



# Clipper Two Year Budget and Work Plan Highlights

February 21, 2019

# Funding in Good Shape

## Capital

\$25.1M	Prior Year Carry-Over (as planned)
\$50M	Regional Measure 3 (FY 20/21)
\$10.2M/yr	Senate Bill 1 State of Good Repair

## Operations

\$6.2M	Prior Year Carry Over (as planned)
\$1.46M	Float Account Release (Inactive Unregistered Cards – FY 18/19)
\$1.5M (est.)/yr	Float Account Interest

Operations deficit begins in FY 22/23

# Capital Budget Highlights

DRAFT CLIPPER PROJECTED CAPITAL BUDGET - JANUARY 17, 2019

Item	Current FY 18/19	FY 19/20	FY 20/21	FY 21/22	FY 22/23	FY 23/24	FY 24/25	TOTAL FY 19/20 20/25
<b>Capital Costs (See Table 2 for cost details)</b>								
<b>General Support Systems (GSS)</b>								
1. MTC Staff	\$1.0	\$1.2	\$1.3	\$0.0	\$0.0	\$0.0	\$0.0	\$4.3
2. Clipper Cards & Fare Media	\$4.0	\$4.0	\$4.0	\$0.0	\$0.0	\$0.0	\$1.9	\$13.9
3. Consultants	\$0.0	\$1.0	\$1.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.0
4. System Enhancements	\$1.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.0
5. System Enhancements - Operator Requested and Paid	\$0.0	\$1.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.4
6. Infrastructure Refresh/End-of-Life Replacement	\$3.5	\$3.0	\$3.0	\$0.0	\$0.0	\$0.0	\$0.0	\$9.5
<b>Next Generation Clipper® System</b>								
7. MTC Staff	\$3.9	\$3.0	\$3.1	\$4.9	\$0.2	\$1.4	\$0.7	\$23.3
8. System Integrator Contract <sup>1</sup>	\$12.9	\$47.9	\$12.4	\$42.0	\$15.6	\$28.5	\$5.2	\$194.2
9. Customer Service Center	\$0.0	\$1.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.0
10. Integrated Existing Traffic Signals	\$0.0	\$4.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$4.0
11. Replace TSMU/Engines - Operator Paid	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
12. Consultant <sup>2</sup>	\$1.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.0
13. Total Expenses	\$24.4	\$59.6	\$18.8	\$76.9	\$15.8	\$29.9	\$6.9	\$248.5
<b>Revenue</b>								
14. TSP - MTA	\$0.0	\$0.0	\$14.1	\$14.1	\$14.1	\$14.1	\$14.1	\$56.4
15. TSP - CBAGG STP/CANAL	\$5.7	\$6.8	\$18.4	\$0.0	\$0.0	\$0.0	\$0.0	\$24.9
16. TSP - CBAGG ROAD	\$2.4	\$10.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$13.2
17. Fare Media and Card Fee Revenue	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
18. Operator Paid Revenue	\$0.0	\$3.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$3.6
19. Gas and Tolls	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
20. Regional Measure 5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
21. All State of Good Repair	\$12.0	\$10.3	\$10.2	\$10.2	\$2.8	\$0.0	\$0.0	\$45.5
22. Tax & Fees	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
23. Total Annual Revenue	\$17.1	\$27.1	\$42.7	\$24.1	\$16.9	\$14.1	\$14.1	\$129.1
24. Consolidated Surplus/Deficit <sup>3</sup>	\$6.7	\$22.5	\$24.1	\$52.8	\$11.1	\$15.9	\$17.1	\$219.4

FY 19/20	FY 20/21
\$1.2	\$1.3
\$4.0	\$4.0
\$1.0	\$1.0
\$0.6	\$0.6
\$1.6	\$0.0
\$3.0	\$3.0
\$3.0	\$3.1
\$47.8	\$22.4
\$1.0	\$0.5
\$4.0	\$0.0
\$0.0	\$0.0
\$2.0	\$2.7
\$69.1	\$38.5

## Change

## Detail

Next Generation SI  
Contract Costs

Executed contract with actual costs

Next Generation  
Accelerated  
Deployment

Earlier next generation system capital  
costs due to accelerated deployment

Consultant  
Support

Increased near-term support for  
accelerated deployment and strategy

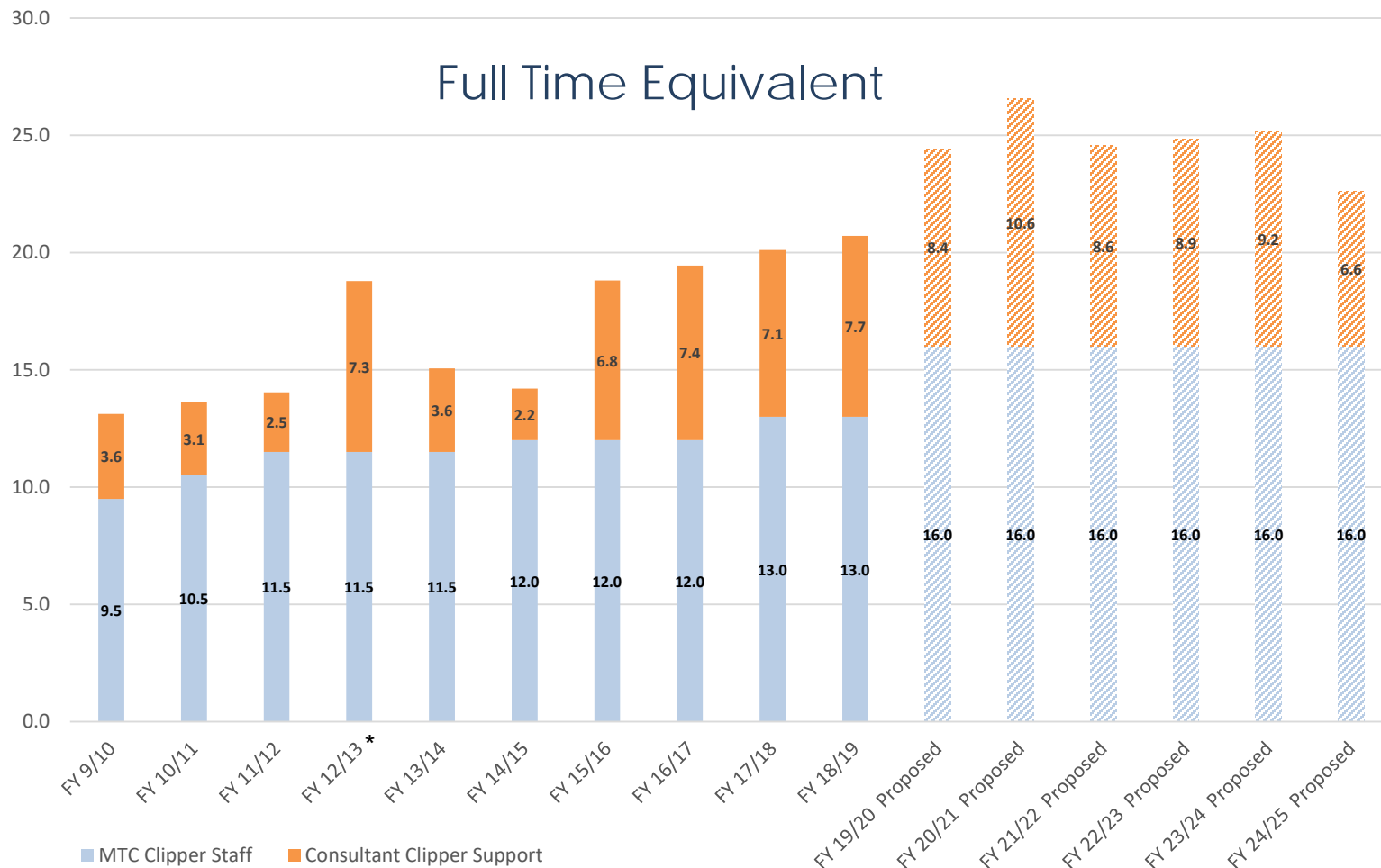
MTC Support

Three additional staff for new contracts,  
institutional programs and operator  
support

Enhancement Pool

\$600K fund for small projects

# Clipper Historical Staffing Resources

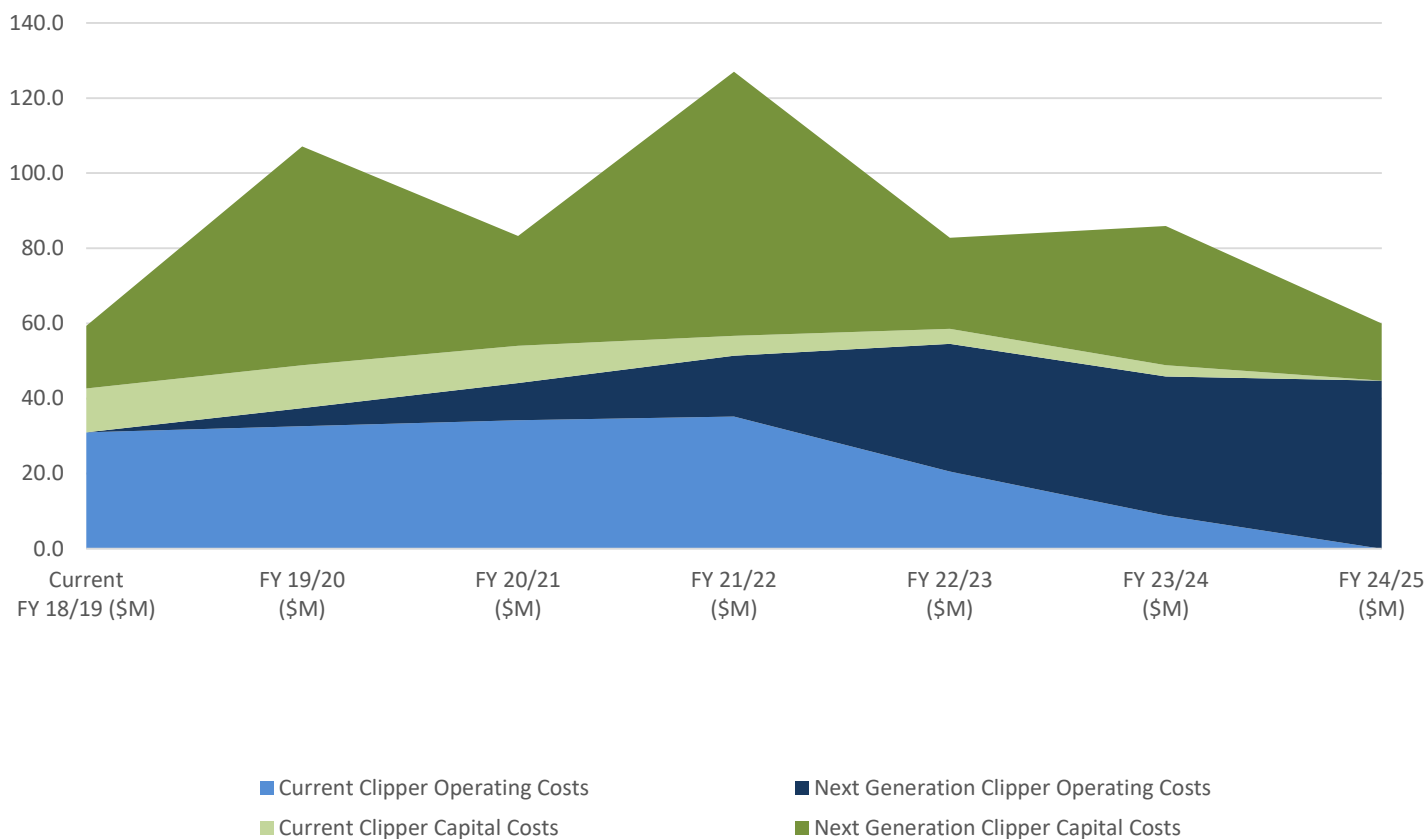


\* Bump in consultant staff for support of the SFMTA fare gate and ticket vending machine installation project.

Note: MTC Clipper staff has been consistent at ~12 FTE since 2011. In 2017 one new position was added to support the C2 procurement. Since 2011, the number of active Clipper accounts has grown 225% and the number of monthly transactions has grown 100%.

# Clipper Historical Staffing Resources

## Capital & Operating Budget Over Time



# Clipper Staffing

- Three vacancies – all backfills – in recruitment now. Expected start dates ~ March 2019
  - Two positions under Eric Davis/Operations
  - One position under Lysa Hale/Cust Ed & Service Center
  - Once filled we're at historical status quo: ~12 Clipper FTE

# Clipper Staffing

- Three new positions requested for FY 2019-20
  - Recruitment begins July 2019 earliest
  - Positions funded by Clipper program budget
  - Staff needed to assume new assignments (see following slides)



# Why Increased Staffing? New Work

## #1& 2: Deliver C2/Accelerated Deployment

- Support and coordinate current Clipper and next generation Clipper systems now through ~ 2023
- Deliver on accelerated next gen schedule
  - Accelerated deployment depends on timely review, response
  - Proposal adds FTE to support transit agencies' reviews
- Deliver Clipper multimodal integration in next generation Clipper system
  - Rail, ferries 100% Clipper
  - Parking
  - Mobility as a Service?
- Procure, operate and coordinate three additional contracts;
  - Customer service center
  - Credit/debit gateway
  - Fare media (cards)





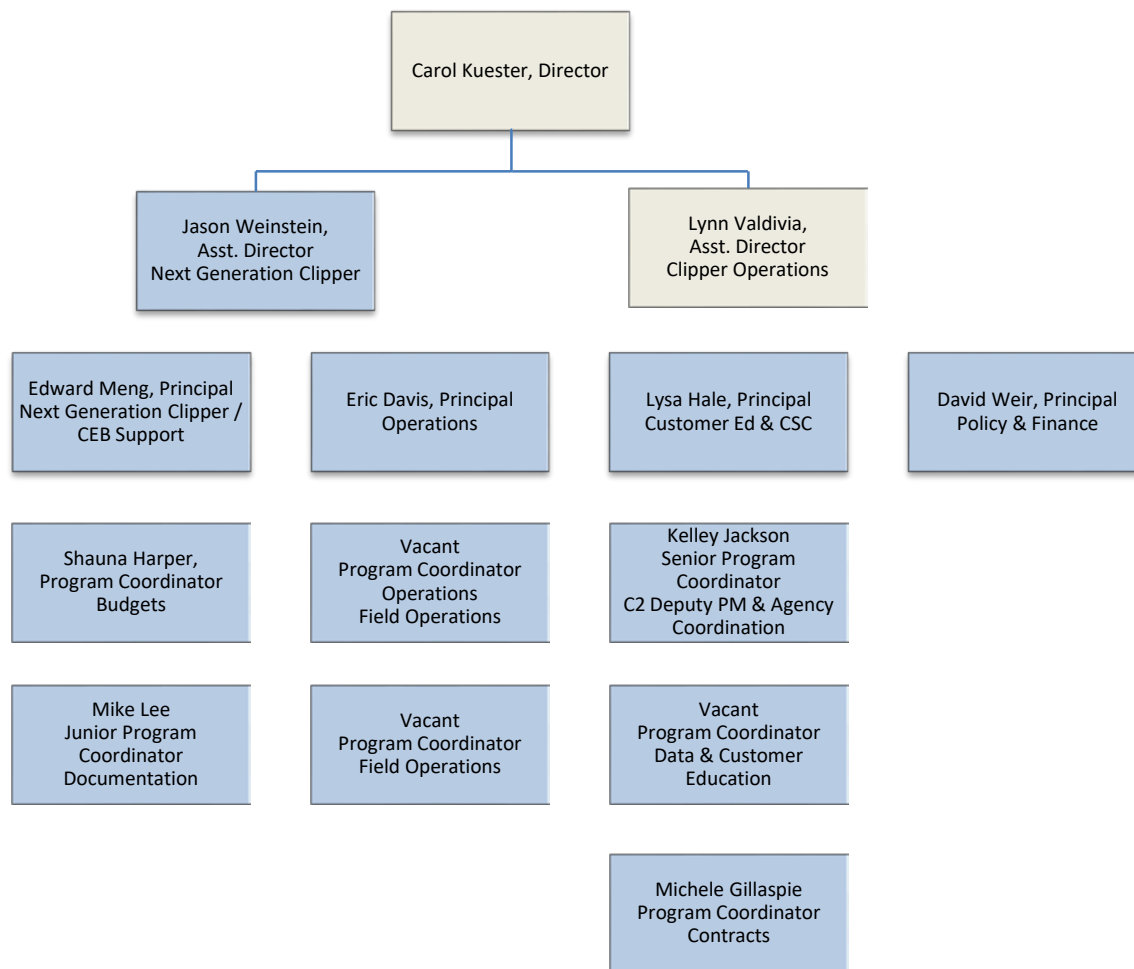
# Why Increased Staffing? New Work

## #3: Deliver Institutional Programs

- Means-based program delivery and operations
  - Establish and manage online eligibility verification process
  - Create, sustain relationships with social service agencies
  - Oversee operations of program
- Incorporate management of RTC Discount Card program, regional paratransit eligibility database
  - Update policies and procedures
  - Plan for MTC/Clipper to assume regional eligibility verifier contract
- Extend Clipper to paratransit



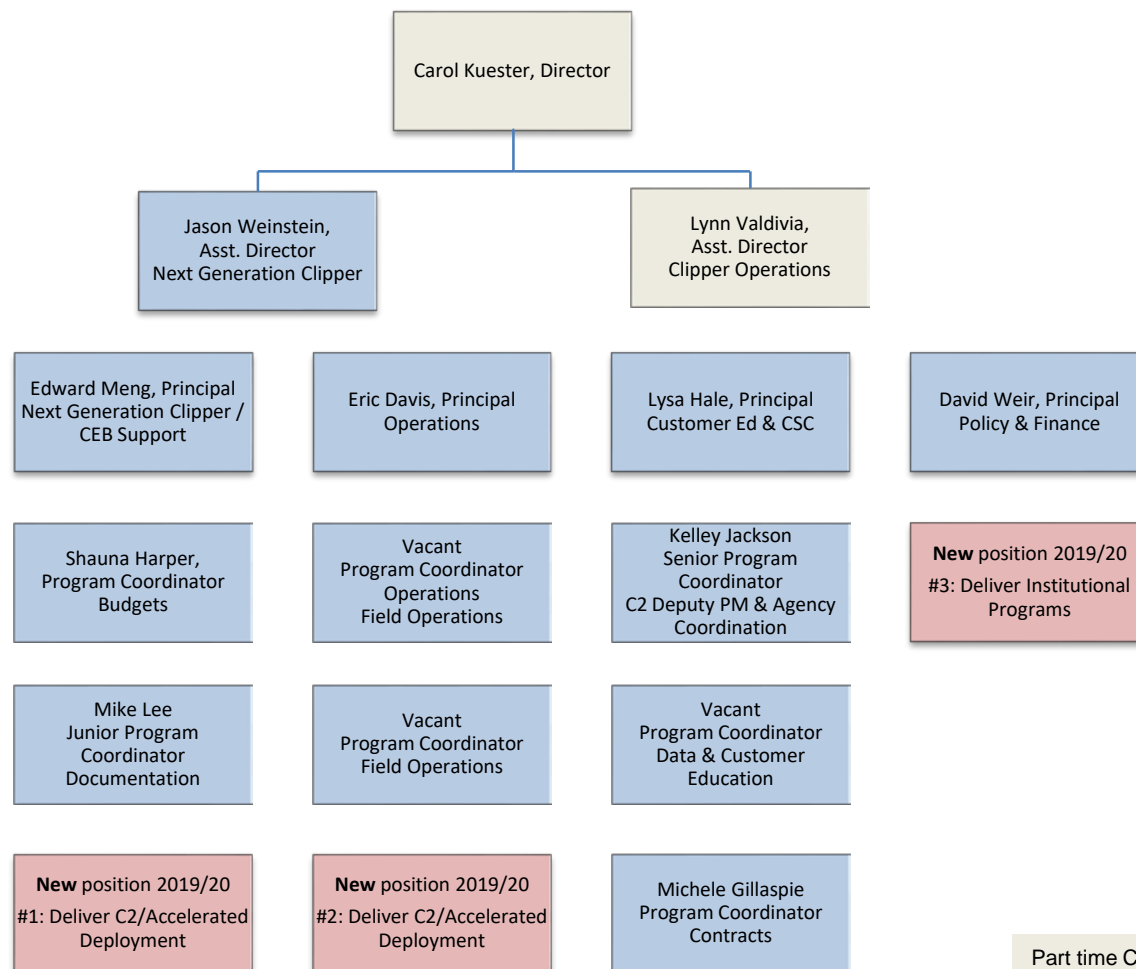
# MTC Clipper Staff Today



Part time Clipper staff = 2

Full time Clipper staff = 12

# MTC Clipper Staff Justification

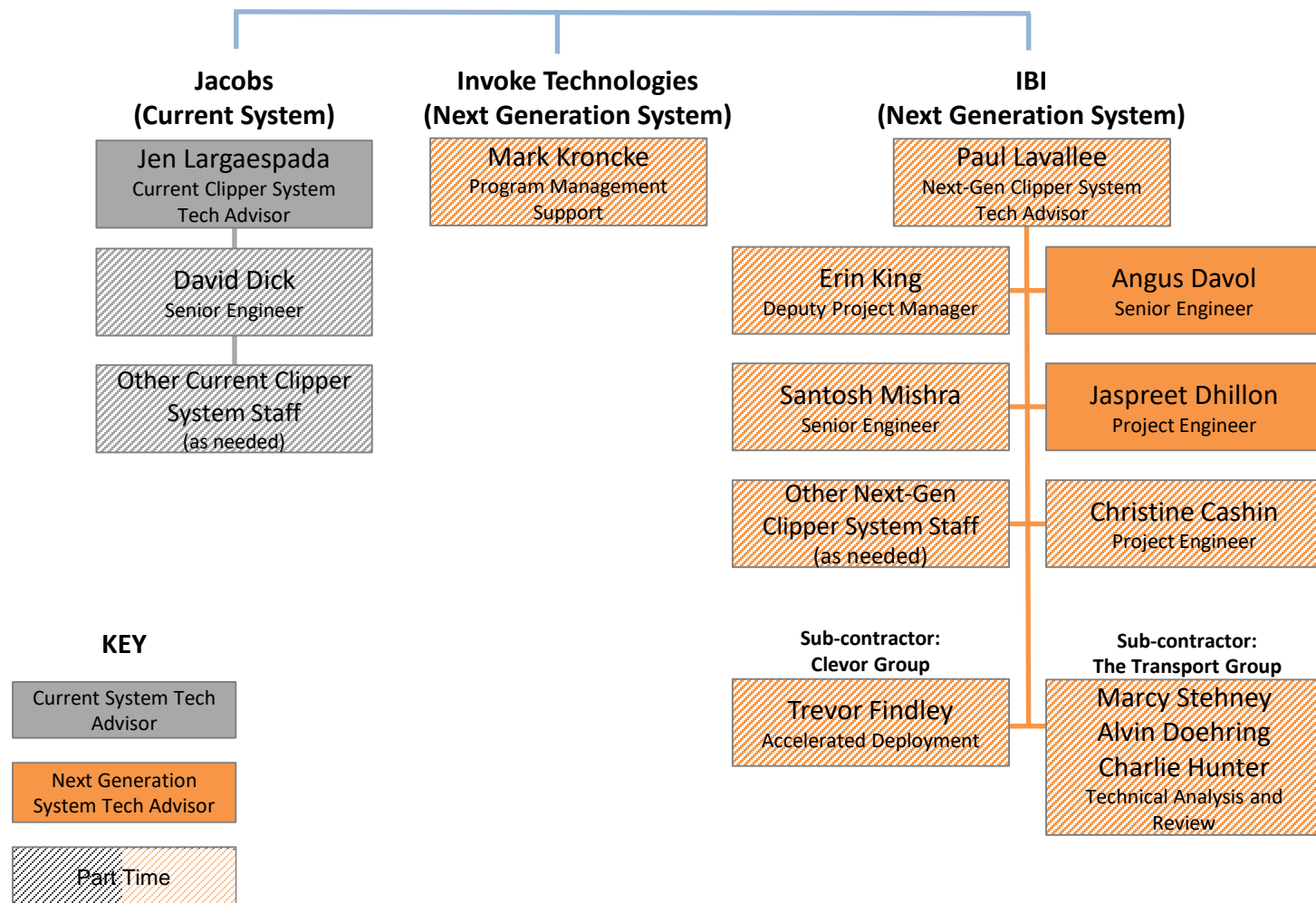


Part time Clipper staff = 2

Full time Clipper staff = 12

Proposed New Clipper staff = 3

# Clipper Consultant Staff Chart



# MTC Clipper & Consultant Staff

