

Link Transit 2026 Operating Revenue Projections

Operating Revenues:	2025		2025		2026		Budget to Actual		Budget to Budget		
	Budget		Year End Projection		Budget		\$	%	\$	%	
Sales Tax	\$ 29,740,932		\$ 30,930,000	4.0%	\$ 32,631,150		\$ 1,701,150	5.5%	\$ 2,890,218	9.7%	
Federal Grants	3,820,578		3,815,519		3,910,907		95,388	2.5%	90,329	2.4%	
5307 Formula Funding		1,764,749		1,762,413		1,806,473					
5307 STIC Funding		2,055,828		2,053,106		2,104,434					
DOT Grants	4,462,285		4,414,523		4,611,934		197,411	4.5%	149,649	3.4%	
5311 Grants											
- Commuter Service		712,500		712,500		775,000		62,500	8.8%	62,500	8.8%
- Leavenworth DART		54,625		54,625		56,250		1,625	3.0%	1,625	3.0%
- Chelan DART		270,978		175,353		241,250		65,897	37.6%	(29,728)	-11.0%
- SkiLink Seasonal Service		-		13,000		26,000		13,000	100.0%	26,000	100.0%
5310 Grant - (Mobility Management)		113,000		113,000		120,000		7,000	6.2%	7,000	6.2%
TRIP-Link Grant		83,775		83,775		96,300		12,525	15.0%	12,525	15.0%
Special Needs Grant		1,441,453		1,488,209		1,534,966		46,757	3.1%	93,513	6.5%
Transit Support Grant		1,785,954		1,774,061		1,762,168		(11,893)	-0.7%	(23,786)	-1.3%
Interest Income	500,000		1,000,000		700,000		(300,000)	-30.0%	200,000	40.0%	
Investment Interest		450,000		950,000		650,000					
Sales Tax Interest		50,000		50,000		50,000					
Leases	12,000		12,000		12,000		-	0.0%	-	0.0%	
Trailways		12,000		12,000		12,000					
Café - Columbia Station		-		-		-					
Other/Non-Transportation	107,500		70,000		110,000		40,000	57.1%	2,500	2.3%	
Clean Fuels Program		85,000		45,000		85,000					
Misc Income		15,500		18,000		18,000					
WSTIP Grant		7,000		7,000		7,000					
Fares	20,000		60,000		85,000		25,000	41.7%	65,000	325.0%	
Rideshare Fares		20,000		60,000		85,000					
Total Operating Revenue	\$ 38,663,294		\$ 40,302,042		\$ 42,060,991		\$ 1,758,949	4.4%	\$ 3,397,697	8.8%	

Link Transit

2026 Operating Budget Summary

	2025		2026		Budget-vs-Projection		Budget-vs-Budget	
	2025 Budget	Year End Projection	2026 Budget	\$	%	\$	%	
Beginning Cash	\$ 15,919,305	\$ 15,960,114	\$ 20,122,058					
Revenues:								
Sales Tax	\$ 29,740,932	\$ 30,930,000	\$ 32,631,150	\$ 1,701,150	5%	\$ 2,890,218	10%	
Federal 5307 Formula Funding	3,820,578	3,815,519	3,910,907	95,388	3%	90,329	2%	
Operating Grants	4,462,284	4,414,523	4,611,934	197,411	4%	149,650	3%	
Interest	500,000	1,000,000	700,000	(300,000)	-30%	200,000	40%	
Lease Revenue	12,000	12,000	12,000	-	0%	-	0%	
Miscellaneous	107,500	70,000	110,000	40,000	57%	2,500	2%	
Fares	20,000	60,000	85,000	25,000	42%	65,000	325%	
Total Revenues	\$ 38,663,294	\$ 40,302,042	\$ 42,060,991	\$ 1,758,949	4%	\$ 3,397,697	9%	

Expenses:								
Operations	\$ 14,765,287	\$ 15,079,660	\$ 16,676,486	\$ 1,596,826	11%	\$ 1,911,199	13%	
Administration	674,599	698,344	713,130	14,786	2%	38,531	6%	
Board of Directors	90,230	61,962	131,095	69,132	112%	40,865	45%	
Finance	773,569	760,761	801,856	41,095	5%	28,287	4%	
Computer Systems	1,474,054	1,322,175	1,505,333	183,158	14%	31,279	2%	
Administrative Services	1,112,722	1,064,403	1,224,839	160,436	15%	112,117	10%	
Property/Liability Insurance	1,020,500	1,014,496	1,165,000	150,504	15%	144,500	14%	
Planning	1,066,562	850,955	1,933,698	1,082,743	127%	867,136	81%	
Marketing	1,375,055	1,040,444	943,041	(97,402)	-9%	(432,014)	-31%	
Facilities Maintenance	1,548,257	1,374,687	2,021,751	647,064	47%	473,494	31%	
Vehicle Maintenance	5,869,758	5,972,212	6,520,175	547,963	9%	650,417	11%	
Total Expenses	\$ 29,770,593	\$ 29,240,098	\$ 33,636,403	\$ 4,396,305	15%	\$ 3,865,810	13%	
Excess Revenues Over Expenses:	\$ 8,892,701	\$ 11,061,944	\$ 8,424,588					

Ending Operating Cash Before Transfers				\$ 24,812,006	\$ 27,022,058	\$ 28,546,646
Transfer to Contingency Fund	(400,000)	(400,000)	(500,000)			
Transfer to Vehicle Reserve	(5,500,000)	(5,500,000)	(3,500,000)			
Transfer to Facility Reserve	(1,000,000)	(1,000,000)	(3,500,000)			
Transfer to Sales Tax Refund	-	-	1,000,000			
Ending Operating Cash	\$ 17,912,006	\$ 20,122,058	\$ 22,046,646			

Performance Goals for 2026						
Based on Fully Allocated Costs						
	Fully Allocated Costs	2025 Actual Service Hrs	2026 Service Hrs	Change in Service Hours	% Change	
Fixed Route	\$ 23,538,228	136,100	145,000	8,900	6.5%	
Demand Response	\$ 9,477,552	54,800	63,000	8,200	15.0%	
Rideshare	\$ 620,623	7,600	8,700	1,100	14.5%	
Total	\$ 33,636,403	198,500	216,700	18,200	9.2%	
2026 Goals	Cost Per Hour	Cost Per Passenger	Boardings Per Revenue Hour	2025 Boardings	2026 Boardings	
Fixed Route	\$ 162.33	\$ 16.96	10.18	1,303,000	1,388,200	6.5%
Demand Response	\$ 150.44	\$ 72.07	2.29	114,400	131,500	14.9%
Rideshare	\$ 71.34	\$ 22.99	3.41	23,500	27,000	14.9%
Total Boardings				1,440,900	1,546,700	

Link Transit 2025 vs 2026 Operating Expenses by Category

	2025 Budget	2025 Year-End Projection	2026 Budget	Budget-vs-Projection		Budget-vs-Budget		% of Total Budget	
				\$	%	\$	%		
Operating Expenses by Category:									
Wages	\$ 13,158,138	\$ 13,300,307	\$ 14,486,926	\$ 1,186,619	9%	\$ 1,328,787	10%	43%	
Benefits	9,662,113	9,599,494	10,606,072	1,006,578	10%	943,959	10%	32%	
Subtotal - Personnel	\$ 22,820,252	\$ 22,899,801	\$ 25,092,998	\$ 2,193,197	10%	\$ 2,272,746	10%	75%	
Services	\$ 1,882,668	\$ 1,595,280	\$ 2,440,048	\$ 844,768	53%	\$ 557,380	30%	7%	
Materials/Supplies	2,677,922	2,624,916	3,388,722	763,806	29%	710,800	27%	10%	
Utilities	477,980	442,163	626,230	184,067	42%	148,250	31%	2%	
Property/Liability Insurance	1,020,500	1,014,496	1,165,000	150,504	15%	144,500	14%	3%	
Taxes	9,500	6,485	9,500	3,015	46%	-	0%	0%	
Purchased Transportation	190,000	60,912	135,000	74,088	122%	(55,000)	-29%	0%	
Miscellaneous Expenses	671,071	573,762	751,806	178,044	31%	80,735	12%	2%	
Leases/Rentals	20,700	22,282	27,100	4,818	22%	6,400	31%	0%	
Subtotal - Operating & Maintenance	\$ 6,950,341	\$ 6,340,297	\$ 8,543,406	\$ 2,203,109	35%	\$ 1,593,065	23%	25%	
Total Operating Expenses	\$ 29,770,593	\$ 29,240,098	\$ 33,636,403	\$ 4,396,305	15%	\$ 3,865,810	13%	100%	

**Link Transit
2026 Capital Budget**

<i>Project Descriptions</i>	Funding Source		Capital Budget	Actual Spent	2026 Capital Budget
	<i>Grants</i>	<i>Reserves</i>			
Capitalization Threshold \$5,000					
Carried Over or Approved from 2025					
Rock Island Park and Ride	\$ -	\$ 1,000,000	\$ 1,000,000	\$ -	\$ 1,000,000
Entiat Park & Ride	-	500,000	500,000	9,031	490,969
Scope & Bid to Recoat Operations Base & Columbia Station	-	100,000	100,000	9,209	90,791
WSP Property Training Facility	-	1,200,000	1,200,000	23,804	1,176,196
Café HVAC Improvements	-	250,000	250,000	15,296	234,704
Operations Facility Expansion Design	-	400,000	400,000	-	400,000
Five (5) 30' BYD/RIDE Buses	4,462,500	1,647,100	6,109,600	-	6,109,600
Total Carry Over from 2025	\$ 4,462,500	\$ 5,097,100	\$ 9,559,600	\$ 57,340	\$ 9,502,260
Facilities Projects & Equipment:					
Lakeside Trail Bus Stop Improvements - City of Chelan ILA	\$ -	\$ 298,000	\$ 298,000	\$ -	\$ 298,000
Sanders St Bus Stop Improvements - City of Chelan ILA	-	77,016	77,016	10,016	67,000
Woodin St & Center St Bus Stop Improvements - City of Chelan ILA	-	95,000	95,000	-	95,000
City of East Wenatchee TIB Grant Project Contribution	-	100,000	100,000	-	100,000
Easy Street Park and Ride	-	50,000	50,000	-	50,000
Bus Stop Improvements	-	750,000	750,000	-	750,000
Real-time Next Bus Information Signage	-	100,000	100,000	-	100,000
Columbia Station Elevator Electronics Upgrade	-	110,000	110,000	-	110,000
Total Facilities Projects & Equipment:	\$ -	\$ 1,580,016	\$ 1,580,016	\$ 10,016	\$ 1,570,000
Vehicles & Equipment:					
Five (5) 300 kW DC Chargers & Two (2) 2500 Amp Switchgear	\$ 1,615,106	\$ 285,019	1,900,125	\$ -	\$ 1,900,125
Seven (7) DART Cutaways	-	1,100,000	1,100,000	-	1,100,000
Five (5) Rideshare Vehicles	-	240,000	240,000	-	240,000
Three (3) Community Van Program Vehicles	-	144,000	144,000	-	144,000
Columbia Station Plug-in Bus Charging	-	850,000	850,000	-	850,000
I/O Multitplex Trainer	-	35,000	35,000	-	35,000
Engine Training Module	-	35,000	35,000	-	35,000
Fuel Dispensing System Upgrade	-	75,000	75,000	-	75,000
Total Vehicles & Equipment:	\$ 1,615,106	\$ 2,764,019	\$ 4,379,125	\$ -	\$ 4,379,125
Total 2026 Capital Budget Requests:	\$ 6,077,606	\$ 9,441,135	\$ 15,518,741	\$ 67,356	\$ 15,451,385

Link Transit
Operating Cash Flow Projection
For Years 2025 - 2035

	2025 Projection	2026 Budgeted	2027 Projection	2028 Projection	2029 Projection	2030 Projection	2031 Projection	2032 Projection	2033 Projection	2034 Projection	2035 Projection
Beginning Operating Cash	\$ 15,960,114	\$ 20,122,058	\$ 22,046,646	\$ 15,448,395	\$ 11,242,313	\$ 12,618,807	\$ 13,263,001	\$ 13,105,455	\$ 11,943,909	\$ 9,684,976	\$ 6,228,136
Operating Revenues	40,302,042 2.8%	42,060,991 4.4%	43,888,154 4.3%	45,784,576 4.3%	47,785,137 4.4%	49,895,563 4.4%	52,121,898 4.5%	54,470,517 4.5%	56,948,144 4.5%	59,561,876 4.6%	62,319,199 4.6%
Operating Expenses	(28,695,098)	(32,371,403)	(35,486,405)	(37,965,657)	(40,607,644)	(43,422,369)	(46,421,444)	(49,616,064)	(53,153,077)	(56,924,716)	(60,945,996)
Service Expansion	(545,000)	(1,265,000)	(500,000)	(525,000)	(551,000)	(579,000)	(608,000)	(766,000)	(804,000)	(844,000)	(443,000)
Operating Expenses	(29,240,098)	(33,636,403)	(35,986,405)	(38,490,657)	(41,158,644)	(44,001,369)	(47,029,444)	(50,382,064)	(53,957,077)	(57,768,716)	(61,388,996)
(Increase) Decrease in Annual Expenses	(2,184,313) 8.1%	(4,396,305) 15.0%	(2,350,002) 7.0%	(2,504,252) 7.0%	(2,667,987) 6.9%	(2,842,724) 6.9%	(3,028,075) 6.9%	(3,352,619) 7.1%	(3,575,014) 7.1%	(3,811,639) 7.1%	(3,620,279) 6.3%
Net Surplus or (Deficit)	11,061,944	8,424,588	7,901,749	7,293,919	6,626,493	5,894,194	5,092,454	4,088,453	2,991,067	1,793,160	930,203
Ending Operating Cash Before Transfers	27,022,058	28,546,646	29,948,395	22,742,313	17,868,807	18,513,001	18,355,455	17,193,909	14,934,976	11,478,136	7,158,338
Transfers to Contingency Reserve	(400,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Transfers to Vehicle Reserve	(5,500,000)	(3,500,000)	(4,000,000)	(4,000,000)	(4,000,000)	(4,000,000)	(4,000,000)	(4,000,000)	(4,000,000)	(4,000,000)	(4,000,000)
Transfers to Facilities & Equipment Reserve	(1,000,000)	(3,500,000)	(10,000,000)	(7,000,000)	(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	(6,900,000)	(6,500,000)	(14,500,000)	(11,500,000)	(5,250,000)	(5,250,000)	(5,250,000)	(5,250,000)	(5,250,000)	(5,250,000)	(5,250,000)
Total Ending Operating Cash	20,122,058	22,046,646	15,448,395	11,242,313	12,618,807	13,263,001	13,105,455	11,943,909	9,684,976	6,228,136	1,908,338
Contingency Reserve	5,090,000	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
Vehicle Reserve	2,561,454	1,650,335	1,722,970	3,435,970	5,928,970	7,896,970	7,946,970	14,863,470	900,970	3,312,970	2,890,220
Facilities & Equipment Reserve	6,129,354	4,666,694	2,598,629	1,848,629	848,629	848,629	848,629	848,629	848,629	848,629	848,629
Sales Tax Refund Reserve	1,000,000	-	-	-	-	-	-	-	-	-	-
Total Ending Reserve Balances	\$ 14,780,808	\$ 11,907,029	\$ 10,411,599	\$ 11,874,599	\$ 13,867,599	\$ 16,335,599	\$ 16,885,599	\$ 24,302,099	\$ 10,839,599	\$ 13,751,599	\$ 13,828,849
Total Ending Cash	\$ 34,902,866	\$ 33,953,675	\$ 25,859,994	\$ 23,116,913	\$ 26,486,406	\$ 29,598,601	\$ 29,991,055	\$ 36,246,008	\$ 20,524,575	\$ 19,979,735	\$ 15,737,188