

Action: Approve 2022 ORCA Regional Operating Budget

Purpose: Approve the attached 2022 ORCA Regional Operating Budget with expenses of \$21,556,164.

Starting in early 2022, ORCA agencies will transition from Legacy to next gen ORCA Operations. Both systems will be operational through 2022, thus increasing expenses surrounding the transition period.

The regional operating budget represents the expenses related to the centralized management of ORCA. The table below provides a comparison of the 2021 and 2022 Proposed Operating Budgets.

	2021 Adopted Budget	2022 Proposed Budget	2021 Adopted Compared to 2022 Proposed	% Change
Legacy (Regional) ORCA Operations Subtotal	\$8,735,056	\$8,742,905	\$7,849	0.1%
Legacy Agency-Specific	\$634,434	\$0	(\$634,434)	-100.0%
Total Legacy ORCA Operating Expenses	\$9,369,490	\$8,742,905	(\$626,585)	-6.7%
next gen (Regional) ORCA Operations	\$3,985,087	\$11,657,508	\$7,672,421	192.5%
Contingency	\$1,272,014	\$1,165,751	(\$106,264)	-8.4%
Total Regional Operations Expenses	\$13,992,157	\$21,566,164	\$7,574,007	54.1%

Legacy ORCA Operations:

With the transition to the next gen system estimated to begin in early 2022, the budget assumptions include the operations of the legacy system through the closeout of Legacy ORCA vendor contract which expires December 31, 2022.

Next gen ORCA Operations:

Regional Services budget includes the reimbursement of expenses incurred by Regional Service Providers for: centralized ROOT Operations staffing*, administrative host services, card management and fulfillment, and vending machine operations and maintenance services.

Professional Services budget includes third party vendor contracts that support the operations and maintenance of the ORCA system. These services include: system O&M, data O&M, the retail network, financial services, and miscellaneous consulting services.

Materials and Software budget includes the costs of fare media, both physical and virtual, and other materials and software needed to support operations.

* The ORCA Director will regularly brief the Joint Board on the status of ROOT staffing. The Joint Board must approve any staffing changes that exceed the 2022 operating budget.

Recommendation: The ORCA Business Managers recommend adoption of the 2022 ORCA Regional Operating Budget.

2022 Regional ORCA Budget
Summary

	2021 Adopted Budget	2022 Proposed Budget	2021 Adopted Compared to 2022 Proposed	% Change
Regional Services (ST)	\$1,157,076	\$722,630	(\$434,447)	-37.5%
Regional Services (KCM)	\$3,525,974	\$243,036	(\$3,282,939)	-93.1%
Vix Maint. & Services	\$3,802,005	\$7,712,256	\$3,910,251	102.8%
Retail Network	\$250,000	\$64,984	(\$185,016)	-74.0%
Legacy (Regional) ORCA Operations Subtotal	\$8,735,056	\$8,742,905	\$7,849	0.1%
Legacy Agency-Specific	\$634,434	\$0	(\$634,434)	-100.0%
Total Legacy ORCA Operating Expenses	\$9,369,490	\$8,742,905	(\$626,585)	-6.7%
next gen (Regional) ORCA Operations	\$3,985,087	\$11,657,508	\$7,672,421	192.5%
Contingency	\$1,272,014	\$1,165,751	(\$106,264)	-8.4%
Total Regional Operations Expenses	\$13,992,157	\$21,566,164	\$7,574,007	54.1%

2022 ORCA REGIONAL OPERATING BUDGET - YEAR OVER YEAR COMPARISON

OPERATING BUDGET	2020	2020	2020	2021	2021	2021	2022	2022	Increase	Increase
	Actuals	Adopted	Budget Change	Adopted	Reforecasted	Forecast	Previous	Proposed	(Decrease) over 2021 Adopted	(Decrease) over 2022 Proposed
I. Non-Fare Revenue										
Interest Earnings	320,694	1,301,192	(980,497)	75,750	72,495	3,255	75,750	72,495	-4%	-4%
Card Fees - KCM	89,486	282,000	(192,514)	296,100	111,800	184,300	296,100	-	-100%	-100%
Affiliate Fee	11,421		11,421					15,000	0%	0%
TOTAL NON-FARE OPERATING REVENUES		1,583,192	(1,161,590)	371,850	184,295	187,555	371,850	87,495	-76%	-76%
II. Regionally Shared Expenses										
1 REGIONAL SERVICES MANAGED BY SOUND TRANSIT										
1.1 Regional Program Coordination										
Wages and Benefits Total	559,740	579,656	19,916	507,879	465,987	41,892	344,648	339,650	-33%	-1%
Legal Services / Public Disclosure	-	20,000	20,000	-	-	-	-	-	0%	0%
Public Communications	1,227	85,000	83,773	25,000	25,000	-	-	-	-100%	0%
PCI / System Security Planning & Audits	2,750	100,000	97,250	100,000	-	100,000	-	-	-100%	0%
Escheatment Processing		10,500	10,500	5,000	5,000	-	-	5,000	0%	0%
Misc. Expenses & Consulting	1,742	27,250	25,508	-	-	-	-	-	0%	0%
<i>Subtotal - Regional Program Administration Costs</i>	565,460	822,406	256,946	637,879	495,987	141,892	344,648	344,650	-46%	0%
1.2 Fiscal Agent and Financial Services										
Wages and Benefits Total	388,584	409,060	20,476	406,598	365,786	40,811	372,246	377,980	-7%	2%
Annual Audit	50,100	52,000	1,900	50,100	50,100	-	-	-	-100%	0%
Supplies and Misc. Expenses	48	4,000	3,952	4,000	4,000	-	-	-	-100%	0%
Banking Fees	2,203	1,500	(703)	1,500	1,500	-	-	-	-100%	0%
<i>Subtotal - Fiscal Agent Costs</i>	440,935	466,560	25,625	462,198	421,386	40,811	372,246	377,980	-18%	2%
1.3 Call Routing										
Base Connection & Toll-Free Incoming	19,740	45,000	25,260	45,000	45,000	-	-	-	-100%	0%
<i>Subtotal - Call Routing</i>	19,740	45,000	25,260	45,000	45,000	-	-	-	-100%	0%
1.4 TVM Network										
Credit Card Chargebacks	1,609	12,500	10,891	12,000	12,000	-	-	-	-100%	0%
<i>Subtotal - TVM Network</i>	1,609	12,500	10,891	12,000	12,000	-	-	-	-100%	0%
Total ST Managed Regional Services	1,027,745	1,346,466	318,721	1,157,076	974,373	182,703	716,895	722,630	-38%	1%

2022 ORCA REGIONAL OPERATING BUDGET - YEAR OVER YEAR COMPARISON

OPERATING BUDGET			2020 Actuals	2020 Adopted Budget	2020 Budget Change	2021 Adopted Budget	2021 Reforecasted Budget	2021 Forecast Change	2022 Previous Forecast	2022 Proposed Budget	Increase (Decrease) over 2021 Adopted	Increase (Decrease) over 2022 Proposed
2 REGIONAL SERVICES PROVIDED BY KING COUNTY METRO												
2.1 ORCA Operations												
Wages and Benefits Total			272,295	292,081	19,786	175,000	175,000	-	175,000	43,750	-75%	-75%
Technical Consulting			325	40,000	39,675	-	-	-	-	-	0%	0%
Software Escrow				5,000	5,000	-	-	-	-	-	0%	0%
<i>Subtotal - ORCA Operations</i>			272,620	337,081	64,461	175,000	175,000	-	175,000	43,750	-75%	-75%
2.2 Mail Center												
Wages and Benefits Total			194,876	292,859	97,983	300,583	340,673	(40,090)	-	53,029	-82%	0%
Autoload Management (2 FTE)			82,391	203,225	120,834	204,620	127,084	77,536	-	36,931	-82%	0%
Supplies			32,283	33,830	1,547	35,522	32,928	2,594	-	4,322	-88%	0%
Autoload Unrecoverable Debt			63,186	226,000	162,814	179,000	95,400	83,600	-	13,000	-93%	0%
Bank Card Fees			430,500	947,489	516,989	1,103,346	423,521	679,825	-	90,917	-92%	0%
<i>Subtotal - Mail Center</i>			803,237	1,703,403	900,166	1,823,071	1,019,606	803,465	-	198,200	-89%	0%
2.3 Regional Inventory and Distribution Center (RIDC)												
Wages and Benefits Total			2,338	4,273	1,935	5,546	5,540	6	-	1,061	-81%	0%
Supplies				244	244	244	200	44	-	25	-90%	0%
ORCA Card Costs			1,023,930	1,981,800	957,870	1,522,113	1,902,642	(380,528)	-	-	-100%	0%
<i>Subtotal - RDIC</i>			1,026,268	1,986,317	960,049	1,527,903	1,908,382	(380,478)	-	1,086	-100%	0%
Total KCM Provided Regional Services			2,102,125	4,026,801	1,924,676	3,525,974	3,102,988	422,987	175,000	243,036	-93%	39%
3 VIX COSTS												
3.1 Maintenance												
On-Site Maintenance			53,929	64,272	10,343	64,793	64,729	64	-	-	-100%	0%
Technical Support			133,392	129,963	(3,429)	131,016	130,887	129	-	-	-100%	0%
Software Maintenance			382,620	382,620	-	382,620	382,620	-	-	-	-100%	0%
System Maintenance			55,815	135,000	79,185	135,000	135,000	-	-	-	-100%	0%
<i>Subtotal - Maintenance</i>			625,756	711,855	86,098	713,429	713,236	193	-	-	-100%	0%

2022 ORCA REGIONAL OPERATING BUDGET - YEAR OVER YEAR COMPARISON

OPERATING BUDGET	2020	2020	2020	2021	2021	2021	2022	2022	Increase	Increase
	Actuals	Adopted Budget	Budget Change	Adopted Budget	Rereforecasted Budget	Forecast Change	Previous Forecast	Proposed Budget	(Decrease) over 2021 Adopted	(Decrease) over 2022 Proposed
3.2 Services										
System Security	312,280	487,500	175,220	469,062	469,062	-	-	-	-100%	0%
Customer Service	267,923	261,899	(6,024)	271,942	271,674	268	-	-	-100%	0%
Institutional Programs	189,893	191,192	1,299	192,741	192,552	190	-	-	-100%	0%
Card Procurement and Distribution	153,909	154,962	1,053	156,217	156,063	154	-	-	-100%	0%
Fare Card Management	87,174	87,770	596	88,481	88,394	87	-	-	-100%	0%
Clearinghouse Services	942,289	1,591,732	649,442	1,330,150	953,622	376,528	-	-	-100%	0%
Financial Management	159,274	160,364	1,090	161,663	161,504	159	-	-	-100%	0%
Network Management	187,269	188,551	1,281	190,078	189,891	187	-	-	-100%	0%
Revalue Network Support	250,157	161,930	(88,227)	163,242	163,081	161	-	-	-100%	0%
Web Content Management	-	25,000	25,000	25,000	25,000	-	-	-	-100%	0%
<i>Subtotal - Services</i>	2,550,168	3,310,900	760,732	3,048,577	2,670,843	377,734	-	-	-100%	0%
3.3 System Security & Enhancements										
Annual System Security Plan		300,000	300,000	40,000	40,000	-	-	-	-100%	0%
System Enhancements	824,379	400,000	(424,379)	-	-	-	-	-	0%	0%
<i>Subtotal - System Security & Enhancements</i>	824,379	700,000	(124,379)	40,000	40,000	-	-	-	-100%	0%
3.4 Contract Extension Costs										
Contract Extension				-	-	-	7,712,256	7,712,256	0%	0%
<i>Subtotal - Contract Extension Costs</i>	-	-	-	-	-	-	7,712,256	7,712,256	0%	0%
Total Vix Costs	4,000,303	4,722,755	722,452	3,802,005	3,424,078	377,927	7,712,256	7,712,256	103%	0%
4 RETAIL NETWORK										
4.1 Retailer Lead Agencies										
Commissions - 2% of sales	76,983	304,750	227,767	250,000	101,319	148,681		64,984	-74%	0%
Total Retail Network	76,983	304,750	227,767	250,000	101,319	148,681		64,984	-74%	0%
SUBTOTAL REGIONAL LEGACY OPERATING COSTS	7,207,155	10,400,772	3,193,617	8,735,056	7,602,758	1,132,298	8,604,151	8,742,905	0%	2%
Depot Maintenance		634,434	634,434	634,434	634,434	-				
Agency Equipment			-	-	-	-				
Total Agency-Specific Costs	-	634,434	634,434	634,434	634,434	-				
TOTAL LEGACY REGIONAL & AGENCY OPERATING COSTS	7,207,155	11,035,206	3,828,051	9,369,490	8,237,192	1,132,298	8,604,151	8,742,905	-7%	2%

2022 ORCA REGIONAL OPERATING BUDGET - YEAR OVER YEAR COMPARISON

OPERATING BUDGET	2020 Actuals	2020 Adopted Budget	2020 Budget Change	2021 Adopted Budget	2021 Reforecasted Budget	2021 Forecast Change	2022 Previous Forecast	2022 Proposed Budget	Increase (Decrease) over 2021 Adopted	Increase (Decrease) over 2022 Proposed
Next Gen ORCA										
Regional Services										
ROOT Operations	559,646	619,442	59,796	1,562,474	1,427,072	135,402	2,410,585	2,575,618	65%	7%
ST Admin Host				468,742	428,122	40,621	723,175	895,335	91%	24%
KCM Admin Card Mgmt							358,990	409,061	0%	14%
ST VM O&M							182,127	1,402,629	0%	670%
KCM Regional Call Center								-	0%	0%
Professional Services										
SI O&M				547,698	782,426	(234,728)	1,327,575	963,921	76%	-27%
DARe O&M	276,327	514,951	238,625	709,172	505,110	204,062	774,936	848,070	20%	9%
Financial Services				517,000	25,000	492,000	2,752,023	1,936,407	275%	-30%
Other Services				160,000	160,000	-	481,500	778,500	387%	62%
Retail Network							875,861	356,467	0%	-59%
Materials and Software										
Fare Media							1,191,298	1,323,481	0%	11%
Other Materials and Software				20,000	-	20,000	85,000	168,020	740%	98%
<i>Subtotal - Next Gen ORCA</i>	<i>835,972</i>	<i>1,134,393</i>	<i>298,421</i>	<i>3,985,087</i>	<i>3,327,730</i>	<i>657,357</i>	<i>11,163,070</i>	<i>11,657,508</i>	<i>193%</i>	<i>4%</i>
TOTAL NEXT GENERATION ORCA COSTS	835,972	1,134,393	298,421	3,985,087	3,327,730	657,357	11,163,070	11,657,508	193%	4%
TOTAL REGIONAL LEGACY + NEXT GEN OPERATING COSTS	8,043,128	11,535,165	3,492,037	12,720,143	10,930,488	1,789,655	19,767,220	20,400,413	60%	3%
Contingency - General		1,153,517	1,153,517	1,272,014	1,093,049	178,965	1,976,722	1,165,751	-8%	-41%
Total ORCA Contingency	-	1,153,517	1,153,517	1,272,014	1,093,049	178,965	1,976,722	1,165,751	-8%	-41%
TOTAL REGIONAL OPERATING COSTS	8,043,128	12,688,682	4,645,554	13,992,157	12,023,537	1,968,620	21,743,942	21,566,164	54%	-1%

2022 ORCA REGIONAL OPERATING BUDGET

	2022 Regional Costs	CT 5.27%	ET 0.71%	KCM 60.97%	KT 1.95%	PT 3.35%	ST 26.89%	WSF 0.86%
I. Non-Fare Revenue								
Interest Earnings	72,495	3,820	515	44,200	1,414	2,429	19,494	623
Card Fees - KCM	-	-	-	-	-	-	-	-
Affiliate Fee Revenue	15,000	791	107	9,146	293	503	4,034	129
TOTAL NON-FARE OPERATING REVENUES	87,495	4,611	621	53,346	1,706	2,931	23,527	752
II. Regionally Shared Expenses								
1 REGIONAL SERVICES MANAGED BY SOUND TRANSIT								
1.1 Regional Program Administration								
Wages and Benefits Total	339,650	17,900	2,412	207,085	6,623	11,378	91,332	2,921
Legal Services / Public Disclosure	-	-	-	-	-	-	-	-
Public Communications	-	-	-	-	-	-	-	-
PCI / System Security Planning & Audits	-	-	-	-	-	-	-	-
Escheatment Processing	5,000	264	36	3,049	98	168	1,345	43
Misc. Expenses & Consulting	-	-	-	-	-	-	-	-
<i>Subtotal - Regional Program Administration Costs</i>	344,650	18,163	2,447	210,133	6,721	11,546	92,676	2,964
1.2 Fiscal Agent and Financial Services								
Wages and Benefits Total	377,980	19,920	2,684	230,454	7,371	12,662	101,639	3,251
Annual Audit	-	-	-	-	-	-	-	-
Supplies and Misc. Expenses	-	-	-	-	-	-	-	-
Banking Fees	-	-	-	-	-	-	-	-
<i>Subtotal - Fiscal Agent Costs</i>	377,980	19,920	2,684	230,454	7,371	12,662	101,639	3,251
1.3 Call Routing								
AT&T Toll-Free Incoming	-	-	-	-	-	-	-	-
<i>Subtotal - Call Routing</i>	-	-	-	-	-	-	-	-
1.4 TVM Network								
Credit Card Chargebacks	-	-	-	-	-	-	-	-
<i>Subtotal - TVM Network</i>	-	-	-	-	-	-	-	-
Total Costs - ST Managed Regional Services	722,630	38,083	5,131	440,587	14,091	24,208	194,315	6,215

2022 ORCA REGIONAL OPERATING BUDGET

		2022 Regional Costs	AGENCY BREAKDOWNS (Operating % Share)						WSF
		CT 5.27%	ET 0.71%	KCM 60.97%	KT 1.95%	PT 3.35%	ST 26.89%	0.86%	
2	<u>REGIONAL SERVICES PROVIDED BY KING COUNTY METRO</u>								
2.1	ORCA Operations								
	Wages and Benefits Total	43,750	2,306	311	26,674	853	1,466	11,764	376
	Technical Consulting	-	-	-	-	-	-	-	-
	Software Escrow	-	-	-	-	-	-	-	-
	<i>Subtotal - ORCA Operations</i>	43,750	2,306	311	26,674	853	1,466	11,764	376
2.2	Mail Center								
	Mail Center Wages and Benefits Total	53,029	2,795	377	32,332	1,034	1,776	14,260	456
	Autoload Wages and Benefits Total	36,931	1,946	262	22,517	720	1,237	9,931	318
	Supplies	4,322	228	31	2,635	84	145	1,162	37
	Autoload Unrecoverable Debt	13,000	685	92	7,926	254	436	3,496	112
	Bank Card Fees	90,917	4,791	646	55,432	1,773	3,046	24,448	782
	<i>Subtotal - Mail Center</i>	198,200	10,445	1,407	120,842	3,865	6,640	53,296	1,705
2.3	Regional Inventory and Distribution Center (RIDC)								
	Wages and Benefits Total	1,061	56	8	647	21	36	285	9
	Supplies	25	1	0	15	0	1	7	0
	ORCA Card Costs	-	-	-	-	-	-	-	-
	<i>Subtotal - RDIC</i>	1,086	57	8	662	21	36	292	9
	Total Costs - KCM Provided Regional Services	243,036	12,808	1,726	148,179	4,739	8,142	65,352	2,090
3	<u>VIX COSTS</u>								
3.1	Maintenance								
	On-Site Maintenance	-	-	-	-	-	-	-	-
	Technical Support	-	-	-	-	-	-	-	-
	Software Maintenance	-	-	-	-	-	-	-	-
	System Maintenance	-	-	-	-	-	-	-	-
	<i>Subtotal - Maintenance</i>	-	-	-	-	-	-	-	-

2022 ORCA REGIONAL OPERATING BUDGET

		2022 Regional Costs	AGENCY BREAKDOWNS (Operating % Share)						WSF
		CT 5.27%	ET 0.71%	KCM 60.97%	KT 1.95%	PT 3.35%	ST 26.89%	0.86%	
3.2	Services								
	System Security	-	-	-	-	-	-	-	
	Customer Service	-	-	-	-	-	-	-	
	Institutional Programs	-	-	-	-	-	-	-	
	Card Procurement and Distribution	-	-	-	-	-	-	-	
	Fare Card Management	-	-	-	-	-	-	-	
	Clearinghouse Services	-	-	-	-	-	-	-	
	Financial Management	-	-	-	-	-	-	-	
	Network Management	-	-	-	-	-	-	-	
	Revalue Network Support	-	-	-	-	-	-	-	
	Web Content Management	-	-	-	-	-	-	-	
	<i>Subtotal - Services</i>	-	-	-	-	-	-	-	
3.3	System Security & Enhancements								
	Annual System Security Plan	-	-	-	-	-	-	-	
	System Enhancements	-	-	-	-	-	-	-	
	<i>Subtotal - System Security & Enhancements</i>	-	-	-	-	-	-	-	
4.1	Contract Extension Costs								
	Contract Extension	7,712,256	406,436	54,757	4,702,162	150,389	258,361	2,073,826	66,325
	<i>Subtotal - Contract Extension Costs</i>	7,712,256	406,436	54,757	4,702,162	150,389	258,361	2,073,826	66,325
	Total Vix Costs	7,712,256	406,436	54,757	4,702,162	150,389	258,361	2,073,826	66,325
4	<u>RETAIL NETWORK</u>								
4.1	Retailer Lead Agencies								
	Commissions - 2% of sales	64,984	3,425	461	39,621	1,267	2,177	17,474	559
	<i>Subtotal - Retailer Lead Agencies</i>	64,984	3,425	461	39,621	1,267	2,177	17,474	559
	Total Retail Network	64,984	3,425	461	39,621	1,267	2,177	17,474	559
	SUBTOTAL REGIONAL OPERATING COSTS	8,742,905	460,751	62,075	5,330,549	170,487	292,887	2,350,967	75,189
	Depot Maintenance	-	-	-	-	-	-	-	-
	Total Agency-Specific Costs	-	-	-	-	-	-	-	-
	TOTAL LEGACY REGIONAL & AGENCY OPERATING COSTS	8,742,905	460,751	62,075	5,330,549	170,487	292,887	2,350,967	75,189

2022 ORCA REGIONAL OPERATING BUDGET

	2022	AGENCY BREAKDOWNS (Operating % Share)						
	Regional Costs	CT 5.27%	ET 0.71%	KCM 60.97%	KT 1.95%	PT 3.35%	ST 26.89%	WSF 0.86%
Next Gen ORCA								
Regional Services								
ROOT Operations	2,575,618	135,735	18,287	1,570,354	50,225	86,283	692,584	22,150
ST Admin Host	895,335	47,184	6,357	545,886	17,459	29,994	240,756	7,700
KCM Admin Card Mgmt	409,061	21,558	2,904	249,404	7,977	13,704	109,997	3,518
ST VM O&M	1,402,629	-	-	140,263	74,807	28,053	1,159,506	-
Professional Services								
SI O&M	963,921	50,799	6,844	587,703	18,796	32,291	259,198	8,290
DARe O&M	848,070	44,693	6,021	517,068	16,537	28,410	228,046	7,293
Financial Services	1,936,407	102,049	13,748	1,180,627	37,760	64,870	520,700	16,653
Other Services	778,500	41,027	5,527	474,651	15,181	26,080	209,339	6,695
Retail Network	356,467	18,786	2,531	217,338	6,951	11,942	95,854	3,066
Materials and Software								
Fare Media	1,323,481	22,247.34	2,997.27	257,385.31	8,231.94	14,142.05	1,014,846.34	3,630.50
Other Materials and Software	168,020	8,855	1,193	102,442	3,276	5,629	45,181	1,445
<i>Subtotal - Next Gen ORCA</i>	11,657,508	492,932	66,410	5,843,122	257,201	341,396	4,576,006	80,441
TOTAL NEXT GENERATION ORCA COSTS	11,657,508	492,932	66,410	5,843,122	257,201	341,396	4,576,006	80,441
TOTAL REGIONAL LEGACY + NEXT GEN OPERATING C	20,400,413	953,683	128,485	11,173,671	427,688	634,284	6,926,973	155,630
Contingency - General	1,165,751	61,435	8,277	710,758	22,732	39,053	313,470	10,025
Total Contingency	1,165,751	61,435	8,277	710,758	22,732	39,053	313,470	10,025
TOTAL REGIONAL OPERATING COSTS	21,566,164	1,015,118	136,762	11,884,430	450,420	673,336	7,240,443	165,655

**2022 ORCA REGIONAL OPERATING BUDGET
2022-2026 FORECAST**

	2022 Regional Costs	2023 Regional Costs	2024 Regional Costs	2025 Regional Costs	2026 Regional Costs
I. Non-Fare Revenue					
Interest Earnings	72,495	72,495	72,495	72,495	72,495
Card Fees -Regional	-	TBD	TBD	TBD	TBD
Affiliate Fee Revenue	15,000	15,000	15,000	15,000	15,000
TOTAL NON-FARE OPERATING REVENUES	87,495	87,495	87,495	87,495	87,495
II. Regionally Shared Expenses					
1 REGIONAL SERVICES MANAGED BY SOUND TRANSIT					
1.1 Regional Program Administration					
Wages and Benefits Total	339,650	117,009	-	-	-
Legal Services / Public Disclosure	-	-	-	-	-
Public Communications	-	-	-	-	-
PCI / System Security Planning & Audits	-	-	-	-	-
Escheatment Processing	5,000	-	-	-	-
Misc. Expenses & Consulting	-	-	-	-	-
<i>Subtotal - Regional Program Administration Costs</i>	344,650	117,009	-	-	-
1.2 Fiscal Agent and Financial Services					
Wages and Benefits Total	377,980	-	-	-	-
Annual Audit	-	-	-	-	-
Supplies and Misc. Expenses	-	-	-	-	-
Banking Fees	-	-	-	-	-
<i>Subtotal - Fiscal Agent Costs</i>	377,980	-	-	-	-
1.3 Call Routing					
CenturyLink Base Connection	-	-	-	-	-
AT&T Toll-Free Incoming	-	-	-	-	-
<i>Subtotal - Call Routing</i>	-	-	-	-	-
1.4 TVM Network					
Credit Card Chargebacks	-	-	-	-	-
<i>Subtotal - TVM Network</i>	-	-	-	-	-
Total Costs - ST Managed Regional Services	722,630	117,009	-	-	-

**2022 ORCA REGIONAL OPERATING BUDGET
2022-2026 FORECAST**

		2022 Regional Costs	2023 Regional Costs	2024 Regional Costs	2025 Regional Costs	2026 Regional Costs
2	<u>REGIONAL SERVICES PROVIDED BY KING COUNTY METRO</u>					
2.1	ORCA Operations					
	Wages and Benefits Total	43,750	-	-	-	-
	Technical Consulting	-	-	-	-	-
	Software Escrow	-	-	-	-	-
	<i>Subtotal - ORCA Operations</i>	43,750	-	-	-	-
2.2	Mail Center					
	Mail Center Wages and Benefits Total	53,029	-	-	-	-
	Autoload Wages and Benefits Total	36,931	-	-	-	-
	Supplies	4,322	-	-	-	-
	Autoload Unrecoverable Debt	13,000	-	-	-	-
	Bank Card Fees	90,917	-	-	-	-
	<i>Subtotal - Mail Center</i>	198,200	-	-	-	-
2.3	Regional Inventory and Distribution Center (RIDC)					
	Wages and Benefits Total	1,061	-	-	-	-
	Supplies	25	-	-	-	-
	ORCA Card Costs	-	-	-	-	-
	<i>Subtotal - RIDC</i>	1,086	-	-	-	-
	Total Costs - KCM Provided Regional Services	243,036	-	-	-	-
3	<u>VIX COSTS</u>					
3.1	Maintenance					
	On-Site Maintenance	-	-	-	-	-
	Technical Support	-	-	-	-	-
	Software Maintenance	-	-	-	-	-
	System Maintenance	-	-	-	-	-
	<i>Subtotal - Maintenance</i>	-	-	-	-	-

**2022 ORCA REGIONAL OPERATING BUDGET
2022-2026 FORECAST**

		2022 Regional Costs	2023 Regional Costs	2024 Regional Costs	2025 Regional Costs	2026 Regional Costs
3.2 Services						
	System Security	-	-	-	-	-
	Customer Service	-	-	-	-	-
	Institutional Programs	-	-	-	-	-
	Card Procurement and Distribution	-	-	-	-	-
	Fare Card Management	-	-	-	-	-
	Clearinghouse Services	-	-	-	-	-
	Financial Management	-	-	-	-	-
	Network Management	-	-	-	-	-
	Revalue Network Support	-	-	-	-	-
	Web Content Management	-	-	-	-	-
	<i>Subtotal - Services</i>	-	-	-	-	-
3.3 System Security & Enhancements						
	Annual System Security Plan	-	-	-	-	-
	System Enhancements	-	-	-	-	-
	<i>Subtotal - System Security & Enhancements</i>	-	-	-	-	-
4.1 Contract Extension Costs¹						
	Contract Extension	7,712,256	-	-	-	-
	<i>Subtotal - Contract Extension Costs¹</i>	7,712,256	-	-	-	-
	Total Vix Costs	7,712,256	-	-	-	-
4 RETAIL NETWORK						
4.1 Retailer Lead Agencies						
	Commissions - 2% of sales	64,984	-	-	-	-
	<i>Subtotal - Retailer Lead Agencies</i>	64,984	-	-	-	-
	Total Retail Network	64,984	-	-	-	-
TOTAL LEGACY REGIONAL & AGENCY OPERATING COSTS		8,742,905	117,009	-	-	-

**2022 ORCA REGIONAL OPERATING BUDGET
2022-2026 FORECAST**

	2022 Regional Costs	2023 Regional Costs	2024 Regional Costs	2025 Regional Costs	2026 Regional Costs
Next Gen ORCA					
Regional Services					
ROOT Operations	2,575,618	2,687,110	2,814,436	2,914,507	3,029,647
ST Admin Host	895,335	934,641	979,530	1,014,809	1,055,402
KCM Admin Card Mgmt	409,061	486,335	510,652	536,185	562,994
ST VM O&M	1,402,629	1,807,665	2,169,437	2,476,478	2,573,570
Professional Services					
SI O&M	963,921	2,130,532	3,590,007	3,834,279	3,887,614
DARe O&M	848,070	657,600	730,480	820,340	922,360
Financial Services	1,936,407	2,622,127	3,031,292	3,306,106	3,339,228
Other Services	778,500	937,000	982,000	1,002,000	972,000
Retail Network	356,467	675,207	762,743	820,145	823,408
Materials and Software					
Fare Media	1,323,481	1,099,677	1,203,043	1,306,613	1,410,510
Other Materials and Software	168,020	162,020	162,020	162,020	162,020
<i>Subtotal - Next Gen ORCA</i>	11,657,508	14,199,914	16,935,639	18,193,481	18,738,753
TOTAL NEXT GENERATION ORCA COSTS	11,657,508	14,199,914	16,935,639	18,193,481	18,738,753
TOTAL REGIONAL LEGACY + NEXT GEN OPERATING COSTS	20,400,413	14,316,923	16,935,639	18,193,481	18,738,753
Contingency - General	1,165,751	1,419,991	1,693,564	1,819,348	1,873,875
Total Contingency	1,165,751	1,419,991	1,693,564	1,819,348	1,873,875
TOTAL REGIONAL OPERATING COSTS	21,566,164	15,736,914	18,629,203	20,012,829	20,612,628