# **RIDERSHIP TRENDS**

October 2018



# **Table of Contents**

| Executive Summary                           | 1  |
|---|----|
| Ridership                                   | 3  |
| Estimated Passenger Trips by Line           | 3  |
| Estimated Passenger Trips by Fare Zone Pair |    |
| Estimated Passenger Trips by Ticket Type    |    |
| Passenger Loads                             | 6  |
| RTA Ride Free Permit Free Trips             | 6  |
| Accessible Trips                            |    |
| Bicycle Trips                               |    |
| Ridership Influences                        |    |
| Employment                                  |    |
| Gas Prices                                  |    |
| Road Construction                           | 9  |
| Service Changes                             | 10 |
| Special Events and Promotions               |    |
| Passenger Revenue and Ticket Sales          |    |
| Passenger Revenue                           | 11 |
| Ticket Sales                                |    |
| Link-Up and PlusBus Sales                   |    |
| Reduced Fare Sales                          |    |

#### **Executive Summary**

Estimated passenger trips decreased 0.7 percent in October 2018 compared to October 2017. October 2018 had one additional weekday, the same number of Saturdays, and one less Sunday compared to October 2018.

Estimated passenger trips have decreased 3.4 percent in the last 12 months compared to the previous 12 months.

**Table 1: Estimated Passenger Trips by Month** 

| B.f. a math    |        | Estimat | ed Passenger | Trips  |        | Cha       | nge       |
|----------------|--------|---------|--------------|--------|--------|-----------|-----------|
| Month          | 2014   | 2015    | 2016         | 2017   | 2018   | 2014-2018 | 2017-2018 |
| Jan            | 6,437  | 6,764   | 6,513        | 6,762  | 6,661  | 3.5%      | -1.5%     |
| Feb            | 6,419  | 6,297   | 6,310        | 5,985  | 5,651  | -12.0%    | -5.6%     |
| Mar            | 6,805  | 6,770   | 6,666        | 6,474  | 6,176  | -9.2%     | -4.6%     |
| Apr            | 6,885  | 6,663   | 6,497        | 6,305  | 6,162  | -10.5%    | -2.3%     |
| May            | 6,953  | 6,656   | 6,681        | 6,618  | 6,426  | -7.6%     | -2.9%     |
| Jun            | 7,318  | 7,260   | 7,066        | 6,941  | 6,607  | -9.7%     | -4.8%     |
| Jul            | 7,473  | 7,286   | 7,110        | 6,759  | 6,623  | -11.4%    | -2.0%     |
| Aug            | 7,192  | 7,100   | 6,866        | 7,055  | 6,742  | -6.3%     | -4.4%     |
| Sep            | 7,144  | 6,896   | 6,766        | 6,530  | 6,347  | -11.2%    | -2.8%     |
| Oct            | 7,260  | 6,949   | 6,832        | 6,740  | 6,694  | -7.8%     | -0.7%     |
| Nov            | 6,760  | 6,606   | 6,943        | 6,475  |        |           |           |
| Dec            | 6,724  | 6,385   | 6,153        | 5,976  |        |           |           |
| Year-to-date   | 69,886 | 68,640  | 67,306       | 66,170 | 64,088 | -8.3%     | -3.1%     |
| Last 3 Months  | 21,596 | 20,945  | 20,464       | 20,326 | 19,783 | -8.4%     | -2.7%     |
| Last 12 Months | 83,125 | 82,124  | 80,296       | 79,266 | 76,539 | -7.9%     | -3.4%     |

8,000 Estimated Passenger Trips (Thousands) 7,500 7,000 6,500 6,000 5,500 5,000 4,500 4,000 Jan Feb Mar Apr May Jun Jul Sep Oct Nov Dec **■** 2014 **■** 2015 **■** 2016 **■** 2017 **2018** 

Figure 1: Estimated Passenger Trips by Month

For the 2018 budget year, Metra estimated total annual passenger trips to be 77.8 million. To track how well ridership is comparing to this budgeted amount, monthly estimates have been calculated by distributing the budgeted trips throughout the year based on the distribution in previous years. Unanticipated differences in holiday and special event travel are common explanations for variations between the monthly budget distribution and actual ridership. These effects are less pronounced at the quarterly and annual level. Table 2 shows the estimated monthly passenger trips compared to this distribution.

**Table 2: Estimated vs. Budget Passenger Trips** 

|              |               | ssenger Trips |          |
|--------------|---------------|---------------|----------|
| Month        | •             | sands)        | Variance |
|              | Budget (2018) | Actual (2018) |          |
| Jan          | 6,800         | 6,661         | -2.1%    |
| Feb          | 5,900         | 5,651         | -4.2%    |
| Mar          | 6,200         | 6,176         | -0.4%    |
| 1st Quarter  | 18,900        | 18,488        | -2.2%    |
| Apr          | 6,400         | 6,162         | -3.7%    |
| May          | 6,500         | 6,426         | -1.1%    |
| Jun          | 6,600         | 6,607         | 0.1%     |
| 2nd Quarter  | 19,500        | 19,195        | -1.6%    |
| Jul          | 6,900         | 6,623         | -4.0%    |
| Aug          | 7,000         | 6,742         | -3.7%    |
| Sep          | 6,200         | 6,347         | 2.4%     |
| 3rd Quarter  | 20,100        | 19,712        | -1.9%    |
| Oct          | 6,900         | 6,694         | -3.0%    |
| Nov          | 6,500         |               |          |
| Dec          | 5,900         |               |          |
| 4th Quarter  | 19,300        |               |          |
| Year-to-date | 65,400        | 64,088        | -2.0%    |
| Total        | 77,800        |               |          |

# **Ridership**

Estimated ridership figures are based on the number of ticket sales multiplied by a standard ridership factor unique to each ticket type, in addition to the number of RTA Ride Free Permit passenger trips reported by conductors.

# **Estimated Passenger Trips by Line**

Table 3 shows estimated passenger trips by line for the current month, the last three months, and the last 12 months. Estimated passenger trips decreased by 2.7 percent in the last three months compared to the previous year, and decreased 3.4 percent in the last 12 months compared to the previous year.

**Table 3: Estimated Passenger Trips by Line** 

| Line  |           | October   |        | La         | st 3 Months |        | Las        | st 12 Months |        |
|-------|-----------|-----------|--------|------------|-------------|--------|------------|--------------|--------|
| Lille | 2017      | 2018      | Change | 2017       | 2018        | Change | 2017       | 2018         | Change |
| BNSF  | 1,400,931 | 1,378,720 | -1.6%  | 4,222,864  | 4,101,453   | -2.9%  | 16,337,191 | 15,919,990   | -2.6%  |
| HC    | 62,311    | 64,602    | 3.7%   | 185,179    | 187,954     | 1.5%   | 732,458    | 728,791      | -0.5%  |
| MD-N  | 585,183   | 584,239   | -0.2%  | 1,778,660  | 1,724,544   | -3.0%  | 6,871,462  | 6,639,513    | -3.4%  |
| MD-W  | 547,291   | 536,674   | -1.9%  | 1,644,519  | 1,603,275   | -2.5%  | 6,427,779  | 6,178,707    | -3.9%  |
| ME    | 692,168   | 689,432   | -0.4%  | 2,057,260  | 1,992,021   | -3.2%  | 8,258,048  | 7,775,726    | -5.8%  |
| NCS   | 148,238   | 146,521   | -1.2%  | 437,030    | 426,126     | -2.5%  | 1,695,021  | 1,655,982    | -2.3%  |
| RI    | 672,431   | 654,831   | -2.6%  | 2,021,858  | 1,947,039   | -3.7%  | 7,992,327  | 7,642,410    | -4.4%  |
| SWS   | 215,951   | 212,031   | -1.8%  | 631,331    | 617,951     | -2.1%  | 2,468,311  | 2,432,318    | -1.5%  |
| UP-N  | 783,716   | 774,570   | -1.2%  | 2,368,701  | 2,288,133   | -3.4%  | 9,104,294  | 8,743,249    | -4.0%  |
| UP-NW | 920,447   | 934,508   | 1.5%   | 2,811,289  | 2,762,197   | -1.7%  | 10,991,516 | 10,642,740   | -3.2%  |
| UP-W  | 711,366   | 717,858   | 0.9%   | 2,167,226  | 2,131,911   | -1.6%  | 8,387,394  | 8,179,563    | -2.5%  |
| Total | 6,740,029 | 6,693,984 | -0.7%  | 20,325,914 | 19,782,601  | -2.7%  | 79,265,799 | 76,538,986   | -3.4%  |

# **Estimated Passenger Trips by Fare Zone Pair**

Table 4 shows estimated passenger trips by fare zone pair for the current month, the last three months, and the last 12 months.

- The long-term decline in No Zone Pair passenger trips is expected to continue as data collection improvements and the shift to the Ventra App cause fewer trips to be reported without a zone pair.
- In July 2018, year-long testing of the zone consolidation policy began. All tickets for Zones K through M were capped to the price of Zone J tickets. This caused an increase in passenger trips for Zone A-J, and a decrease for passenger trips for Zones A-K and A-M. There are no stations in Zone L.

Table 4: Estimated Passenger Trips by Fare Zone Pair

| Zama Dain    |       | er (Thou | sands) |        | st 3 Monti |        |        | st 12 Mont | hs     |
|--------------|-------|----------|--------|--------|------------|--------|--------|------------|--------|
| Zone Pair    | 2017  | 2018     | Change | 2017   | 2018       | Change | 2017   | 2018       | Change |
| A-A          | 21    | 22       | 6.2%   | 60     | 63         | 5.2%   | 243    | 237        | -2.4%  |
| A-B          | 499   | 512      | 2.7%   | 1,454  | 1,442      | -0.8%  | 5,711  | 5,546      | -2.9%  |
| A-C          | 915   | 932      | 1.9%   | 2,688  | 2,702      | 0.5%   | 10,617 | 10,505     | -1.1%  |
| A-D          | 1,130 | 1,125    | -0.5%  | 3,340  | 3,264      | -2.3%  | 13,057 | 12,753     | -2.3%  |
| A-E          | 1,432 | 1,430    | -0.1%  | 4,236  | 4,180      | -1.3%  | 16,513 | 16,183     | -2.0%  |
| A-F          | 859   | 871      | 1.4%   | 2,545  | 2,550      | 0.2%   | 9,930  | 9,848      | -0.8%  |
| A-G          | 518   | 526      | 1.6%   | 1,549  | 1,533      | -1.1%  | 6,022  | 5,942      | -1.3%  |
| A-H          | 423   | 419      | -1.0%  | 1,258  | 1,234      | -1.9%  | 4,955  | 4,816      | -2.8%  |
| A-I          | 142   | 144      | 1.4%   | 424    | 423        | -0.1%  | 1,666  | 1,645      | -1.3%  |
| A-J          | 25    | 59       | 135.9% | 75     | 175        | 134.8% | 297    | 392        | 31.6%  |
| A-K          | 28    | -        | -100%  | 84     | -          | -100%  | 334    | 233        | -30.2% |
| A-M          | 7     | -        | -100%  | 22     | -          | -100%  | 90     | 58         | -35.9% |
| A-J, K, & M  | 60    | 59       | -1.5%  | 182    | 175        | -3.4%  | 722    | 683        | -5.4%  |
| Intermediate | 218   | 210      | -3.8%  | 645    | 612        | -5.0%  | 2,477  | 2,333      | -5.8%  |
| No Zone Pair | 523   | 443      | -15.3% | 1,946  | 1,602      | -17.7% | 7,353  | 6,048      | -17.7% |
| Total        | 6,740 | 6,694    | -0.7%  | 20,326 | 19,783     | -2.7%  | 79,266 | 76,539     | -3.4%  |

# **Estimated Passenger Trips by Ticket Type**

Table 5 shows estimated passenger trips by ticket type for the current month, the last three months, and the last 12 months. Special event tickets and other data irregularities can affect month-to-month comparisons of passenger trips by ticket type:

- Stockpiling of 10-Ride Tickets occurred in advance of the 2017 and 2018 fare increases. As a result, 10-ride Ticket passenger trips were overstated in January and understated in subsequent months.
- The large decrease in special pass passenger trips in the last 12 months compared to the previous year is due to the November 2016 Cubs Rally.

Table 5: Estimated Passenger Trips by Ticket Type

|                      |       | Octo  | ber (Thous | sands) |       | Last 3 Months (Thousands) |        |        |       |       |
|----------------------|-------|-------|------------|--------|-------|---------------------------|--------|--------|-------|-------|
| Ticket Type          |       |       |            | Share  | Share |                           |        |        | Share | Share |
|                      | 2017  | 2018  | Change     | 2017   | 2018  | 2017                      | 2018   | Change | 2017  | 2018  |
| Monthly Pass         | 4,017 | 3,943 | -1.9%      | 59.6%  | 58.8% | 11,629                    | 11,344 | -2.4%  | 57.2% | 57.3% |
| 10-Ride Ticket       | 1,642 | 1,660 | 1.1%       | 24.4%  | 24.8% | 4,902                     | 4,782  | -2.4%  | 24.1% | 24.2% |
| One-Way Ticket       | 754   | 830   | 10.1%      | 11.2%  | 12.4% | 2,493                     | 2,632  | 5.6%   | 12.3% | 13.3% |
| Weekend Pass         | 242   | 187   | -22.8%     | 3.6%   | 2.8%  | 949                       | 734    | -22.7% | 4.7%  | 3.7%  |
| Special Passes       | 0     | 0     | -88.9%     | 0.0%   | 0.0%  | 121                       | 73     | -39.6% | 0.6%  | 0.4%  |
| RTA Ride Free Permit | 83    | 81    | -2.3%      | 1.2%   | 1.2%  | 251                       | 234    | -6.5%  | 1.2%  | 1.2%  |
| Total <sup>1</sup>   | 6,738 | 6,700 | -0.6%      |        |       | 20,344                    | 19,799 | -2.7%  |       |       |

|                      |        | Last 12 M | onths (Th | ousands) |       |
|----------------------|--------|-----------|-----------|----------|-------|
| Ticket Type          |        |           |           | Share    | Share |
|                      | 2017   | 2018      | Change    | 2017     | 2018  |
| Monthly Pass         | 46,672 | 44,603    | -4.4%     | 58.9%    | 58.3% |
| 10-Ride Ticket       | 18,466 | 18,639    | 0.9%      | 23.3%    | 24.3% |
| One-Way Ticket       | 9,294  | 9,430     | 1.5%      | 11.7%    | 12.3% |
| Weekend Pass         | 3,511  | 2,911     | -17.1%    | 4.4%     | 3.8%  |
| Special Passes       | 369    | 90        | -75.5%    | 0.5%     | 0.1%  |
| RTA Ride Free Permit | 958    | 888       | -7.3%     | 1.2%     | 1.2%  |
| Total <sup>1</sup>   | 79,270 | 76,561    | -3.4%     |          |       |

<sup>&</sup>lt;sup>1</sup> Passenger trip totals differ from those presented in other tables in this report, due to adjustments made for group sales, marketing sales, and refunds

#### **Passenger Loads**

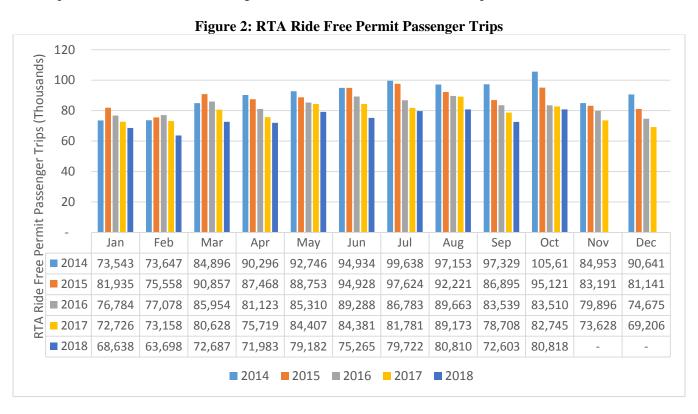
Table 6 shows the average daily passenger loads by service period for the current month, the last three months, and the last 12 months, derived from conductor counts. Average peak-peak direction passenger loads decreased by 3.0 percent compared to the previous year, and average total weekday passenger loads decreased by 3.9 percent in the same period.

**Table 6: Average Daily Passenger Loads** 

| Service Period           | Octob | er (Thou | ısands) | -    | st 3 Mont<br>Thousand |        | Last 12 Months<br>(Thousands) |      |        |  |
|--------------------------|-------|----------|---------|------|-----------------------|--------|-------------------------------|------|--------|--|
|                          | 2017  | 2018     | Change  | 2017 | 2018                  | Change | 2017                          | 2018 | Change |  |
| Peak - Peak Direction    | 223   | 216      | -3.0%   | 221  | 215                   | -2.7%  | 216                           | 212  | -1.5%  |  |
| Peak - Reverse Direction | 21    | 19       | -9.6%   | 21   | 20                    | -7.3%  | 20                            | 20   | -0.9%  |  |
| Midday                   | 33    | 31       | -7.6%   | 34   | 32                    | -4.6%  | 33                            | 31   | -3.6%  |  |
| Evening                  | 15    | 15       | 0.0%    | 17   | 17                    | -1.8%  | 16                            | 16   | -2.1%  |  |
| Weekday                  | 292   | 281      | -3.9%   | 294  | 284                   | -3.2%  | 284                           | 279  | -1.8%  |  |
| Saturday                 | 55    | 52       | -4.5%   | 68   | 62                    | -9.0%  | 67                            | 60   | -10.0% |  |
| Sunday                   | 38    | 37       | -1.2%   | 46   | 43                    | -6.2%  | 41                            | 38   | -7.8%  |  |

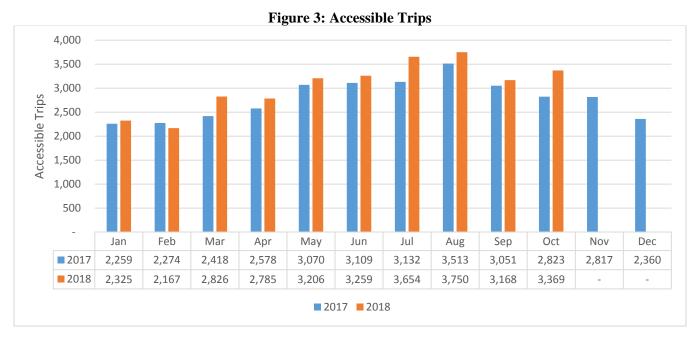
#### **RTA Ride Free Permit Free Trips**

Figure 2 shows the number of RTA Ride Free Permit passenger trips for the last five years. Trips are included in ridership estimates because Metra is eligible for reimbursement for the number provided.



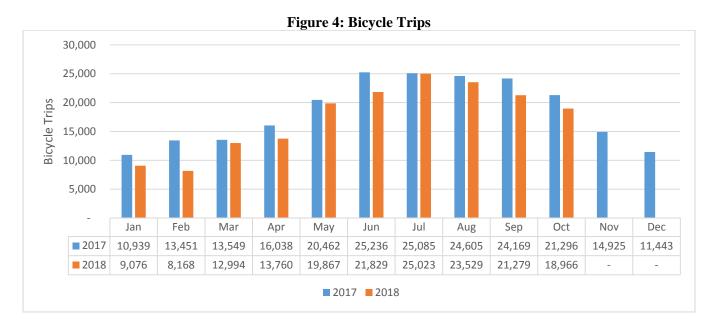
#### **Accessible Trips**

Figure 3 shows the number of trips provided using accessible equipment. Accessible equipment consists of bridge plates on the Metra Electric and wheelchair lifts on all other lines.



# **Bicycle Trips**

Figure 4 shows the number of trips provided where the passenger transported a bicycle.

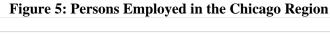


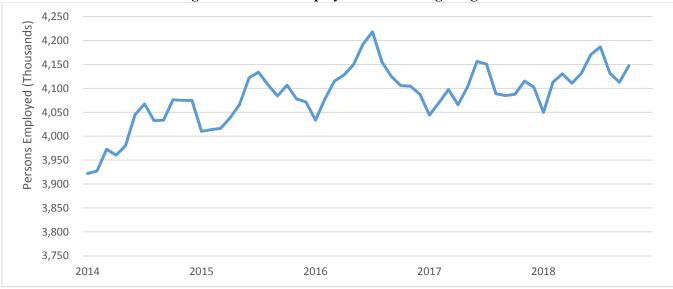
# **Ridership Influences**

Many different factors (such as the employment, gas prices, road construction, service changes, and special events) can influence ridership trends.

# **Employment**

Figure 5 shows the number of persons employed in the six-county Chicago Region. The number of persons employed increased 1.5 percent in October 2018 compared to October 2017.



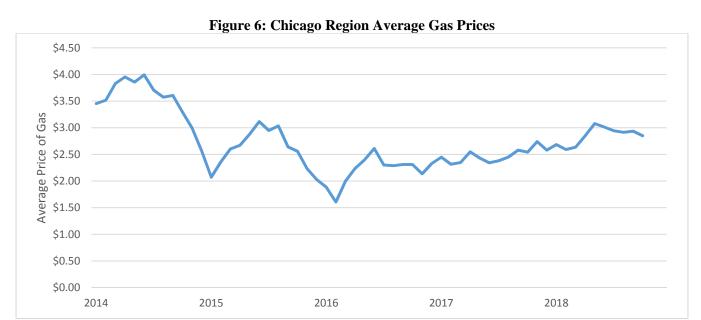


| Year                    | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   | Sep   | Oct   | Nov   | Dec   | Year-to-<br>date<br>Average |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------------------------|
| 2014                    | 3,922 | 3,927 | 3,972 | 3,960 | 3,980 | 4,045 | 4,068 | 4,032 | 4,033 | 4,076 | 4,075 | 4,075 | 4,002                       |
| 2015                    | 4,010 | 4,014 | 4,016 | 4,038 | 4,066 | 4,122 | 4,134 | 4,108 | 4,084 | 4,107 | 4,078 | 4,072 | 4,070                       |
| 2016                    | 4,033 | 4,078 | 4,115 | 4,128 | 4,150 | 4,192 | 4,218 | 4,155 | 4,125 | 4,106 | 4,105 | 4,087 | 4,130                       |
| 2017                    | 4,044 | 4,070 | 4,098 | 4,066 | 4,102 | 4,156 | 4,151 | 4,089 | 4,085 | 4,088 | 4,115 | 4,102 | 4,095                       |
| 2018                    | 4,050 | 4,113 | 4,130 | 4,111 | 4,131 | 4,171 | 4,187 | 4,131 | 4,113 | 4,147 |       |       | 4,128                       |
| Change<br>2017-<br>2018 | 0.1%  | 1.1%  | 0.8%  | 1.1%  | 0.7%  | 0.4%  | 0.9%  | 1.0%  | 0.7%  | 1.5%  |       |       | 0.8%                        |

Source: Illinois Department of Employment Security

#### **Gas Prices**

Figure 6 shows the average price of unleaded regular gas for the Chicago-Gary-Kenosha area. The average price of a gallon of regular unleaded gas was \$2.85 in October 2018, a \$0.31 increase compared to October 2017.



| Year             | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct    | Nov    | Dec    | Year-to-<br>date<br>Average |
|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------------|
| 2014             | \$3.45 | \$3.52 | \$3.83 | \$3.95 | \$3.86 | \$3.99 | \$3.71 | \$3.57 | \$3.61 | \$3.30 | \$3.00 | \$2.57 | \$3.68                      |
| 2015             | \$2.07 | \$2.36 | \$2.60 | \$2.67 | \$2.88 | \$3.12 | \$2.95 | \$3.04 | \$2.64 | \$2.56 | \$2.23 | \$2.03 | \$2.69                      |
| 2016             | \$1.89 | \$1.61 | \$2.00 | \$2.24 | \$2.40 | \$2.61 | \$2.30 | \$2.29 | \$2.31 | \$2.31 | \$2.14 | \$2.33 | \$2.19                      |
| 2017             | \$2.45 | \$2.32 | \$2.35 | \$2.55 | \$2.43 | \$2.34 | \$2.38 | \$2.45 | \$2.58 | \$2.54 | \$2.74 | \$2.58 | \$2.44                      |
| 2018             | \$2.69 | \$2.59 | \$2.64 | \$2.85 | \$3.08 | \$3.01 | \$2.94 | \$2.92 | \$2.94 | \$2.85 |        |        | \$2.85                      |
| Change 2017-2018 | \$0.24 | \$0.28 | \$0.29 | \$0.30 | \$0.65 | \$0.67 | \$0.56 | \$0.46 | \$0.36 | \$0.31 |        |        | \$0.41                      |

Source: Bureau of Labor Statistics

#### **Road Construction**

No new roadway construction projects of regional significance began in October. The following projects are either under construction or were recently completed:

• Jane Byrne Interchange Reconfiguration – In 2015, work began on a major reconfiguration of the Jane Byrne Interchange. Work is expected to continue through 2021.

# **Service Changes**

No service changes occurred in October.

# **Special Events and Promotions**

Extra service was added for the Bank of America Chicago Marathon (October 7).

#### Passenger Revenue and Ticket Sales

Changes in fares, ticket policies, and ticket sales channels can affect passenger revenue and ticket sales trends:

- The Ventra App was introduced in November 2015, causing a long-term shift from ticket agent and conductor sales to sales through the app.
- In June 2018, Metra stopped selling Monthly Passes and 10-Ride Tickets from vending machines at 15 non-downtown stations on the Metra Electric Line.
- In June 2018, Metra ended its Ticket-by-Internet program.
- Cash vending machines (previously present only on the Metra Electric Line) were eliminated in May 2017, causing a shift toward conductor sales on the Metra Electric Line.
- The Ticket by Mail program was eliminated in July 2017.
- In February 2018, Adult One-Way Ticket fares increased by \$0.25, 10-Ride Ticket fares increased from 9.0 to 9.5 One-Way Tickets, Adult Monthly Pass fares increased from 28.5 to 29.0 One-Way Tickets, and the Weekend Pass fare increased from \$8.00 to \$10.00.
- In July 2018, yearlong testing of the zone consolidation policy began. All tickets from Zone A to Zones K through M were capped at the price of Zone J tickets.
- In July 2018, select stations with perceived inconsistencies in distance from downtown were reassigned to closer zones. Ashland, Racine, West Pullman, Stewart Ridge and State Street stations moved from Zone D to C. On the Metra Electric mainline, the 83rd Street and 87th Street stations were moved from Zone C to B. On the Rock Island Beverly Branch, the 123rd Street Station was moved from Zone D to C.

Special event tickets and other data irregularities can affect month-to-month comparisons of passenger revenue and ticket sales figures:

- Stockpiling of 10-Ride Tickets occurred in advance of the 2017 and 2018 fare increases. As a result, 10-Ride Ticket passenger revenue and ticket sales were overstated in January and understated in subsequent months.
- Special pass passenger revenue and ticket sales are lower in the last 12 months compared to the previous year due to the November 2016 Cubs Rally, but are higher for July 2018 and the last three months. While the price of One-Way tickets increased in 2018, the price of the Ravinia Pass remained at \$8.

#### **Passenger Revenue**

Table 7 shows passenger revenue by line for the current month, the last three months, and the last 12 months.

**Table 7: Passenger Revenue by Line** 

| Line  | Octob    | er (Thousa | ands)  | Last 3 M | onths (Tho | usands) | Last 12 N | Ionths (Tho | usands) |
|-------|----------|------------|--------|----------|------------|---------|-----------|-------------|---------|
| Line  | 2017     | 2018       | Change | 2017     | 2018       | Change  | 2017      | 2018        | Change  |
| BNSF  | \$6,569  | \$6,961    | 6.0%   | \$19,817 | \$20,752   | 4.7%    | \$75,254  | \$78,983    | 5.0%    |
| НС    | \$309    | \$340      | 10.1%  | \$920    | \$989      | 7.5%    | \$3,570   | \$3,774     | 5.7%    |
| MD-N  | \$2,762  | \$2,989    | 8.2%   | \$8,424  | \$8,858    | 5.2%    | \$31,891  | \$33,328    | 4.5%    |
| MD-W  | \$2,562  | \$2,708    | 5.7%   | \$7,730  | \$8,121    | 5.1%    | \$29,688  | \$30,707    | 3.4%    |
| ME    | \$2,883  | \$3,088    | 7.1%   | \$8,616  | \$8,975    | 4.2%    | \$33,999  | \$34,428    | 1.3%    |
| NCS   | \$800    | \$836      | 4.4%   | \$2,368  | \$2,444    | 3.2%    | \$9,014   | \$9,358     | 3.8%    |
| RI    | \$2,964  | \$3,101    | 4.6%   | \$8,953  | \$9,255    | 3.4%    | \$34,674  | \$35,557    | 2.5%    |
| SWS   | \$949    | \$996      | 5.0%   | \$2,789  | \$2,915    | 4.5%    | \$10,691  | \$11,254    | 5.3%    |
| UP-N  | \$3,256  | \$3,493    | 7.3%   | \$9,936  | \$10,380   | 4.5%    | \$37,266  | \$38,704    | 3.9%    |
| UP-NW | \$4,422  | \$4,825    | 9.1%   | \$13,555 | \$14,317   | 5.6%    | \$52,030  | \$54,233    | 4.2%    |
| UP-W  | \$3,298  | \$3,600    | 9.2%   | \$10,089 | \$10,732   | 6.4%    | \$38,314  | \$40,298    | 5.2%    |
| Total | \$30,773 | \$32,938   | 7.0%   | \$93,196 | \$97,738   | 4.9%    | \$356,390 | \$370,625   | 4.0%    |

Table 8 shows passenger revenue by ticket type for the current month, the last three months, and the last 12 months.

**Table 8: Passenger Revenue by Ticket Type** 

|                    |          | Octobe   | er (Thousan | ds)   |       | Last 3 Months (Thousands) |          |        |       |       |  |
|--------------------|----------|----------|-------------|-------|-------|---------------------------|----------|--------|-------|-------|--|
| Ticket Type        |          |          |             | Share | Share |                           |          |        | Share | Share |  |
|                    | 2017     | 2018     | Change      | 2017  | 2018  | 2017                      | 2018     | Change | 2017  | 2018  |  |
| Monthly Pass       | \$16,640 | \$17,230 | 3.5%        | 54.0% | 52.3% | \$48,210                  | \$49,613 | 2.9%   | 51.7% | 50.7% |  |
| 10-Ride Ticket     | \$8,831  | \$9,805  | 11.0%       | 28.7% | 29.7% | \$26,445                  | \$28,389 | 7.4%   | 28.4% | 29.0% |  |
| One-Way Ticket     | \$4,541  | \$5,187  | 14.2%       | 14.8% | 15.7% | \$15,053                  | \$16,486 | 9.5%   | 16.1% | 16.9% |  |
| Weekend Pass       | \$775    | \$748    | -3.4%       | 2.5%  | 2.3%  | \$3,104                   | \$2,935  | -5.5%  | 3.3%  | 3.0%  |  |
| Special Passes     | \$2      | \$0      | -88.9%      | 0.0%  | 0.0%  | \$441                     | \$401    | -9.2%  | 0.5%  | 0.4%  |  |
| Total <sup>1</sup> | \$30,788 | \$32,971 | 7.1%        |       |       | \$93,255                  | \$97,824 | 4.9%   |       |       |  |

|                    | Last 12 Months (Thousands) |           |        |       |       |  |  |  |  |  |
|--------------------|----------------------------|-----------|--------|-------|-------|--|--|--|--|--|
| Ticket Type        |                            |           |        | Share | Share |  |  |  |  |  |
|                    | 2017                       | 2018      | Change | 2017  | 2018  |  |  |  |  |  |
| Monthly Pass       | \$190,171                  | \$192,573 | 1.3%   | 53.3% | 51.9% |  |  |  |  |  |
| 10-Ride Ticket     | \$98,485                   | \$108,069 | 9.7%   | 27.6% | 29.1% |  |  |  |  |  |
| One-Way Ticket     | \$55,546                   | \$58,790  | 5.8%   | 15.6% | 15.9% |  |  |  |  |  |
| Weekend Pass       | \$11,256                   | \$11,000  | -2.3%  | 3.2%  | 3.0%  |  |  |  |  |  |
| Special Passes     | \$1,021                    | \$469     | -54.1% | 0.3%  | 0.1%  |  |  |  |  |  |
| Total <sup>1</sup> | \$356,478                  | \$370,901 | 4.0%   |       |       |  |  |  |  |  |

<sup>&</sup>lt;sup>1</sup> Passenger revenue totals differ from those presented in other tables in this report, due to adjustments made for group sales, marketing sales, and refunds

Table 9 shows passenger revenue by ticket type and sales channel for the current month 2017 and 2018.

**Table 9: Passenger Revenue by Ticket Type and Sales Channel (Current Month)** 

| Table  |                           |                                      | Monthly Pass (Thousands) 10-Ride Ticket (Thousands) |  |  |                                  |                     |                           |                                   |                                  |
|--|---------------------------|--------------------------------------|---|--|--|----------------------------------|---------------------|---------------------------|-----------------------------------|----------------------------------|
| Sales Channel                                    | 2017                      | 2018                                 | Change  | Share<br>2017                          | Share<br>2018                          | 2017                             | 2018                | Change                    | Share<br>2017                     | Share<br>2018                    |
| Commuter Benefit                                 | \$5,122                   | \$5,116                              | -0.1%   | 30.8%                                  | 29.7%                                  | \$643                            | \$685               | 6.6%                      | 7.3%                              | 7.0%                             |
| Conductor  | -                         | -                                    |   | 0.0%                                   | 0.0%                                   | -                                | -                   |                           | 0.0%                              | 0.0%                             |
| Internet   | \$682                     | -                                    | -100.0%   | 4.1%                                   | 0.0%                                   | \$72                             | -                   | -100.0%                   | 0.8%                              | 0.0%                             |
| Ticket Agent                                     | \$5,262                   | \$5,329                              | 1.3%  | 31.6%                                  | 30.9%                                  | \$2,729                          | \$2,765             | 1.3%                      | 30.9%                             | 28.2%                            |
| Vending Machine                                  | \$660                     | \$602                                | -8.8%   | 4.0%                                   | 3.5%                                   | \$593                            | \$423               | -28.6%                    | 6.7%                              | 4.3%                             |
| Ventra App                                       | \$4,914                   | \$6,183                              | 25.8%   | 29.5%                                  | 35.9%                                  | \$4,793                          | \$5,932             | 23.8%                     | 54.3%                             | 60.5%                            |
| Total  | \$16,640                  | \$17,230                             | 3.5%  |  |  | \$8,831                          | \$9,805             | 11.0%                     |                                   |                                  |
|  |                           |                                      |   |  |  |                                  |                     |                           |                                   |                                  |
|  |                           |                                      |   |  |  | W                                | -                   | pecial, Rav               |                                   | es                               |
| Sales Channel                                    | •                         | One-Way T                            | icket (Thou   | -                                      |  | W                                | -                   | pecial, Rav<br>Thousands) | )                                 |                                  |
| Sales Channel                                    | 2017                      | One-Way T<br>2018                    | icket (Thou<br>Change                               | sands)<br>Share<br>2017                | Share<br>2018                          | W<br>2017                        | -                   | •                         |                                   | es<br>Share<br>2018              |
| Sales Channel  Commuter Benefit                  |                           | _                                    | -   | Share                                  |  |                                  | (-                  | Thousands)                | Share                             | Share                            |
|  |                           | _                                    | -   | Share<br>2017                          | 2018                                   |                                  | (-                  | Thousands)                | Share<br>2017                     | Share<br>2018                    |
| Commuter Benefit                                 | 2017                      | 2018                                 | Change  | Share<br>2017<br>0.0%                  | <b>2018</b> 0.0%                       | 2017                             | 2018                | Thousands) Change         | Share 2017                        | Share 2018 0.0%                  |
| Commuter Benefit Conductor                       | 2017                      | 2018                                 | Change  | Share<br>2017<br>0.0%<br>24.0%         | 2018<br>0.0%<br>19.9%                  | <b>2017</b><br>-<br>\$423        | 2018                | Thousands) Change         | Share<br>2017<br>0.0%<br>54.4%    | Share<br>2018<br>0.0%<br>53.9%   |
| Commuter Benefit<br>Conductor<br>Internet        | 2017<br>-<br>\$1,092<br>- | <b>2018</b> - \$1,033                | <b>Change</b> -5.4%                                 | Share<br>2017<br>0.0%<br>24.0%<br>0.0% | 2018<br>0.0%<br>19.9%<br>0.0%          | <b>2017</b> - \$423              | <b>2018</b> - \$403 | Change<br>-4.6%           | Share 2017  0.0%  54.4%  0.0%     | Share 2018  0.0% 53.9% 0.0%      |
| Commuter Benefit Conductor Internet Ticket Agent | \$1,092<br>\$1,443        | 2018<br>-<br>\$1,033<br>-<br>\$1,428 | -5.4%<br>-1.0%                                      | Share 2017  0.0%  24.0%  0.0%  31.8%   | 2018<br>0.0%<br>19.9%<br>0.0%<br>27.5% | 2017<br>-<br>\$423<br>-<br>\$105 | \$403<br>\$73       | Change -4.6% -30.5%       | Share 2017  0.0% 54.4% 0.0% 13.6% | Share 2018  0.0% 53.9% 0.0% 9.8% |

|                    | All Ticket Types (Thousands) |           |         |               |               |  |  |  |  |
|--------------------|------------------------------|-----------|---------|---------------|---------------|--|--|--|--|
| Sales Channel      | 2017                         | 2017 2018 |         | Share<br>2017 | Share<br>2018 |  |  |  |  |
| Commuter Benefit   | \$5,765                      | \$5,801   | 0.6%    | 18.7%         | 17.6%         |  |  |  |  |
| Conductor          | \$1,515                      | \$1,437   | -5.2%   | 4.9%          | 4.4%          |  |  |  |  |
| Internet           | \$754                        | -         | -100.0% | 2.4%          | 0.0%          |  |  |  |  |
| Ticket Agent       | \$9,539                      | \$9,595   | 0.6%    | 31.0%         | 29.1%         |  |  |  |  |
| Vending Machine    | \$1,449                      | \$1,225   | -15.4%  | 4.7%          | 3.7%          |  |  |  |  |
| Ventra App         | \$11,767                     | \$14,913  | 26.7%   | 38.2%         | 45.2%         |  |  |  |  |
| Total <sup>1</sup> | \$30,788                     | \$32,971  | 7.1%    |               |               |  |  |  |  |

<sup>&</sup>lt;sup>1</sup> Passenger revenue totals differ from those presented in other tables in this report, due to adjustments made for group sales, marketing sales, and refunds

#### **Ticket Sales**

Table 10 shows ticket sales by ticket type for the current month, the last three months, and the last 12 months. Monthly Pass sales decreased by 1.9 percent in the current month compared to the previous year, and 10-Ride Ticket sales increased by 1.1 percent in the same period.

**Table 10: Ticket Sales by Ticket Type** 

|                    |       | Octo  | ber (Thou | sands) | •     | Last 3 Months (Thousands) |       |        |       |       |  |
|--------------------|-------|-------|-----------|--------|-------|---------------------------|-------|--------|-------|-------|--|
| Ticket Type        |       |       |           | Share  | Share |                           |       |        | Share | Share |  |
|                    | 2017  | 2018  | Change    | 2017   | 2018  | 2017                      | 2018  | Change | 2017  | 2018  |  |
| Monthly Pass       | 93    | 92    | -1.9%     | 8.4%   | 7.9%  | 270                       | 264   | -2.4%  | 7.3%  | 7.1%  |  |
| 10-Ride Ticket     | 164   | 166   | 1.1%      | 14.8%  | 14.3% | 490                       | 478   | -2.4%  | 13.3% | 12.9% |  |
| One-Way Ticket     | 754   | 830   | 10.1%     | 68.0%  | 71.4% | 2,493                     | 2,632 | 5.6%   | 67.7% | 71.2% |  |
| Weekend Pass       | 97    | 75    | -22.8%    | 8.7%   | 6.4%  | 380                       | 293   | -22.7% | 10.3% | 7.9%  |  |
| Special Passes     | 0     | 0     | -88.8%    | 0.0%   | 0.0%  | 50                        | 31    | -37.1% | 1.3%  | 0.8%  |  |
| Total <sup>1</sup> | 1,108 | 1,162 | 4.9%      |        |       | 3,683                     | 3,699 | 0.4%   |       |       |  |

|                    | ı      | Last 12 M | onths (The | ousands) |       |
|--------------------|--------|-----------|------------|----------|-------|
| Ticket Type        |        |           |            | Share    | Share |
|                    | 2017   | 2018      | Change     | 2017     | 2018  |
| Monthly Pass       | 1,085  | 1,037     | -4.4%      | 7.9%     | 7.7%  |
| 10-Ride Ticket     | 1,847  | 1,864     | 0.9%       | 13.4%    | 13.8% |
| One-Way Ticket     | 9,294  | 9,430     | 1.5%       | 67.3%    | 69.7% |
| Weekend Pass       | 1,404  | 1,164     | -17.1%     | 10.2%    | 8.6%  |
| Special Passes     | 173    | 40        | -77.1%     | 1.3%     | 0.3%  |
| Total <sup>1</sup> | 13,804 | 13,535    | -1.9%      |          |       |

Tables 11 details ticket sales by line and ticket type.

**Table 11: Ticket Sales by Ticket Type and Line (Current Month)** 

|            | Monthly           |               | s by Ticket | Type and | <u>Line (Current M</u><br>10-Ride <sup>-</sup> |                |          |
|------------|-------------------|---------------|-------------|----------|--|----------------|----------|
| Line       | 2017              | 2018          | Change      | Line     | 2017   | 2018           | Change   |
| BNSF       | 20,936            | 20,407        | -2.5%       | BNSF     | 33,301   | 33,487         | 0.6%     |
| HC         | 1,058             | 1,081         | 2.2%        | HC       | 1,327  | 1,394          | 5.0%     |
| MD-N       | 7,294             | 7,271         | -0.3%       | MD-N     | 16,731   | 17,124         | 2.3%     |
| MD-W       | 7,294             | 7,271         | -1.9%       | MD-W     | 10,731   | 10,995         | 0.7%     |
| ME         | 8,955             | 8,781         | -1.9%       | ME       | 15,861   | 15,297         | -3.6%    |
|            | •                 |               |             |          |  | -              |          |
| NCS        | 2,215             | 2,129         | -3.9%       | NCS      | 3,638  | 3,688          | 1.4%     |
| RI         | 10,551            | 10,346        | -1.9%       | RI       | 12,944   | 12,285         | -5.1%    |
| SWS        | 3,600             | 3,429         | -4.8%       | SWS      | 4,198  | 4,386          | 4.5%     |
| UP-N       | 8,851             | 8,646         | -2.3%       | UP-N     | 25,253   | 25,138         | -0.5%    |
| UP-NW      | 12,597            | 12,457        | -1.1%       | UP-NW    | 22,123   | 23,500         | 6.2%     |
| UP-W       | 9,664             | 9,587         | -0.8%       | UP-W     | 17,920   | 18,670         | 4.2%     |
| Total      | 93,425            | 91,695        | -1.9%       | Total    | 164,219  | 165,964        | 1.1%     |
|            | e-Way Ticket (M   |               | _           |          | One-Way Ticket                                 | •              |          |
| Line       | 2017              | 2018          | Change      | Line     | 2017   | 2018           | Change   |
| BNSF       | 98,835            | 109,077       | 10.4%       | BNSF     | 20,579   | 16,286         | -20.9%   |
| HC         | 2,978             | 3,660         | 22.9%       | HC       | 467  | 475            | 1.7%     |
| MD-N       | 50,502            | 60,968        | 20.7%       | MD-N     | 18,680   | 16,292         | -12.8%   |
| MD-W       | 49,226            | 55,683        | 13.1%       | MD-W     | 20,144   | 16,595         | -17.6%   |
| ME         | 80,334            | 98,623        | 22.8%       | ME       | 28,995   | 28,362         | -2.2%    |
| NCS        | 9,587             | 11,766        | 22.7%       | NCS      | 6,199  | 5,391          | -13.0%   |
| RI         | 49,510            | 55,297        | 11.7%       | RI       | 15,138   | 12,897         | -14.8%   |
| SWS        | 12,812            | 14,655        | 14.4%       | SWS      | 3,983  | 3,653          | -8.3%    |
| UP-N       | 67,664            | 80,033        | 18.3%       | UP-N     | 36,811   | 33,861         | -8.0%    |
| UP-NW      | 76,149            | 90,988        | 19.5%       | UP-NW    | 26,692   | 27,969         | 4.8%     |
| UP-W       | 60,005            | 67,931        | 13.2%       | UP-W     | 18,352   | 19,158         | 4.4%     |
| Total      | 557,602           | 648,681       | 16.3%       | Total    | 196,040  | 180,939        | -7.7%    |
| Weekend, S | pecial, Ravinia P | asses (Mobile | & Station)  | Weeke    | end, Special, Ravin                            | ia Passes (Cor | nductor) |
| Line       | 2017              | 2018          | Change      | Line     | 2017   | 2018           | Change   |
| BNSF       | 9,778             | 7,681         | -21.4%      | BNSF     | 6,165  | 4,796          | -22.2%   |
| HC         | 27                | 10            | -63.0%      | НС       | -  | -              |          |
| MD-N       | 4,877             | 3,366         | -31.0%      | MD-N     | 6,914  | 3,851          | -44.3%   |
| MD-W       | 4,001             | 3,404         | -14.9%      | MD-W     | 6,210  | 4,624          | -25.5%   |
| ME         | 4,878             | 3,998         | -18.0%      | ME       | 2,753  | 2,130          | -22.6%   |
| NCS        | 55                | 41            | -25.5%      | NCS      | -  | -              |          |
| RI         | 2,133             | 1,898         | -11.0%      | RI       | 4,403  | 2,989          | -32.1%   |
| SWS        | 119               | 98            | -17.6%      | SWS      | 211  | 212            | 0.5%     |
| UP-N       | 5,572             | 3,993         | -28.3%      | UP-N     | 7,600  | 5,956          | -21.6%   |
| UP-NW      | 7,022             | 5,462         | -22.2%      | UP-NW    | 11,319   | 9,293          | -17.9%   |
| UP-W       | 5,782             | 4,586         | -20.7%      | UP-W     | 7,245  | 6,467          | -10.7%   |
| Total      | 44,244            | 34,537        | -21.9%      | Total    | 52,820   | 40,318         | -23.7%   |

Tables 12 and 13 show ticket sales by ticket type, sales channel, and tender type for the current month and year-to-date 2017 and 2018. Tables 14 and 15 show total ticket sales by sales channel and tender type for the current month and year-to-date 2017 and 2018.

Table 12: Ticket Sales by Ticket Type, Sales Channel, and Tender Type (Current Month)

| Table 12: Ticket Sales by Ticket Type, Sales Channel, and Tender Type (Current Month)                            |  |  |  |                        |                        |   |  |   |                        |                        |  |  |
|--|--|--|--|------------------------|------------------------|---|--|---|------------------------|------------------------|--|--|
|  |  | Monthly  | Pass (Thou                               | -                      |                        |   | 10-Ride                                  | Ticket (The                                     | -                      |                        |  |  |
| Sales Channel  | 2017   | 2018   | Change                                   | Share<br>2017          | Share<br>2018          | 2017                                      | 2018                                     | Change  | Share<br>2017          | Share<br>2018          |  |  |
| Commuter Benefit   | 28   | 27   | -5.4%                                    | 30.2%                  | 29.1%                  | 11  | 11                                       | -2.7%   | 6.7%                   | 6.5%                   |  |  |
| Conductor  | -  | -  |  |                        | _                      | -   | -  |   |                        |                        |  |  |
| Internet   | 4  | -  | -100%                                    | 4.1%                   | _                      | 1   | -  | -100%   | 0.8%                   |                        |  |  |
| Ticket Agent   | 30   | 29   | -3.9%                                    | 32.1%                  | 31.5%                  | 53  | 49                                       | -7.2%   | 32.2%                  | 29.5%                  |  |  |
| Cash & Other   | 5  | 5  | -7.9%                                    |                        | _                      | 9   | 8  | -16.6%  |                        |                        |  |  |
| Credit Card  | 25   | 24   | -3.1%                                    |                        | _                      | 43  | 41                                       | -5.2%   |                        |                        |  |  |
| Vending Machine  | 4  | 3  | -14.3%                                   | 4.0%                   | 3.5%                   | 11  | 7  | -36.3%  | 6.6%                   | 4.2%                   |  |  |
| Ventra App   | 28   | 33   | 19.2%                                    | 29.6%                  | 36.0%                  | 88  | 99                                       | 12.5%   | 53.7%                  | 59.8%                  |  |  |
| Credit Card  | 25   | 30   | 19.0%                                    |                        | _                      | 84  | 94                                       | 12.7%   |                        |                        |  |  |
| Mixed & Other  | 1  | 2  | 6.9%                                     |                        |                        | 1   | 1  | -13.9%  |                        |                        |  |  |
| Ventra   | 1  | 1  | 47.3%                                    |                        |                        | 3   | 4  | 18.5%   |                        |                        |  |  |
| Total  | 93   | 92   | -1.9%                                    |                        |                        | 164                                       | 166                                      | 1.1%  |                        |                        |  |  |
|  |  | One-Way  | Ticket (The                              | ousands)               |                        | Weeken                                    | d Snecial                                | , Ravinia P                                     | accae (Tha             | usands)                |  |  |
| Sales Channel  |  |  |  |                        |                        | VV CCICCII                                | a, special                               | , itaviilia F                                   | asses (1110            | usanusj                |  |  |
| Sales Chamier  | 2017   | 2018   | Change                                   | Share<br>2017          | Share<br>2018          | 2017                                      | 2018                                     | Change  | Share<br>2017          | Share<br>2018          |  |  |
| Commuter Benefit   | 2017   | 2018   | •  | Share                  |                        |   |  |   | Share                  | Share                  |  |  |
|  | <b>2017</b><br>-<br>196                          | <b>2018</b><br>-<br>181                          | •  | Share                  |                        | 2017                                      | 2018                                     |   | Share                  | Share                  |  |  |
| Commuter Benefit   | -  | -  | Change                                   | Share<br>2017          | 2018                   | 2017                                      | 2018                                     | Change  | Share<br>2017          | Share<br>2018          |  |  |
| Commuter Benefit Conductor   | -  | -  | Change                                   | Share<br>2017          | 2018                   | 2017                                      | 2018                                     | Change  | Share<br>2017          | Share<br>2018          |  |  |
| Commuter Benefit Conductor Internet  | -<br>196<br>-                                    | -<br>181<br>-                                    | Change -7.7%                             | Share 2017 26.0%       | 2018                   | <b>2017</b> - 53                          | <b>2018</b> - 40 -                       | Change -23.7%                                   | Share<br>2017<br>54.4% | Share<br>2018<br>53.9% |  |  |
| Commuter Benefit Conductor Internet Ticket Agent   | -<br>196<br>-<br>232                             | -<br>181<br>-<br>220                             | -7.7%                                    | Share 2017 26.0%       | 2018                   | 2017<br>-<br>53<br>-<br>13                | 2018<br>-<br>40<br>-<br>7                | -23.7%<br>-44.4%                                | Share<br>2017<br>54.4% | Share<br>2018<br>53.9% |  |  |
| Commuter Benefit Conductor Internet Ticket Agent Cash & Other  | -<br>196<br>-<br>232<br>135                      | 181<br>-<br>220                                  | -7.7%<br>-5.2%<br>-8.5%                  | Share 2017 26.0%       | 2018                   | 2017<br>-<br>53<br>-<br>13<br>7           | 2018<br>-<br>40<br>-<br>7<br>4           | -23.7%<br>-44.4%<br>-49.1%                      | Share<br>2017<br>54.4% | Share<br>2018<br>53.9% |  |  |
| Commuter Benefit Conductor Internet Ticket Agent Cash & Other Credit Card  | 196<br>-<br>232<br>135<br>97                     | 181<br>-<br>220<br>124<br>96                     | -7.7% -5.2% -8.5% -0.5%                  | Share 2017 26.0% 30.8% | 2018<br>21.8%<br>26.5% | 2017<br>-<br>53<br>-<br>13<br>7<br>6      | 2018<br>- 40<br>- 7<br>4 4               | -23.7%<br>-44.4%<br>-49.1%<br>-38.6%            | Share 2017 54.4% 13.6% | Share 2018 53.9% 9.8%  |  |  |
| Commuter Benefit Conductor Internet Ticket Agent Cash & Other Credit Card Vending Machine                        | -<br>196<br>-<br>232<br>135<br>97<br>27          | 181<br>-<br>220<br>124<br>96<br>28               | -7.7% -5.2% -8.5% -0.5% 2.8%             | Share 2017 26.0% 30.8% | 2018<br>21.8%<br>26.5% | 2017<br>-<br>53<br>-<br>13<br>7<br>6<br>3 | 2018<br>- 40<br>- 7<br>4 4<br>4 2        | -23.7%<br>-44.4%<br>-49.1%<br>-38.6%<br>-26.6%  | Share 2017 54.4% 13.6% | Share 2018 53.9% 9.8%  |  |  |
| Commuter Benefit Conductor Internet Ticket Agent Cash & Other Credit Card Vending Machine Ventra App             | 196<br>-<br>232<br>135<br>97<br>27<br>298        | 181<br>-<br>220<br>124<br>96<br>28<br>400        | -7.7% -5.2% -8.5% -0.5% 2.8% 34.3%       | Share 2017 26.0% 30.8% | 2018<br>21.8%<br>26.5% | 2017                                      | 2018<br>- 40<br>- 7<br>4 4<br>4 2<br>25  | -23.7% -44.4% -49.1% -38.6% -26.6% -10.8%       | Share 2017 54.4% 13.6% | Share 2018 53.9% 9.8%  |  |  |
| Commuter Benefit Conductor Internet Ticket Agent Cash & Other Credit Card Vending Machine Ventra App Credit Card | 196<br>-<br>232<br>135<br>97<br>27<br>298<br>262 | 181<br>-<br>220<br>124<br>96<br>28<br>400<br>362 | -7.7% -5.2% -8.5% -0.5% 2.8% 34.3% 38.1% | Share 2017 26.0% 30.8% | 2018<br>21.8%<br>26.5% | 2017  - 53 - 13 - 6 3 28 25               | 2018<br>- 40<br>- 7<br>4 4<br>2 25<br>23 | -23.7% -44.4% -49.1% -38.6% -26.6% -10.8% -6.9% | Share 2017 54.4% 13.6% | Share 2018 53.9% 9.8%  |  |  |

Table 13: Ticket Sales by Ticket Type, Sales Channel, and Tender Type (Year-to-date)

| Table 13: Ticket Sales by Ticket Type, Sales Channel, |       |         |             |               |               |        |            |             |               |               |
|---|-------|---------|-------------|---------------|---------------|--------|------------|-------------|---------------|---------------|
|   |       | Monthly | y Pass (Tho | -             |               |        | 10-Ride    | Ticket (The | •             |               |
| Sales Channel   | 2017  | 2018    | Change      | Share<br>2017 | Share<br>2018 | 2017   | 2018       | Change      | Share<br>2017 | Share<br>2018 |
| Commuter Benefit                                      | 286   | 269     | -5.9%       | 31.6%         | 30.9%         | 106    | 103        | -2.6%       | 6.8%          | 6.6%          |
| Conductor   | -     | -       |             |               | _             | -      | -          |             |               |               |
| Internet  | 26    | 17      | -37.5%      | 2.9%          | 1.9%          | 12     | 7          | -42.2%      | 0.8%          | 0.4%          |
| Mail  | 17    | -       | -100%       | 1.9%          | _             | 0      | -          | -100%       | 0.0%          |               |
| Ticket Agent  | 298   | 275     | -7.8%       | 32.9%         | 31.5%         | 537    | 476        | -11.3%      | 34.4%         | 30.6%         |
| Cash & Other  | 52    | 46      | -11.1%      |               |               | 95     | 76         | -19.5%      |               |               |
| Credit Card   | 246   | 229     | -7.1%       |               |               | 442    | 400        | -9.5%       |               |               |
| Vending Machine                                       | 38    | 32      | -16.8%      | 4.2%          | 3.7%          | 113    | 73         | -35.1%      | 7.2%          | 4.7%          |
| Cash  | -     | -       |             |               |               | 1      | -          | -100%       |               |               |
| Credit Card   | 38    | 32      | -16.8%      |               |               | 112    | 73         | -34.5%      |               |               |
| Ventra App  | 240   | 278     | 15.9%       | 26.5%         | 32.0%         | 793    | 898        | 13.3%       | 50.8%         | 57.6%         |
| Credit Card   | 219   | 253     | 15.5%       |               |               | 751    | 851        | 13.3%       |               |               |
| Mixed & Other   | 15    | 17      | 9.4%        |               |               | 12     | 12         | -0.8%       |               |               |
| Ventra  | 5     | 8       | 51.4%       |               |               | 30     | 36         | 20.6%       |               |               |
| Total   | 906   | 871     | -3.9%       |               |               | 1,561  | 1,558      | -0.2%       |               |               |
|   |       | One-Way | Ticket (Th  | ousands)      |               | Weeken | d, Special | , Ravinia P | asses (Tho    | usands)       |
| Sales Channel   | 2017  | 2018    | Change      | Share<br>2017 | Share<br>2018 | 2017   | 2018       | Change      | Share<br>2017 | Share<br>2018 |
| Commuter Benefit                                      | -     | -       |             |               |               | -      | -          |             |               |               |
| Conductor   | 2,039 | 1,828   | -10.3%      | 26.2%         | 22.9%         | 655    | 485        | -25.9%      | 53.3%         | 50.4%         |
| Internet  | -     | -       |             |               |               | -      | -          |             |               |               |
| Mail  | -     | -       |             |               |               | -      | -          |             |               |               |
| Ticket Agent  | 2,584 | 2,300   | -11.0%      | 33.3%         | 28.8%         | 206    | 135        | -34.7%      | 16.8%         | 14.0%         |
| Cash & Other  | 1,511 | 1,287   | -14.8%      |               |               | 114    | 69         | -39.8%      |               |               |
| Credit Card   | 1,073 | 1,013   | -5.6%       |               |               | 92     | 66         | -28.4%      |               |               |
| Vending Machine                                       | 349   | 288     | -17.7%      | 4.5%          | 3.6%          | 41     | 28         | -31.8%      | 3.3%          | 2.9%          |
| Cash  | 52    | -       | -100%       |               |               | 3      | -          | -100%       |               |               |
| Credit Card   | 298   | 288     | -3.4%       |               |               | 38     | 28         | -25.9%      |               |               |
| Ventra App  | 2,796 | 3,573   | 27.8%       | 36.0%         | 44.7%         | 327    | 314        | -3.8%       | 26.6%         | 32.7%         |
| Credit Card   | 2,453 | 3,206   | 30.7%       |               |               | 294    | 292        | -0.6%       |               |               |
| Mixed & Other   | 30    | 26      | -14.4%      |               |               | 4      | 2          | -36.5%      |               |               |
| Ventra  | 313   | 341     | 8.9%        |               |               | 29     | 20         | -32.1%      |               |               |
| ventru  | 313   | 3.1     | 0.570       |               |               |        |            |             |               |               |

Table 14: Total Ticket Sales by Sales Channel and Tender Type (Current Month)

|                  | All Ticket Types (Thousands) |       |        |               |               |  |  |  |  |  |
|------------------|------------------------------|-------|--------|---------------|---------------|--|--|--|--|--|
| Sales Channel    | 2017                         | 2018  | Change | Share<br>2017 | Share<br>2018 |  |  |  |  |  |
| Commuter Benefit | 39                           | 37    | -4.6%  | 3.5%          | 3.2%          |  |  |  |  |  |
| Conductor        | 249                          | 221   | -11.1% | 22.5%         | 19.0%         |  |  |  |  |  |
| Internet         | 5                            | -     | -100%  | 0.5%          |               |  |  |  |  |  |
| Ticket Agent     | 328                          | 305   | -6.9%  | 29.6%         | 26.3%         |  |  |  |  |  |
| Cash & Other     | 157                          | 140   | -10.8% |               |               |  |  |  |  |  |
| Credit Card      | 171                          | 165   | -3.4%  |               |               |  |  |  |  |  |
| Vending Machine  | 45                           | 41    | -10.2% | 4.1%          | 3.5%          |  |  |  |  |  |
| Ventra App       | 442                          | 557   | 26.2%  | 39.9%         | 48.0%         |  |  |  |  |  |
| Credit Card      | 396                          | 509   | 28.7%  |               |               |  |  |  |  |  |
| Mixed & Other    | 6                            | 5     | -18.7% |               |               |  |  |  |  |  |
| Ventra           | 40                           | 43    | 8.2%   |               |               |  |  |  |  |  |
| Total            | 1,108                        | 1,162 | 4.9%   |               |               |  |  |  |  |  |

Table 15: Total Ticket Sales by Sales Channel and Tender Type (Year-to-date)

|                  |        | All Ticket | Types (Th | ousands)      |               |
|------------------|--------|------------|-----------|---------------|---------------|
| Sales Channel    | 2017   | 2018       | Change    | Share<br>2017 | Share<br>2018 |
| Commuter Benefit | 392    | 373        | -5.0%     | 3.4%          | 3.3%          |
| Conductor        | 2,693  | 2,313      | -14.1%    | 23.5%         | 20.3%         |
| Internet         | 38     | 23         | -39.0%    | 0.3%          | 0.2%          |
| Mail             | 17     | -          | -100%     | 0.2%          |               |
| Ticket Agent     | 3,625  | 3,185      | -12.1%    | 31.6%         | 28.0%         |
| Cash & Other     | 1,772  | 1,478      | -16.6%    |               |               |
| Credit Card      | 1,853  | 1,708      | -7.8%     |               |               |
| Vending Machine  | 542    | 421        | -22.3%    | 4.7%          | 3.7%          |
| Cash             | 56     | -          | -100%     |               |               |
| Credit Card      | 486    | 421        | -13.4%    |               |               |
| Ventra App       | 4,156  | 5,064      | 21.9%     | 36.3%         | 44.5%         |
| Credit Card      | 3,718  | 4,603      | 23.8%     |               |               |
| Mixed & Other    | 61     | 56         | -7.1%     |               |               |
| Ventra           | 377    | 405        | 7.3%      |               |               |
| Total            | 11,464 | 11,380     | -0.7%     |               |               |

# Link-Up and PlusBus Sales

Sales of CTA Link-Up passes decreased by 4.3 percent in the current month compared to the previous year, and sales of Pace PlusBus passes decreased by 10.3 percent in the same period. Table 16 shows Link-Up and PlusBus sales by month for 2017 and 2018.

Table 16: Link-Up and PlusBus Sales

| Month          | 20      | 17      | 20      | 18      | Cha     | nge     | Mobile Sh | are (2018) |
|----------------|---------|---------|---------|---------|---------|---------|-----------|------------|
| WIOTICIT       | Link-Up | PlusBus | Link-Up | PlusBus | Link-Up | PlusBus | Link-Up   | PlusBus    |
| Jan            | 3,414   | 1,276   | 3,090   | 1,177   | -9.5%   | -7.8%   | 22.8%     | 17.9%      |
| Feb            | 3,346   | 1,284   | 3,120   | 1,155   | -6.8%   | -10.0%  | 23.0%     | 17.5%      |
| Mar            | 3,278   | 1,287   | 3,109   | 1,188   | -5.2%   | -7.7%   | 23.2%     | 17.7%      |
| Apr            | 3,179   | 1,226   | 3,051   | 1,148   | -4.0%   | -6.4%   | 24.2%     | 18.4%      |
| May            | 3,132   | 1,201   | 2,964   | 1,107   | -5.4%   | -7.8%   | 23.8%     | 20.3%      |
| Jun            | 3,058   | 1,152   | 2,908   | 1,068   | -4.9%   | -7.3%   | 24.3%     | 21.2%      |
| Jul            | 2,817   | 1,132   | 2,812   | 1,038   | -0.2%   | -8.3%   | 23.9%     | 20.0%      |
| Aug            | 2,971   | 1,175   | 2,820   | 1,060   | -5.1%   | -9.8%   | 24.6%     | 21.6%      |
| Sep            | 2,911   | 1,186   | 2,798   | 1,063   | -3.9%   | -10.4%  | 26.0%     | 23.0%      |
| Oct            | 3,030   | 1,239   | 2,899   | 1,111   | -4.3%   | -10.3%  | 27.6%     | 22.5%      |
| Nov            | 3,084   | 1,232   |         |         |         |         |           |            |
| Dec            | 2,814   | 1,063   |         |         |         |         |           |            |
| Year-to-date   | 31,136  | 12,158  | 29,571  | 11,115  | -5.0%   | -8.6%   | 24.3%     | 19.9%      |
| Last 3 Months  | 8,912   | 3,600   | 8,517   | 3,234   | -4.4%   | -10.2%  | 26.1%     | 22.4%      |
| Last 12 Months | 37,671  | 14,623  | 35,469  | 13,410  | -5.8%   | -8.3%   | 23.9%     | 19.5%      |

#### Reduced Fare Sales

Seniors, some Medicare recipients, some persons with disabilities, primary and secondary school students, children, and military personnel are eligible for reduced fares on Metra. Table 17 shows the number of reduced fare tickets sold by month for 2017 and 2018.

**Table 17: Reduced Fare Ticket Sales** 

|                |         | 7       | 2017             |           |         |         | 2018             |           |  |
|----------------|---------|---------|------------------|-----------|---------|---------|------------------|-----------|--|
| Month          | Monthly | 10-Ride | One-Wa           | y Ticket  | Monthly | 10-Ride | One-Way Ticket   |           |  |
|                | Pass    | Ticket  | Mobile & Station | Conductor | Pass    | Ticket  | Mobile & Station | Conductor |  |
| Jan            | 3,057   | 16,713  | 40,985           | 24,673    | 2,771   | 18,132  | 40,528           | 20,183    |  |
| Feb            | 3,125   | 9,763   | 39,437           | 23,774    | 2,897   | 9,165   | 36,638           | 18,463    |  |
| Mar            | 3,215   | 12,430  | 55,605           | 26,124    | 3,007   | 11,429  | 64,010           | 24,568    |  |
| Apr            | 3,121   | 11,599  | 47,172           | 26,185    | 3,006   | 12,195  | 43,755           | 22,532    |  |
| May            | 3,161   | 13,217  | 53,480           | 27,866    | 3,039   | 13,026  | 55,248           | 27,998    |  |
| Jun            | 2,927   | 13,494  | 83,163           | 39,002    | 2,875   | 12,742  | 73,733           | 34,342    |  |
| Jul            | 2,730   | 12,535  | 86,162           | 36,050    | 2,841   | 12,374  | 88,996           | 34,797    |  |
| Aug            | 2,691   | 13,792  | 83,668           | 36,566    | 2,703   | 12,919  | 82,500           | 32,105    |  |
| Sep            | 3,200   | 13,249  | 46,153           | 25,357    | 3,154   | 12,430  | 49,190           | 24,220    |  |
| Oct            | 3,406   | 14,498  | 50,164           | 26,729    | 3,318   | 14,436  | 52,359           | 25,649    |  |
| Nov            | 3,139   | 14,168  | 50,670           | 24,346    |         |         |                  |           |  |
| Dec            | 2,645   | 12,291  | 54,938           | 24,845    |         |         |                  |           |  |
| Year-to-date   | 30,633  | 131,290 | 585,989          | 292,326   | 29,611  | 128,848 | 586,957          | 264,857   |  |
| Last 3 Months  | 9,297   | 41,539  | 179,985          | 88,652    | 9,175   | 39,785  | 184,049          | 81,974    |  |
| Last 12 Months | 36,792  | 156,542 | 696,456          | 352,124   | 35,395  | 155,307 | 692,565          | 314,048   |  |

|                | Change          |                   |                  |           |
|----------------|-----------------|-------------------|------------------|-----------|
| Month          | Monthly<br>Pass | 10-Ride<br>Ticket | One-Way Ticket   |           |
|                |                 |                   | Mobile & Station | Conductor |
| Jan            | -9.4%           | 8.5%              | -1.1%            | -18.2%    |
| Feb            | -7.3%           | -6.1%             | -7.1%            | -22.3%    |
| Mar            | -6.5%           | -8.1%             | 15.1%            | -6.0%     |
| Apr            | -3.7%           | 5.1%              | -7.2%            | -14.0%    |
| May            | -3.9%           | -1.4%             | 3.3%             | 0.5%      |
| Jun            | -1.8%           | -5.6%             | -11.3%           | -11.9%    |
| Jul            | 4.1%            | -1.3%             | 3.3%             | -3.5%     |
| Aug            | 0.4%            | -6.3%             | -1.4%            | -12.2%    |
| Sep            | -1.4%           | -6.2%             | 6.6%             | -4.5%     |
| Oct            | -2.6%           | -0.4%             | 4.4%             | -4.0%     |
| Nov            |                 |                   |                  |           |
| Dec            |                 |                   |                  |           |
| Year-to-date   | -3.3%           | -1.9%             | 0.2%             | -9.4%     |
| Last 3 Months  | -1.3%           | -4.2%             | 2.3%             | -7.5%     |
| Last 12 Months | -3.8%           | -0.8%             | -0.6%            | -10.8%    |