General Manager’s Report

- Ridership
- New Schedule
- Bike Capacity Initiative
- 45(G) Tax Credit
- Communications & Marketing
- Questions
• Average weekday boardings for September and October to date is up 78% over last year
• Currently at 79% of 2019 ridership
September ridership higher than August despite fewer weekdays
Monthly Ridership

Average Weekday Ridership
Jan-Oct 2022

- MTD October weekday boardings up 120% vs January 2022
Schedule Change – October 3rd

• Added two mid-day trips and adjusted times on two weekday and three weekend trips

• Service added/improved in response to community requests
Bike Capacity Initiative

Removed flip seats to allow additional bike capacity

• Two-week trial on one train
• No problems/damage = fleet-wide modification
Federal Income Tax Credit for Qualified Track Maintenance owned by Short Line and Regional Freight Railroads

- 50 cents for every $ of track maintenance expenses with a cap of $3,500 per mile of track
- Goes down to 40 cents in 2023
- SMART is a Class III Railroad and qualifies for the credit
- SMART is a government entity and can’t use the credit because we don’t pay income tax
45(G) Tax Credit

• Code allows SMART to “sell” the tax credits
• Put out RFP for broker services to “sell” SMART’s credits
  • 1 response – Mickelson & Company
• Based on SMART’s track mileage and expenditures in calendar year 2022 – expecting around $150,000 to $200,000 net
  • Additional freight revenue source
• Annual (calendar year) Process
New Branding Strategy

• Greater emphasis on riders and community
• Intentionally nurturing a personality on social media
  • Light
  • Friendly
  • Accessible
Communications & Marketing

FARES

<table>
<thead>
<tr>
<th>ZONE</th>
<th>Station</th>
</tr>
</thead>
<tbody>
<tr>
<td>ZONE</td>
<td>Sonoma County Airport</td>
</tr>
<tr>
<td>ZONE</td>
<td>Santa Rosa North</td>
</tr>
<tr>
<td>ZONE</td>
<td>Santa Rosa Downtown</td>
</tr>
<tr>
<td>ZONE</td>
<td>Rohnert Park</td>
</tr>
<tr>
<td>ZONE</td>
<td>Cotati</td>
</tr>
<tr>
<td>ZONE</td>
<td>Petaluma Downtown</td>
</tr>
<tr>
<td>ZONE</td>
<td>Novato San Marin</td>
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<tr>
<td>ZONE</td>
<td>Novato Downtown</td>
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<tr>
<td>ZONE</td>
<td>Novato Hamilton</td>
</tr>
<tr>
<td>ZONE</td>
<td>Marin Civic Center</td>
</tr>
<tr>
<td></td>
<td>San Rafael</td>
</tr>
<tr>
<td></td>
<td>Larkspur</td>
</tr>
</tbody>
</table>

YOUR STATIONS

- **Sonoma County Airport**: 1130 Airport Boulevard, Santa Rosa
- **Santa Rosa North**: 1500 Guerneville Road, Santa Rosa
- **Santa Rosa Downtown**: 7 Fourth Street in Railroad Square, Santa Rosa
- **Rohnert Park**: 900 Enterprise Drive, Rohnert Park
- **Cotati**: 980 East Cotati Avenue, Cotati
- **Petaluma Downtown**: 220 Lakeville Street, Petaluma
- **Novato San Marin**: 7700 Redwood Boulevard, Novato
- **Novato Downtown**: 695 Grant Avenue, Novato
- **Novato Hamilton**: 10 Main Gate Road, Novato
- **Marin Civic Center**: 3801 Civic Center Drive, San Rafael
- **San Rafael**: 680 Third Street, San Rafael
- **Larkspur**: 600 Larkspur Landing Circle, Larkspur

PAYING FARES

**CLIPPER CARD**
SMART uses Clipper, the same payment system used by other Bay Area transit providers. You can buy an adult Clipper card and add value or add a 31-Day Pass to any Clipper card at fare machines located at SMART stations. You can also buy any Clipper product online at ClipperCard.com, at SMART’s office in Petaluma, and at participating transit agency customer service windows. SMART riders who use Clipper receive transfer credits to and from other North Bay transit systems.

**DISCOUNT CLIPPER CARD**
Discount Clipper cards are available for youths (5-18), seniors (65+), people with disabilities, and people with low incomes (Clipper Start Program). Discount passes can only be obtained online at ClipperCard.com/discounts, at SMART’s office in Petaluma, or at participating transit agency customer service windows. Find more information online.

**SMART eTickets Mobile App**
SMART eTickets is ideal when purchasing tickets for multiple people or if you prefer to purchase tickets from a smartphone. Download the free app from the Apple App Store or Google Play Store by searching for SMART eTickets. Discount fares for seniors, youths, and persons with disabilities are available on the SMART eTickets App.

**Sail & Rail Combo Ticket**
Our Sail & Rail combo ticket offers a discount rate of $12 (each way) for riders wishing to travel to San Francisco using the SMART train and Golden Gate Transit’s Larkspur Ferry. This ticket may be purchased only on the SMART eTickets App.

**Weekend Day Pass**
SMART offers a Weekend Day Pass with unlimited rides for one weekend day. The cost is $10 for adults and $5 for seniors, youths, and persons with disabilities. The weekend pass is offered only on the SMART eTickets App.

RIDER’S GUIDE

Effective October 3, 2022

ONE-WAY FARE

<table>
<thead>
<tr>
<th>Travel Distance</th>
<th>Adults</th>
<th>Seniors, Youths, and Persons with Disabilities</th>
<th>Clipper Start Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 zone</td>
<td>$1.50</td>
<td>$0.75</td>
<td>$0.75</td>
</tr>
<tr>
<td>2 zones</td>
<td>$3.00</td>
<td>$1.50</td>
<td>$1.50</td>
</tr>
<tr>
<td>3 zones</td>
<td>$4.50</td>
<td>$2.25</td>
<td>$2.25</td>
</tr>
<tr>
<td>4 zones</td>
<td>$6.00</td>
<td>$3.00</td>
<td>$3.00</td>
</tr>
<tr>
<td>5 zones</td>
<td>$7.50</td>
<td>$3.75</td>
<td>$3.75</td>
</tr>
<tr>
<td>Daily maximum</td>
<td>$15.00</td>
<td>$7.50</td>
<td>$7.50</td>
</tr>
</tbody>
</table>

31-DAY PASS with unlimited trips: $135

31-DAY PASS
SMART offers a 31-Day Pass for unlimited rides for 31 consecutive days from the date of first use. SMART’s 31-Day Pass is available only on a Clipper card. It is an excellent option for commuters and is easy to use and to reload.

5401 Old Redwood Highway, Suite 200
Petaluma, CA 94954

We connect communities
- CustomerService@SonomaMarinTrain.org
- 707-794-3130
- @SonomaMarinTrain
- @SMARTTrain

Recycled paper
Communications & Marketing

For those about to rock ride

We salute you!

#transitmonth #greencommute #rockon

September Transit Month

October Schedule Change
Questions?
Why Asset Management Plan?

Required by 49 CFR Part 625
   • Final Rule adopted in July 2016

All transit providers that receive federal funds

SMART considered a Tier I agency
   • Operates rail transit
   • All requirements apply
   • Cannot be part of a “group” plan

State of Good Repair
   • Condition in which a capital asset can operate at a full level of performance – without limit or restriction
Develop and Implement a Transit Asset Management Plan with the following elements:

- Inventory of assets
- Condition assessment of assets
- Description of support tools
- Prioritized list of investments
- State of Good Repair/ Transit Asset Management policy
- Implementation strategy
- Identification of resources
- Evaluation Plan
Scope

In Scope
  • All assets over $5,000 and a useful life of 1 year or more

Exceptions
  • All equipment under $50,000
  • Freight assets
Diesel Multiple Units (DMUs)

- 14 – Placed in service 2015
- 4 – Placed in service 2018
- All Tier IV engines
- Average speeds 40mph with top speed of 79mph
- 85’ long, 14’7” tall and 10’5” wide
- Each 2-car trains weighs about 149 tons
- Each 2-car train can carry approximately 150 seated passengers
Assets – Facilities

Administrative Facilities:
  • 7 buildings

Maintenance Facilities:
  • 5 buildings

Passenger Facilities:
  • Pathways – 12 miles
  • Platforms – 12
  • Park-n-Rides - 6
Assets – Infrastructure

• Bridges – 41
• Culverts – 119
• Tunnels – 2
• Grade Crossings - 85
• Control Points - 23
• Electric Locks/ Switches - 10
• Central Instrument Locations - 103
• Track - 82.5 miles
Assets – Equipment
($50,000 and over)

• Non-Revenue Vehicles – 13
• Information Technology Systems – 3
• Security & Surveillance – 2
• Fare Generation (Ticket Vending Machines) – 15
• Vehicle Maintenance – 6
• Maintenance of Way - 4
Condition Assessment – Revenue Vehicles

Required Performance Metric

• % of revenue vehicles that have met or exceeded their useful life benchmark

SMART DMUs useful life is 39 years

• 14 DMUs have an average age of 7
• 4 DMUs have an average age of 4

No DMUs have met or exceeded their useful life benchmark (0%)
Condition Assessment – Facilities

Required Performance Metric

• % of facilities rated under 3.0 on the TERM Scale
• TERM Scale:
  • 5.0 – New or like new 95% to 100% confidence in reliability
  • 4.5 – 90% to 95% confidence in reliability
  • 4.0 – 80% to 90% confidence in reliability
  • 3.5 – 70% to 80% confidence in reliability
  • 3.0 – 60% to 70% confidence in reliability
  • 2.5 – 50% to 60% confidence in reliability
  • 2.0 – 40% to 50% confidence in reliability
  • 1.5 – 30% to 40% confidence in reliability
  • 1.0 – less than 30% confidence in reliability
  • 0.0 – Not safe to use
Condition Assessment – Facilities

Administration Facilities

• Not assessed
• Leased out and not used for transit purposes
• Will be assessed in the future

Maintenance Facilities

• No facilities are rated under 3.0

Passenger Facilities

• Pathways – No facilities are rated under 3.0
• Stations – No facilities are rated under 3.0
• Park-n-Rides – No facilities are rated under 3.0
Condition Assessment – Infrastructure

Required Performance Metric
  • % of track segments under performance restriction

None of SMART’s track segments are under performance restriction
Condition Assessment – Equipment

Required Performance Metric

- % of non-revenue service vehicles that meet or exceed the useful life benchmark

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Number</th>
<th>Number that Meets or Exceeds ULB</th>
<th>% of Equipment that meet or Exceed ULB</th>
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</thead>
<tbody>
<tr>
<td>Non-Revenue Vehicles</td>
<td>13</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Information Technology</td>
<td>3</td>
<td>1</td>
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<tr>
<td>Security &amp; Surveillance</td>
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<tr>
<td>Revenue Generation</td>
<td>15</td>
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</tr>
<tr>
<td>Vehicle Maintenance</td>
<td>6</td>
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<td></td>
</tr>
<tr>
<td>Maintenance of Way</td>
<td>4</td>
<td>0</td>
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</tr>
<tr>
<td>Total Equipment</td>
<td>43</td>
<td>1</td>
<td>2%</td>
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# Planned Investment

Based on current Capital and Operations Plan

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<thead>
<tr>
<th></th>
<th>FY 23</th>
<th>FY 24</th>
<th>FY 25</th>
<th>FY 26</th>
<th>FY 27</th>
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<tbody>
<tr>
<td>Track, MOW, &amp; Facilities</td>
<td>$415,500</td>
<td>$510,000</td>
<td>$560,000</td>
<td>$560,000</td>
<td>$3,050,000</td>
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<tr>
<td>Non-Revenue Vehicles</td>
<td>$445,000</td>
<td>$378,000</td>
<td>$310,000</td>
<td>$454,000</td>
<td>$185,000</td>
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<tr>
<td>Equipment &amp; Machinery</td>
<td>$251,427</td>
<td>$12,800</td>
<td>$ -</td>
<td>$96,950</td>
<td>$36,250</td>
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<tr>
<td>DMUs</td>
<td>$670,000</td>
<td>$1,430,000</td>
<td>$880,000</td>
<td>$1,550,000</td>
<td>$900,000</td>
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<tr>
<td>Bridges</td>
<td>$759,036</td>
<td>$1,994,192</td>
<td>$1,549,188</td>
<td>$4,114,749</td>
<td>$2,409,000</td>
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<tr>
<td>Safety &amp; Security</td>
<td>$454,500</td>
<td>$632,000</td>
<td>$606,000</td>
<td>$151,500</td>
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<tr>
<td>Train Control</td>
<td>$ -</td>
<td>$ -</td>
<td>$2,292,000</td>
<td>$2,292,000</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$2,995,463</strong></td>
<td><strong>$4,956,992</strong></td>
<td><strong>$6,197,188</strong></td>
<td><strong>$9,219,199</strong></td>
<td><strong>$6,580,250</strong></td>
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</tbody>
</table>
Questions?
Connect with us:
www.SonomaMarinTrain.org

Customer Service:
CustomerService@SonomaMarinTrain.org
(707) 794-3330