Link Transit

2027 Operating Revenue Projections

Operating Revenues:	2026 Budget	2026 Year End Projection	2027 Budget	Budget to Actual $	Budget to Actual %	Budget to Budget $	Budget to Budget %
Sales Tax	**$ 32,631,150**	**$ 33,446,929** 2.5%	**$ 35,286,510**	**$ 1,839,581**	5.5%	**$ 2,655,360**	8.1%
Federal Grants	**3,910,907**	**3,980,771**	**4,060,386**	**79,615**	2.0%	**149,479**	3.8%
5307 Formula Funding	1,806,473	1,811,123	1,847,345				
5307 STIC Funding	2,104,434	2,169,648	2,213,041				
WSDOT Grants	**4,611,934**	**4,611,934**	**4,223,725**	**(388,209)**	-8.4%	**(388,209)**	-8.4%
5311 Grants							
- Commuter Service	775,000	775,000	775,000	-	0.0%	-	0.0%
- Leavenworth DART	56,250	56,250	56,250	-	0.0%	-	0.0%
- Chelan DART	241,250	241,250	241,250	-	0.0%	-	0.0%
- SkiLink Seasonal Service	26,000	26,000	26,000	-	0.0%	-	0.0%
5310 Grant - *(Mobility Management)*	120,000	120,000	120,000	-	0.0%	-	0.0%
TRIP-Link Grant	96,300	96,300	99,000	2,700	2.8%	2,700	2.8%
Special Needs Grant	1,534,966	1,534,966	1,571,224	36,259	2.4%	36,259	2.4%
Transit Support Grant	1,762,168	1,762,168	1,335,001	(427,167)	-24.2%	(427,167)	-24.2%
Interest Income	**700,000**	**1,000,000**	**1,210,000**	**210,000**	21.0%	**510,000**	72.9%
Investment Interest	650,000	950,000	1,140,000				
Sales Tax Interest	50,000	50,000	70,000				
Leases	**12,000**	**12,000**	**12,000**	**-**	0.0%	**-**	0.0%
NW Stage Lines	12,000	12,000	12,000				
Other/Non-Transportation	**110,000**	**175,000**	**125,000**	**(50,000)**	-28.6%	**15,000**	13.6%
Clean Fuels Program	85,000	150,000	100,000				
Misc Income	18,000	18,000	18,000				
WSTIP Grant	7,000	7,000	7,000				
Fares	**85,000**	**66,000**	**70,000**	**4,000**	6.1%	**(15,000)**	-17.6%
Rideshare Fares	85,000	66,000	70,000				
Total Operating Revenue	**$ 42,060,991**	**$ 43,292,634**	**$ 44,987,621**	**$ 1,694,987**	**3.9%**	**$ 2,926,631**	**7.0%**

Link Transit

2027 Operating Budget Summary

	2026 Budget	2026 Year End Projection	2027 Budget	Budget-vs-Projection $	Budget-vs-Projection %	Budget-vs-Budget $	Budget-vs-Budget %
Beginning Cash	$ 20,122,058	$ 19,970,469	$ 24,998,965				
Revenues:							
Sales Tax	$ 32,631,150	$ 33,446,929	$ 35,286,510	$ 1,839,581	5%	$ 2,655,360	8%
Federal 5307 Formula Funding	3,910,907	3,980,771	4,060,386	79,615	2%	149,479	4%
Operating Grants	4,611,934	4,611,934	4,223,725	(388,209)	-8%	(388,209)	-8%
Interest	700,000	1,000,000	1,210,000	210,000	21%	510,000	73%
Lease Revenue	12,000	12,000	12,000	-	0%	-	0%
Miscellaneous	110,000	175,000	125,000	(50,000)	-29%	15,000	14%
Fares	85,000	66,000	70,000	4,000	6%	(15,000)	-18%
Total Revenues	**$ 42,060,991**	**$ 43,292,634**	**$ 44,987,621**	**$ 1,694,988**	**4%**	**$ 2,926,630**	**7%**
Expenses:							
Operations	$ 16,676,486	$ 16,086,527	$ 17,603,766	$ 1,517,239	9%	$ 927,280	6%
Administration	713,130	755,795	835,017	79,222	10%	121,888	17%
Board of Directors	131,095	106,233	130,763	24,531	23%	(331)	0%
Finance	801,856	800,569	833,799	33,230	4%	31,943	4%
Computer Systems	1,505,333	1,249,056	1,716,891	467,835	37%	211,558	14%
Administrative Services	1,224,839	1,054,247	1,250,239	195,992	19%	25,399	2%
Property/Liability Insurance	1,165,000	1,153,111	1,190,000	36,889	3%	25,000	2%
Planning	1,933,698	1,611,376	571,707	(1,039,669)	-65%	(1,361,991)	-70%
Marketing	943,041	674,039	2,053,808	1,379,770	205%	1,110,767	118%
Facilities Maintenance	2,021,751	1,641,288	1,841,919	200,631	12%	(179,831)	-9%
Vehicle Maintenance	6,520,175	6,631,898	7,481,548	849,650	13%	961,373	15%
Total Expenses	**$ 33,636,403**	**$ 31,764,138**	**$ 35,509,458**	**$ 3,745,320**	**12%**	**$ 1,873,055**	**6%**
Excess Revenues Over Expenses:	**$ 8,424,588**	**$ 11,528,496**	**$ 9,478,163**				
Ending Operating Cash Before Transfers	**$ 28,546,645**	**$ 31,498,965**	**$ 34,477,128**				
Transfer to Contingency Fund	(500,000)	(500,000)	(500,000)				
Transfer to Vehicle Reserve	(3,500,000)	(3,500,000)	(5,000,000)				
Transfer to Facility Reserve	(3,500,000)	(3,500,000)	(5,000,000)				
Transfer to Sales Tax Refund	1,000,000	1,000,000	-				
Ending Operating Cash	**$ 22,046,645**	**$ 24,998,965**	**$ 23,977,128**				

Performance Goals for 2027

Based on Fully Allocated Costs

	Fully Allocated Costs	*2026 Actual Service Hrs*	*2027 Service Hrs*	*Change in Service Hours*	*% Change*
Fixed Route	*$ 24,798,412*	*142,600*	*144,800*	*2,200*	*1.5%*
Demand Response	*$ 10,034,140*	*57,700*	*59,000*	*1,300*	*2.3%*
Rideshare	*$ 676,906*	*7,000*	*7,175*	*175*	*2.5%*
Total	***$ 35,509,458***	***207,300***	***210,975***	***3,675***	***1.8%***

2027 Goals	*Cost Per Hour*	*Cost Per Passenger*	*Boardings Per Revenue Hour*	*2026 Boardings*	*2027 Boardings*	
Fixed Route	*$ 171.26*	*$ 17.41*	*10.47*	*1,389,300*	*1,424,600*	*2.5%*
Demand Response	*$ 170.07*	*$ 81.45*	*2.29*	*120,200*	*123,200*	*2.5%*
Rideshare	*$ 94.34*	*$ 29.30*	*3.54*	*22,500*	*23,100*	*2.7%*
Total Boardings				***1,532,000***	***1,570,900***	

Link Transit
2026 vs 2027 Operating Expenses by Category

	2026 Budget	2026 Year-End Projection	2027 Budget	Budget-vs-Projection $	Budget-vs-Projection %	Budget-vs-Budget $	Budget-vs-Budget %	% of Total Budget
Operating Expenses by Category:								
Wages	$ 14,486,926	$ 14,678,694	$ 15,370,690	$ 691,996	5%	$ 883,764	6%	43%
Benefits	10,606,072	9,783,718	11,464,635	1,680,917	17%	858,563	8%	32%
Subtotal - Personnel	**$ 25,092,998**	**$ 24,462,412**	**$ 26,835,325**	**$ 2,372,913**	**10%**	**$ 1,742,327**	**7%**	**76%**
Services	$ 2,440,048	$ 1,826,749	$ 2,428,513	$ 601,764	33%	$ (11,535)	0%	7%
Materials/Supplies	3,388,722	3,299,068	3,721,302	422,234	13%	332,580	10%	10%
Utilities	626,230	421,813	591,200	169,387	40%	(35,030)	-6%	2%
Property/Liability Insurance	1,165,000	1,153,111	1,190,000	36,889	3%	25,000	2%	3%
Taxes	9,500	7,583	9,000	1,417	19%	(500)	-5%	0%
Purchased Transportation	135,000	67,000	60,000	(7,000)	-10%	(75,000)	-56%	0%
Miscellaneous Expenses	754,806	511,153	650,018	138,865	27%	(104,788)	-14%	2%
Leases/Rentals	24,100	15,250	24,100	8,850	58%	-	0%	0%
Subtotal - Operating & Maintenance	**$ 8,543,406**	**$ 7,301,726**	**$ 8,674,133**	**$ 1,372,407**	**19%**	**$ 130,727**	**2%**	**24%**
Total Operating Expenses	**$ 33,636,403**	**$ 31,764,138**	**$ 35,509,458**	**$ 3,745,320**	**12%**	**$ 1,873,055**	**6%**	**100%**

Link Transit
2027 Capital Budget

Project Descriptions	Funding Source *Grants*	*Reserves*	Capital Budget	*Actual Spent*	2027 Capital Budget
Capitalization Threshold $5,000					
Carried Over or Approved from 2026					
Rock Island Park and Ride	$ -	$ 700,000	$ 700,000	$ 700,000	$ -
Columbia Station Plug-in Bus Charging Expansion	1,275,000	225,000	1,500,000	-	1,500,000
Columbia Station Elevator Electronics Upgrade	-	175,000	175,000	-	175,000
Woodin St & Center St Bus Stop Improvements - City of Chelan ILA	-	95,000	95,000	-	95,000
Operations Facility Expansion Design	-	400,000	400,000	-	400,000
Real-time Next Bus Information Signage	-	100,000	100,000	-	100,000
Café Improvements	-	141,458	141,458	66,458	75,000
Total Carry Over from 2026	**$ 1,275,000**	**$ 1,836,458**	**$ 3,111,458**	**$ 766,458**	**$ 2,345,000**
Software/Computers/Office Equipment:					
Avail CAD/AVL System Upgrades	$ -	$ 650,000	$ 650,000	$ -	$ 650,000
Total Software/Computers/Office Equipment:	**$ -**	**$ 650,000**	**$ 650,000**	**$ -**	**$ 650,000**
Facilities Projects & Equipment:					
Easy St & School St RAB Pullouts - Chelan County ILA	$ -	$ 111,165	$ 111,165	-	$ 111,165
Kentucky St Bus Stop Improvements	-	200,000	200,000	-	200,000
Baker Flats RAB Bus Stop Improvements	-	30,000	30,000	-	30,000
Wash Bay Lift Ramp Replacement	-	33,000	33,000		33,000
Ops Base HVAC Replacement	-	400,000	400,000	-	400,000
In-ground Two-Post Vehicle Lift	-	550,000	550,000	-	550,000
Shop Sky Lights	-	15,000	15,000	-	15,000
Two (2) Bridge Jack Replacements	-	35,000	35,000	-	35,000
Vehicle Lift Cylinder Replacement	-	18,000	18,000	-	18,000
Real-time Next Bus Information Signage	-	80,000	80,000	-	80,000
Swamp Cooler	-	7,000	7,000	-	7,000
Bus Stop Improvements	-	500,000	500,000	-	500,000
Total Facilities Projects & Equipment:	**$ -**	**$ 1,979,165**	**$ 1,979,165**	**$ -**	**$ 1,979,165**
Vehicles & Equipment:					
Four (4) 40' BYD/RIDE Buses	$ 3,650,000	$ 1,750,000	$ 5,400,000	$ -	$ 5,400,000
Inductive Charging Vehicle Receivers for Four (4) 40' BYD/RIDE Buses	-	650,000	650,000	-	650,000
Replacement for Bus #860	-	1,275,000	1,275,000	-	1,275,000
Replace Truck #19	-	61,000	61,000	-	61,000
Replace Car #27	-	40,000	40,000	-	40,000
Six (6) Gas Cutaways - Replace 431-436	470,265	369,735	840,000	-	840,000
Sander for Facilities Truck	-	14,500	14,500	-	14,500
A/C Machine 134A	-	7,000	7,000	-	7,000
A/C Machine 410A	-	12,500	12,500	-	12,500
Total Vehicles & Equipment:	**$ 4,120,265**	**$ 4,179,735**	**$ 8,300,000**	**$ -**	**$ 8,300,000**
Total 2027 Capital Budget Requests:	**$ 5,395,265**	**$ 8,645,358**	**$ 14,040,623**	**$ 766,458**	**$ 13,274,165**

Link Transit

Operating Cash Flow Projection

For Years 2026 - 2036

	2026 Projection	2027 Budgeted	2028 Projection	2029 Projection	2030 Projection	2031 Projection	2032 Projection	2033 Projection	2034 Projection	2035 Projection	2036 Projection
Beginning Operating Cash	**$ 19,970,469**	**$ 24,998,965**	**$ 23,977,128**	**$ 14,078,287**	**$ 15,170,022**	**$ 15,943,515**	**$ 16,263,155**	**$ 14,930,215**	**$ 12,509,825**	**$ 9,432,638**	**$ 5,690,580**
Operating Revenues	43,292,634	44,987,621	45,487,637	47,647,969	50,022,570	52,437,667	54,709,828	57,015,981	59,833,434	62,549,896	65,603,500
	6.7%	3.9%	1.1%	4.7%	5.0%	4.8%	4.3%	4.2%	4.9%	4.5%	4.9%
Operating Expenses	(31,182,138)	(35,509,458)	(37,462,478)	(39,970,234)	(42,523,077)	(45,364,027)	(48,390,768)	(51,476,370)	(55,056,621)	(58,721,955)	(62,289,262)
Service Expansion	(582,000)		(424,000)	(336,000)	(476,000)	(504,000)	(402,000)	(710,000)	(604,000)	(320,000)	(680,000)
Operating Expenses	(31,764,138)	(35,509,458)	(37,886,478)	(40,306,234)	(42,999,077)	(45,868,027)	(48,792,768)	(52,186,370)	(55,660,621)	(59,041,955)	(62,969,262)
(Increase) Decrease in Annual Expenses	(2,114,477)	(3,745,320)	(2,377,020)	(2,419,757)	(2,692,842)	(2,868,949)	(2,924,741)	(3,393,602)	(3,474,250)	(3,381,334)	(3,927,308)
	7.1%	11.8%	6.7%	6.4%	6.7%	6.7%	6.4%	7.0%	6.7%	6.1%	6.7%
Net Surplus or (Deficit)	**11,528,496**	**9,478,163**	**7,601,159**	**7,341,735**	**7,023,493**	**6,569,640**	**5,917,060**	**4,829,611**	**4,172,813**	**3,507,942**	**2,634,237**
Ending Operating Cash Before Transfers	**31,498,965**	**34,477,128**	**31,578,287**	**21,420,022**	**22,193,515**	**22,513,155**	**22,180,215**	**19,759,825**	**16,682,638**	**12,940,580**	**8,324,817**
Transfers to Contingency Reserve	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Transfers to Vehicle Reserve	(3,500,000)	(5,000,000)	(5,000,000)	(5,000,000)	(5,000,000)	(5,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)
Transfers to Facilities & Equipment Reserve	(3,500,000)	(5,000,000)	(12,000,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)	(750,000)
Transfers to Sales Tax Refund Reserve	1,000,000	-	-	-	-	-	-	-	-	-	-
Total Transfers to Reserve Accounts	**(6,500,000)**	**(10,500,000)**	**(17,500,000)**	**(6,250,000)**	**(6,250,000)**	**(6,250,000)**	**(7,250,000)**	**(7,250,000)**	**(7,250,000)**	**(7,250,000)**	**(7,250,000)**
Total Ending Operating Cash	**24,998,965**	**23,977,128**	**14,078,287**	**15,170,022**	**15,943,515**	**16,263,155**	**14,930,215**	**12,509,825**	**9,432,638**	**5,690,580**	**1,074,817**
Contingency Reserve	5,590,000	6,090,000	6,590,000	7,090,000	7,590,000	8,090,000	8,590,000	9,090,000	9,590,000	10,090,000	10,590,000
Vehicle Reserve	2,791,214	3,386,479	7,249,479	9,240,479	13,267,679	15,012,379	9,235,879	972,329	5,806,329	2,512,954	5,959,954
Facilities & Equipment Reserve	6,839,159	8,364,994	2,794,994	1,294,994	1,294,994	1,294,994	1,294,994	1,294,994	1,294,994	1,294,994	1,294,994
Sales Tax Refund Reserve	-	-	-	-	-	-	-	-	-	-	-
Total Ending Reserve Balances	**$ 15,220,373**	**$ 17,841,473**	**$ 16,634,473**	**$ 17,625,473**	**$ 22,152,673**	**$ 24,397,373**	**$ 19,120,873**	**$ 11,357,323**	**$ 16,691,323**	**$ 13,897,948**	**$ 17,844,948**
Total Ending Cash	**$ 40,219,338**	**$ 41,818,601**	**$ 30,712,760**	**$ 32,795,495**	**$ 38,096,188**	**$ 40,660,528**	**$ 34,051,088**	**$ 23,867,148**	**$ 26,123,961**	**$ 19,588,528**	**$ 18,919,765**