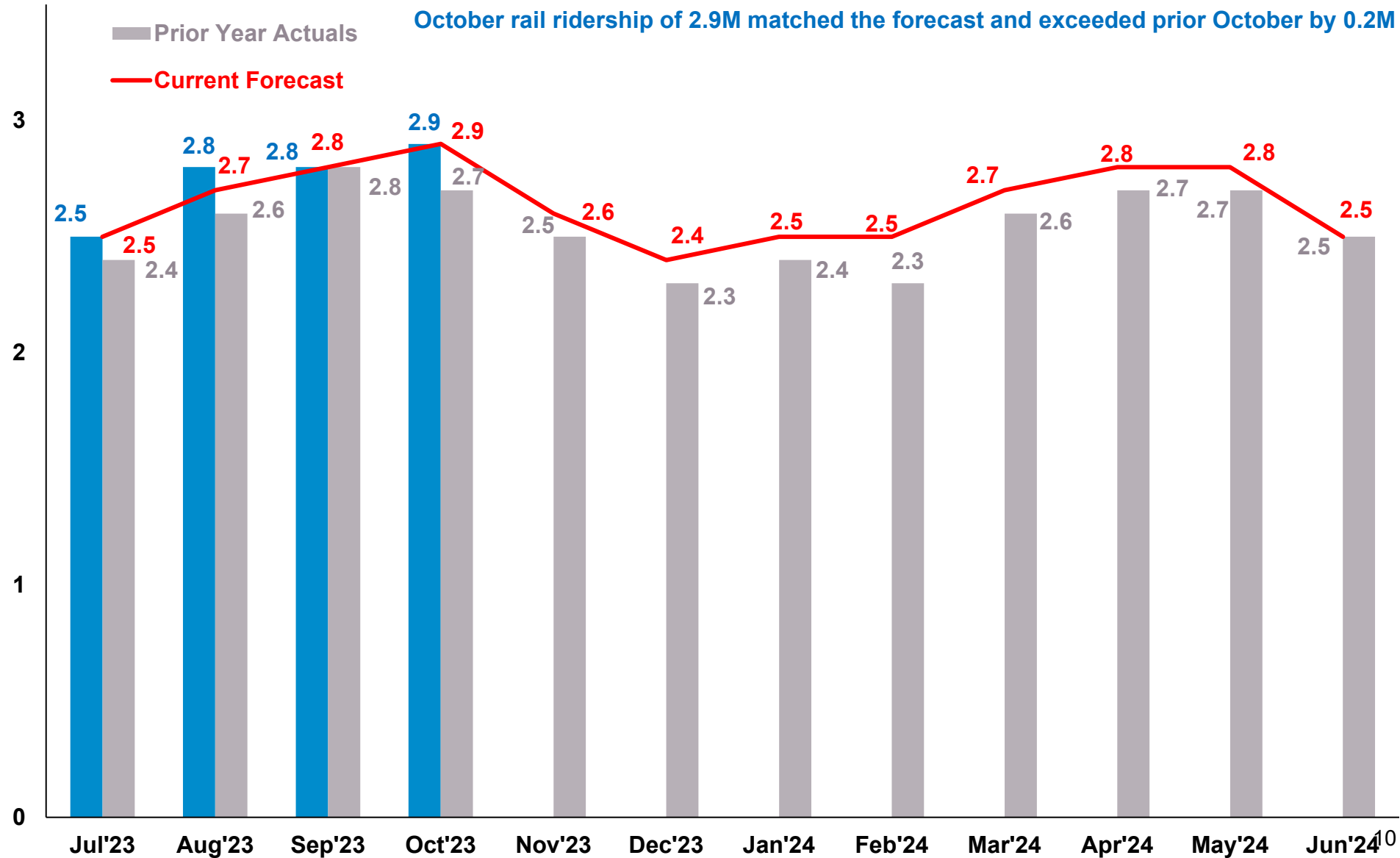
# Rail Ridership (unlinked trips, millions)

■ Current Actuals

■ Prior Year Actuals

— Current Forecast

October rail ridership of 2.9M matched the forecast and exceeded prior October by 0.2M





# **FY24 Capital Highlights Month Ended October 31, 2023**

**Capital Sources and Uses by Category - State of Good Repair (SGR)**  
**Year-To-Date thru October 2023**  
(\$ in Millions)

		<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>BUDGET VARIANCE</b>	
		<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>%</b>
<b>SOURCES OF FUNDS</b>					
	Beginning Balance	67.7	5.4	62.3	1153.7%
	Sales Tax	89.6	85.1	4.5	5.3%
	Federal Funds	14.7	28.0	-13.3	-47.5%
	Other Revenue	1.4	0.3	1.1	320.0%
	<b>Total Sources of Funds</b>	<b>173.4</b>	<b>118.8</b>	<b>54.6</b>	<b>45.9%</b>
<b>USES</b>					
	Facilities & Stations	16.3	44.0	27.7	62.9%
	Maintenance of Way	5.2	10.2	5.0	48.9%
	Non-Asset	11.4	33.1	21.8	65.7%
	Systems	10.0	42.6	32.6	76.6%
	Vehicles	9.4	22.2	12.8	57.7%
	<b>Subtotal CIP:</b>	<b>52.3</b>	<b>152.1</b>	<b>99.8</b>	<b>65.6%</b>
	Debt Service	46.5	50.5	4.0	7.9%
	<b>Total Uses</b>	<b>98.8</b>	<b>202.6</b>	<b>103.8</b>	<b>51.2%</b>

**Top 10 Projects by Expenditures - State of Good Repair (SGR)**  
**Year-To-Date thru October 2023**  
(\$ in Millions)

Rank	Project	Project Name	Category	Actuals \$M	Annual Budget \$M	% Annual Budget
1	32177	Rail Station Rehabilitation	Facilities	7.8	50.0	15.5%
2	32239	Dekalb (Planning)	Non-Asset	6.0	13.5	44.3%
3	31701	Track Renovation Phase IV	MOW	5.0	21.5	23.2%
4	32299	MARTA Site Relocation	Facilities	4.6	14.5	31.4%
5	31728	CQ310 and CQ311 Life Extension	Vehicles	2.5	6.1	40.5%
6	31703	Train Control Systems Upgrade	Systems	2.3	8.0	28.7%
7	32242	Clayton Bus Maintenance Facility	Non-Asset	2.1	8.5	25.2%
8	31644	MARTA Police Canine Program	Systems	1.5	4.0	38.4%
9	32133	CQ310 Life Extension 42-M	Vehicles	1.4	3.7	37.4%
10	32276	Parking Lot Repair	Facilities	1.3	20.7	6.4%
<b>Total - Top 10 Projects</b>				<b>\$34.4</b>	<b>\$150.5</b>	<b>22.9%</b>



**Capital Sources and Uses by Category - More MARTA - City of Atlanta**  
**Year-To-Date thru October 2023**  
(\$ in Millions)

		<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>BUDGET VARIANCE</b>	
		<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>%</b>
<b>SOURCES OF FUNDS</b>					
	Sales Tax	18.5	17.5	0.9	5.3%
	Other Revenue	2.7	2.7	0.0	0.0%
	<b>Total Sources of Funds</b>	<b>21.2</b>	<b>20.2</b>	<b>0.9</b>	<b>4.6%</b>
<b>USES</b>					
	Non-Asset	5.7	72.7	67.0	92.2%
	<b>Total Uses</b>	<b>5.7</b>	<b>72.7</b>	<b>67.0</b>	<b>92.2%</b>

**Top Projects by Expenditures - More MARTA - City of Atlanta**  
**Year-To-Date thru October 2023**  
(\$ in Millions)

Rank	Project	Project Name	Category	Actuals \$M	Annual Budget \$M	% Annual Budget
1	40001.170701	Capitol Ave./Summer Hill (BRT)	Expansion	4.0	48.0	8.2%
2	40001.170708	Five Points Station Transformation	Expansion	1.4	62.0	2.3%
3	40001.170720	Cleveland Ave (ART)	Expansion	0.1	28.9	0.4%
4	40002.170701	CPMO Communications	Expansion	0.1	1.0	10.0%
5	40002.170700	CPMO	Expansion	0.1	0.5	13.2%
6	40001.170704	Street Car East Ext. (LRT)	Expansion	0.1	12.0	0.5%
7	40001.170713	Clifton Corridor (LRT)	Expansion	0.0	27.0	0.1%
8	40001.170702	Campbellton/Greenbriar (BRT)	Expansion	0.0	17.8	0.1%
9	40001.170721	Metropolitan Pkwy (ART)	Expansion	0.0	1.1	0.3%
10	40001.170714	Beltline Northeast (LRT)	Expansion	0.0	0.0	
<b>Total - Top Projects</b>				<b>\$5.7</b>	<b>\$140.4</b>	<b>4.0%</b>

**Capital Sources and Uses by Category - Clayton County Expansion**  
**Year-To-Date thru October 2023**  
(\$ in Millions)

		<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>BUDGET VARIANCE</b>	
		<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>%</b>
<b>SOURCES OF FUNDS</b>					
	Sales Tax	11.5	10.9	0.6	5.3%
	Other Revenue	2.4	2.4	0.0	0.0%
	<b>Total Sources of Funds</b>	<b>13.9</b>	<b>13.3</b>	<b>0.6</b>	<b>4.4%</b>
<b>USES</b>					
	Non-Asset	1.5	9.6	8.1	84.8%
	<b>Total Uses</b>	<b>1.5</b>	<b>9.6</b>	<b>8.1</b>	<b>84.8%</b>

**Top Projects by Expenditures - Clayton County Expansion**  
**Year-To-Date thru October 2023**  
(\$ in Millions)

Rank	Project	Project Name	Category	Actuals \$M	Annual Budget \$M	% Annual Budget
1	70002.170700	Clayton County Maintenance Facility	Facilities	0.7	1.7	43.9%
2	70003.170700	Clayton Southlake BRT	Expansion	0.3	18.0	1.5%
3	70003.170701	Justice Center Transit Hub	Expansion	0.2	1.0	21.8%
4	70004.170700	CPMO Clayton County	Expansion	0.2	0.5	37.6%
5	70000.170700	Clayton SR54 BRT	Expansion	0.0	4.7	0.7%
<b>Total - Top Projects</b>				<b>\$1.5</b>	<b>\$25.9</b>	<b>5.6%</b>



Thank You

