

**STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE  
WASHINGTON STATE DEPARTMENT OF TRANSPORTATION  
HIGH OCCUPANCY TOLL OPERATIONS ACCOUNT  
STATE FISCAL YEAR 2018, QUARTER ENDED DECEMBER 31, 2017**

	<u>NOTES</u>	<u>JUL THROUGH SEP</u>	<u>OCT THROUGH DEC</u>	<u>YEAR-TO-DATE</u>
<b>REVENUES</b>				
Toll revenue	1	\$ 844,465	\$ 807,363	\$ 1,651,828
Transponder sales	2	23,172	21,024	44,196
Toll vendor contractual damages	3	192	289	481
Interest income		7,336	12,578	19,914
Miscellaneous	4	984	2,748	3,731
<b>TOTAL REVENUES</b>		<u>876,149</u>	<u>844,003</u>	<u>1,720,151</u>
<b>EXPENDITURES</b>				
Goods and Services				
Toll CSC operations vendor contract	5	104,617	93,557	198,174
Toll lane vendor contract	6	25,440	49,290	74,731
Credit card and bank fees		15,142	16,240	31,382
Transponder cost of goods sold	7	16,837	14,283	31,120
Washington state patrol	8	49,360	21,262	70,622
Other	9	16,999	13,143	30,142
Total Goods and Services		<u>228,395</u>	<u>207,775</u>	<u>436,170</u>
Personal service contracts	10	21,738	35,695	57,433
Salaries and benefits		82,148	74,296	156,445
Maintenance and preservation	11	-	-	-
<b>TOTAL EXPENDITURES</b>		<u>332,281</u>	<u>317,767</u>	<u>650,048</u>
<b>EXCESS / (DEFICIENCY) OF REVENUES OVER EXPENDITURES</b>		<u>543,867</u>	<u>526,235</u>	<u>1,070,103</u>
<b>OTHER FINANCING USES</b>				
Operating transfers out		-	-	-
<b>TOTAL OTHER FINANCING USES</b>		<u>-</u>	<u>-</u>	<u>-</u>
<b>NET CHANGE IN FUND BALANCE</b>		543,867	526,235	1,070,103
<b>FUND BALANCE - BEGINNING</b>		4,388,130	4,931,997	4,388,130
<b>FUND BALANCE - ENDING</b>		<u>\$ 4,931,997</u>	<u>\$ 5,458,233</u>	<u>\$ 5,458,233</u>

*The notes to the financial statements are an integral part of this statement.*

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**Detailed Notes**

1. **Toll Revenue** – Revenue earned from single occupancy vehicles traveling in the High Occupancy Vehicle (HOV) Lanes on SR167 with a *Good To Go!* transponder account. A variable fee, based on traffic volumes, is automatically charged to their account.
2. **Transponder Sales** – Sales of transponder devices to potential and existing *Good To Go!* electronic toll account customers.
3. **Toll Vendor Contractual Damages** – Charges to ETCC for not meeting Key Performance Indicators (KPIs).
4. **Miscellaneous Revenue** – This can include revenue for administrative and statement fees, NSF check fees, cash over, and prior period recoveries.
5. **Toll CSC Operations Vendor Contract** – Payment for monthly CSC operations costs.
6. **Toll Lane Vendor Contract** – The cost of capturing traffic activity in tolled lanes.
7. **Transponder Cost of Goods Sold** – Cost of purchasing, packaging, and shipping transponders. Transponder Cost of Goods Sold is directly related to Transponder Sales Revenue.
8. **The Washington State Patrol** – Support for the enforcement of the laws governing the use of the HOT Lanes by issuing citations to HOT Lane violators.
9. **Other Goods and Services** – Expenditures for supplies, communications, rents, repairs, services provided by outside vendors, etc.
10. **Personal Service Contracts** – Expenditures incurred for traffic and revenue forecast consulting and CSC operations consulting.
11. **Maintenance and Preservation** – Cost of maintenance and preservation activities on the HOT Lanes.